Classified Index to Advertisements on last page.

Neither Fictitious nor Exorbitant
Get LANGWELL'S BABBIT, MONTREAL.

HARDWARE AND METAL

A Weekly Newspaper devoted to the Hardware, Metal, Machinery, Heating and Plumbing Trades in Canada.

VOL. XVI. MONTREAL AND TORONTO, JANUARY 2, 1904. NO. 1

POCKET KNIVES
H. BOKER & COS
IMPROVED
TREE BRAND
TRADE MARK
RAZORS CUTLERY SCISSORS

FOR SALE BY LEADING WHOLESALE HARDWARE HOUSES.

A HAPPY NEW YEAR

is assured to all who use "QUEEN'S HEAD" and "FLUER DE LIS" Iron—no worry about defective sheets and ruined reputation. Our best wishes to all our friends, and hearty thanks for their support which made 1903 a banner year.

JOHN LYSAGHT, Limited, Makers, BRISTOL, ENG.
A. C. LESLIE & CO., MONTREAL, Managers Canadian Branch

THE "SAFFORD" RADIATOR

INDISPUTABLY LEADS THE WORLD

because of its scientifically constructed joints that dispense wholly with bolts, rods and packing, which improvements we control, and which not only make the "Safford" positively non-leakable, but give it the ability to stand nearly double the pressure of any other Radiator. It is perfect in construction.

Perfect Circulation **Perfect Radiation**
Perfect Operation **Perfect Satisfaction**

are its predominant characteristics guaranteed by the largest Radiator manufacturers of the British Empire.

Illustrated Booklet free on application explaining why no Radiator tested honestly against a "Safford" has ever proven its equal in power or circulation.

THE DOMINION RADIATOR CO., Limited

Head Office and Works: 348-376 DUFFERIN ST. TORONTO, CAN.

BRANCHES: Montreal, Quebec, St. John, N B., Winnipeg and Vancouver, B.C.

FIRE-PLACE GOODS

We carry all styles of Fire-Place needs.

Seasonable Goods

—

Coal Vases

—

Fenders

—

Fire Screens

—

Gas Logs

—

Andirons

—

Grates

—

Mantles

—

Tiling for Walls or Floors

Winter Household Needs

—

Hot-Water Kettles

—

Chafing Dishes

—

Hot-Water Plates

—

Coffee Extractors

—

Spirit Stoves

—

Gas Grates

—

Coal Tongs

—

Wood Boxes etc.

RETURNED JAN 7 1904
cut book 14
p. 63
H.C.T.

Write for Trade Prices.

RICE LEWIS & SON

LIMITED

COR. KING AND VICTORIA STS., TORONTO.

ALWAYS READY FOR USE
NO HONING
NO GRINDING

The CARBO MAGNETIC Razor.

No Hard Blades
No Soft Blades
No Temper Streaks
No Returned Blades to the dealer—
Shave for Years Without Requiring Honing

For Sale by all Leading Jobbers
or Firm of
A. L. SILBERSTEIN
Mfrs. of "Griffon" Cutlery
453-461 Broadway, New York City.

Retail Price $2.00

BOOKLET COMING—
if you'll ask for a copy with trade discount.

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of Montreal.

MANUFACTURERS OF

Rubber Belting,
Hose, Packing,
Valves, Gaskets,
ETC., ETC.

We make a specialty of

HORSE SHOE PADS

the best in the market.

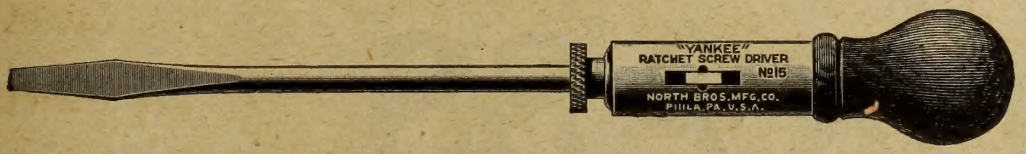
Write for Prices and Circulars.

Head Office : : MONTREAL

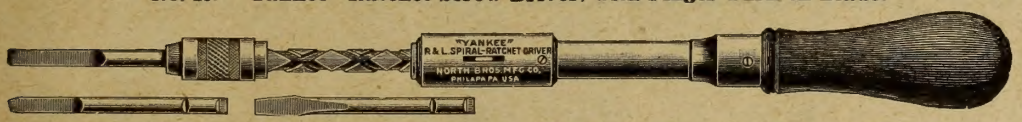
BRANCHES—TORONTO, WINNIPEG and VANCOUVER

Other Tools are very good Tools, but

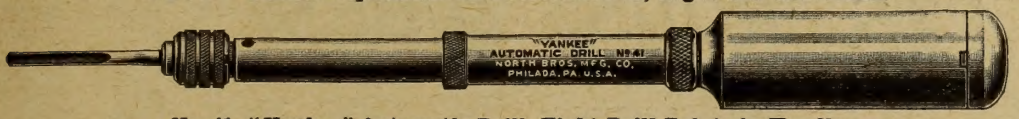
"YANKEE TOOLS" ARE BETTER



No. 15. "Yankee" Ratchet Screw Driver, with Finger Turn on Blade.

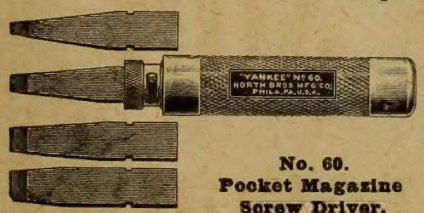


No. 30. "Yankee" Spiral-Ratchet Screw Driver, Right and Left Hand.



No. 41. "Yankee" Automatic Drill, Eight Drill Points in Handle.

No. 50. "Yankee" Reciprocating Drill for Iron, Steel, Brass, Wood, etc.



No. 60.
Pocket Magazine
Screw Driver.

Our "YANKEE" Tool Book tells all about them. Mailed free on application. . . . . .

Manufacturers also of

LIGHTNING,
GEM and
BLIZZARD
Ice Cream Freezers.

Toy Freezers,
Ice Shaves and
Ice Chippers.

Fluting Machines,
Hand Fluters.

Sold by Leading Jobbers in Canada.

NORTH BROS. MFG. CO.,

Philadelphia, Pa., U.S.A.

OFFICE OF
THOS. BIRKETT & SON CO., Limited,
Wholesale Hardware Merchant,
OTTAWA, - CAN.

TO OUR CUSTOMERS:

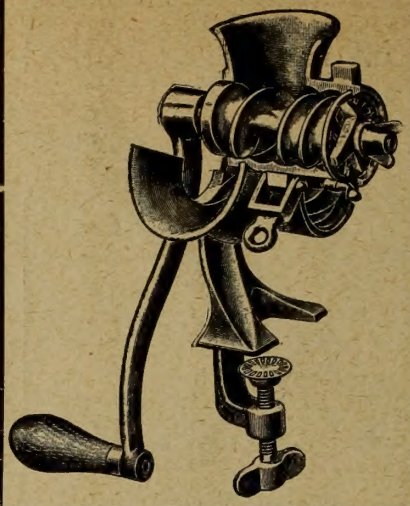
Allow us to congratulate you on the increased business done during the year now drawing to a close, and may we venture the wish that together we may enjoy the era of prosperity which the rapid expansion of our Dominion points forward to.

Wishing you the Compliments of the Season.

We are,

Yours respectfully,

THOS. BIRKETT & SON CO., Limited.



The Russwin Food Cutter.

CLEANLINESS.

There is no drip from the Russwin to soil clothing and floors. The gutter carries all juices to the dish—they are not deposited upon the floor. The machine itself is quickly cleaned with the least possible effort. Write for Booklets, Posters and Electrotypes to assist you.

Russell & Erwin Mfg. Co.
New Britain, Conn., U.S.A.

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M. & L. SAMUEL, BENJAMIN & CO.

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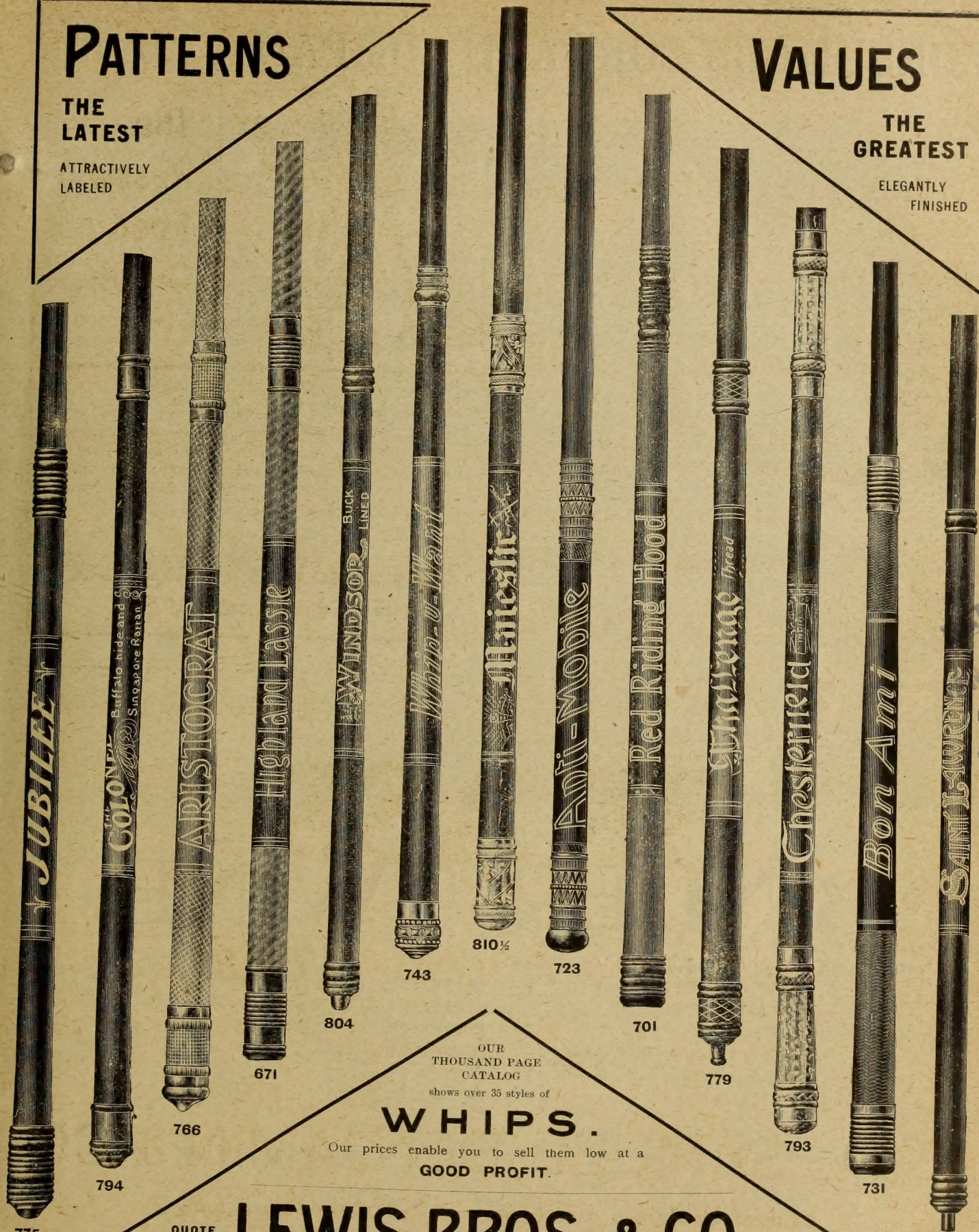
ATTRACTIVELY LABELED

VALUES

THE GREATEST

ELEGANTLY FINISHED



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Our prices enable you to sell them low at a **GOOD PROFIT.**

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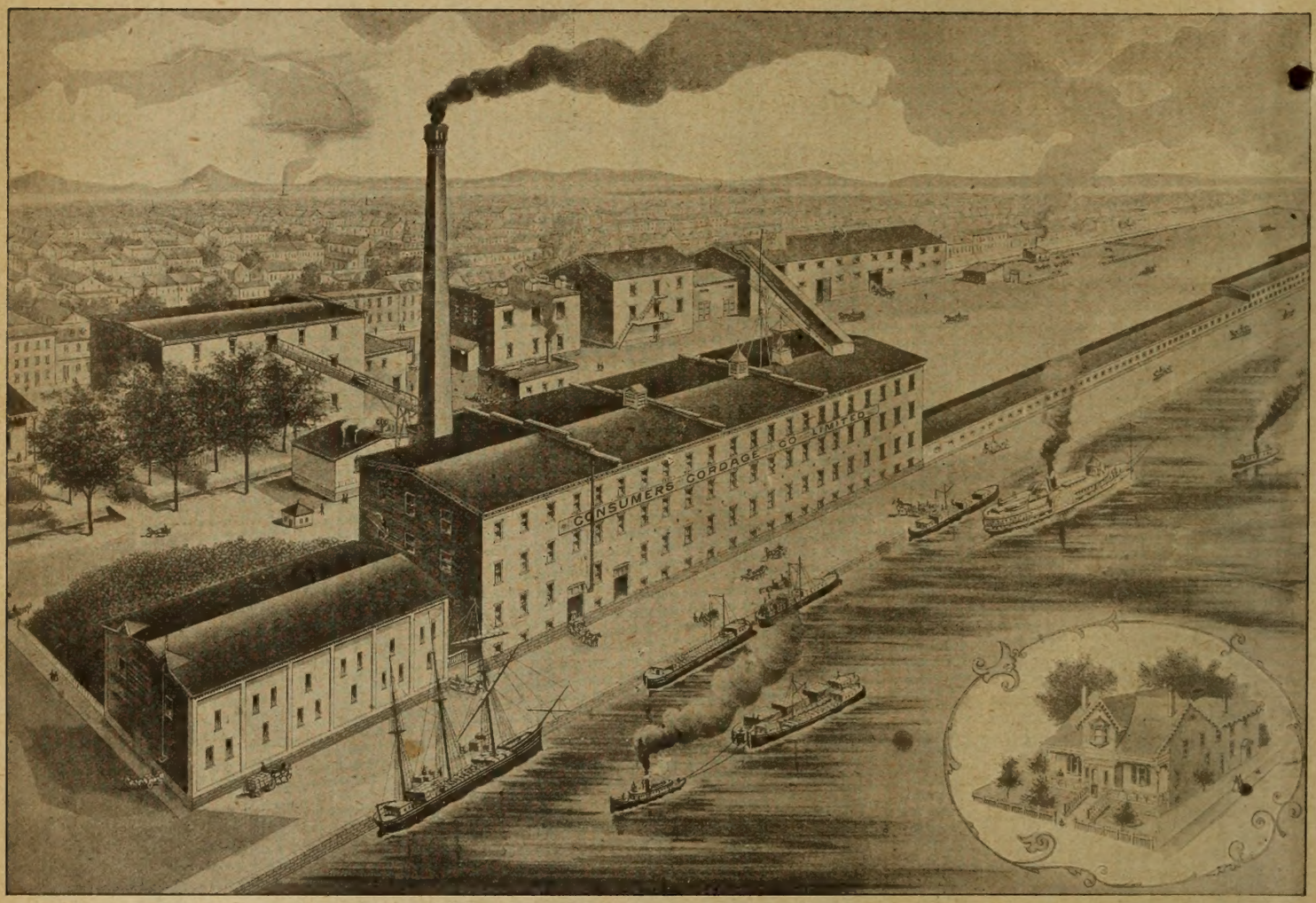


MONTREAL MILL, ESTABLISHED 1825.

BINDER TWINE.

We manufacture the following brands:

Blue Ribbon	-	650 ft. per pound.
Red Cap	- -	600 ft. " "
Tiger	- - -	550 ft. " "
Golden Crown		500 ft. " "
Standard	- -	500 ft. " "
Sisal	- - -	500 ft. " "

The above Brands have stood the test for years, and are the Farmers' Favorites.

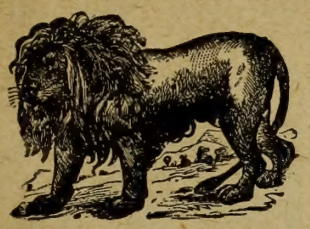
Out of 14 lots of Binder Twine, seized and confiscated by the Government Binder Twine Inspector this year, only one was Canadian.

Dealers, who handle our Twine, will secure a satisfactory article, and, at the same time, help to build up one of our oldest industrles.

See our Samples before placing your order elsewhere.

Consumers Cordage Company, Limited. Head Office, Montreal, Que.

Man, Horse and Carriage Clothing



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MONTREAL, - - QUE.,

Branch Agency :
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Fishermen's Clothing, Horse Covers, Dash Aprons,
Teamsters' Clothing, Wagon Covers, Knee Rugs

ASK FOR QUOTATIONS.

The Guelph Waterproof Clothing Co., Guelph, Ontario.

COVERT MFG. CO.
West Troy, N.Y

Auto Screw Jack

Harness Snaps Chain, Rope and Web Goods, etc.

FOR SALE BY JOBBERS AT MFRS. PRICE

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Largest Variety, Toilet, Hand, Electric Power

ARE THE BEST.
Highest Quality Grooming and Sheep-Shearing Machines.

WE MAKE THEM.
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American Shearer Mfg. Co., Nashua, N.H., USA

Oneida Community Goods

HALTERS, COW TIES, SNAPS, etc., etc.,
in all sizes and styles. May be had of all jobbers throughout Canada.

Factory—NIAGARA FALLS, ONT

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H. F. FALKINER, - Toronto.

We desire to call your attention to some of our specialties which are handled extensively by the general hardware trade.

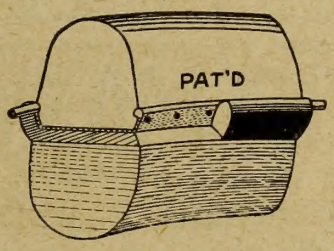
Horse Blankets (all kinds) Burlington-Stay-on Blankets
Rubber and Oiled Knee Rugs Plush and Woollen Knee Rugs

If you handle the above, it will be of interest to you to write us.

The Trees, Spriggs Co., Limited, Winnipeg, Man. **Samuel Trees & Co., Toronto**
Importers and Manufacturers of Saddlery Goods.

Done on Purpose

The Dunlop Side Wire Tire is made on purpose to stay on and it will not come off the wheel until it is taken off on purpose. The retaining wire does not wear against the rubber of the tire, but upon cross bars vulcanized into it at regular intervals. The wire cannot cut into the rubber and the tire cannot wear away from the rim of the wheel —it is held so firmly and with such equal force. The side wire is an improvement that improves.



Get this good thing for your customers. Prices and catalogues on application.

THE DUNLOP TIRE CO., Limited,
TORONTO, CANADA.

Agencies : Montreal, St. John, Winnipeg, Vancouver.

The Sales You Lose...

represent just so much money lost. In the matter of robes, for example, you can do a clean cut, profitable business if you sell the right sort of robes.

"Arctic" Buffalo Robes

are sensible, durable, attractive, profitable. They are easily sold, for they sell themselves, with a very little talk on your part. Order a sample.

Made of rich, dark brown fur, lined with red or dark green Astrachan cloth, interlined with rubber ; nicely trimmed ; rain, wind and moth proof ; 52 x 54 ; 62 x 54 ; 72 x 54.

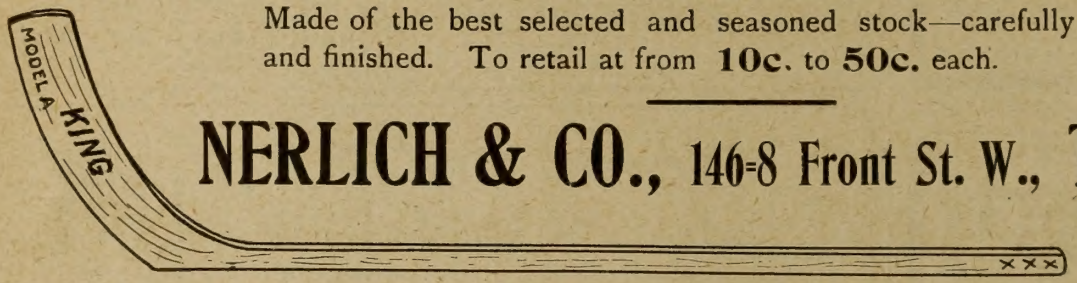
Berlin Robe & Clothing Co., LIMITED
Berlin, Ontario.

We thank our Friends and Patrons for the generous support given us since we embarked in the wholesale business. We wish one and all a Prosperous and Happy New Year.

The Kennedy Hardware Co. LIMITED,

49 Colborne Street, TORONTO.

HOCKEY STICKS.



Made of the best selected and seasoned stock—carefully modelled and finished. To retail at from **10c.** to **50c.** each.

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Steel Frame Churn.

"Maxwell Favorite Churn"

PATENTED FEATURES: Improved Steel Stand, Roller Bearings, and Foot and Hand Lever Drive, and Detachable Driving Link. Improved for season of 1904. Steel or Wood Frame as desired.

Lawn Mowers. High and Low Wheels, from 12 in. to 20 in. widths. Cold Rolled Steel Shafting, Crucible Steel Knives and Cutting Plate.

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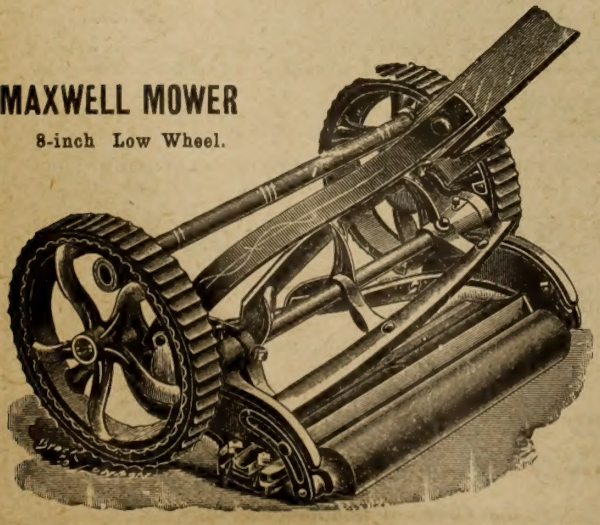
SEND DIRECT TO US.

Wheelbarrows. In Four Different Sizes.

MAXWELL MOWER

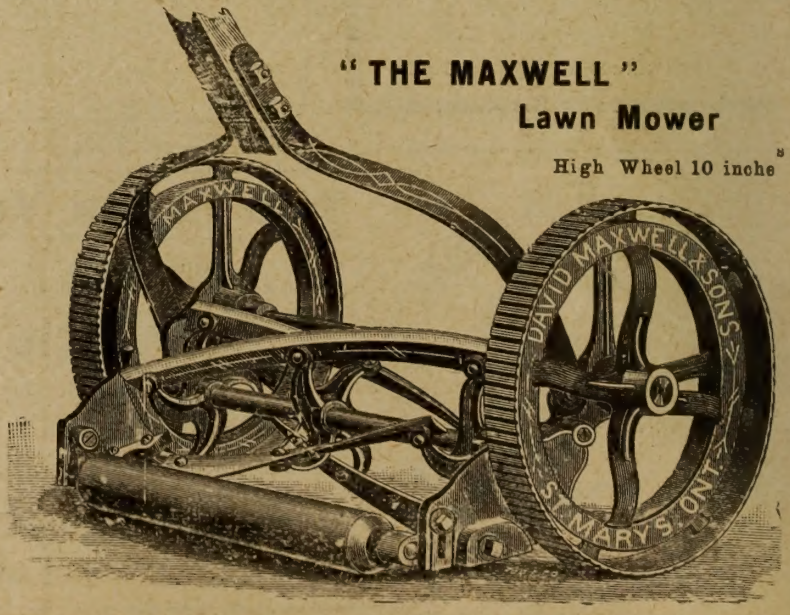
8-inch Low Wheel.



"THE MAXWELL"

Lawn Mower

High Wheel 10 inche



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Bars in Flats, Rounds, Squares, Ovals, Half-Ovals, Half-Rounds and Bands. Also Wrought Washers.

GOOD QUALITY. PROMPT SHIPMENT.

London Rolling Mill Co.
Limited,
LONDON, CANADA.

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PAGE-HERSEY IRON & TUBE CO.,

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BLACK AND GALVANIZED

WROUGHT MERCHANT PIPE

OF SUPERIOR QUALITY AND FINISH.

The New Century Ball-Bearing Washing Machine.

Not the cheapest but decidedly the best Washing Machine made.

Five to seven minutes only required for a tubful.
The operator need not stand when using it, and there is practically no wear on garments.
Full information given on application.

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Hamilton, Ont. Limited.
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The Organ of the Hardware, Machinery and Kindred trades of the Antipodes.

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Specimen Copies Free on Application.

A Prosperous New Year

is our wish for every reader of HARDWARE and we suggest that a very material assistance in making it possible will be found in carrying our line of bright steel shafting. Write for our proposition.

The Dodge Mfg. Co., of Toronto, Limited,

TORONTO, ONT.

DOMINION

We desire to extend to our many friends our sincere thanks for their kind patronage during the past year.

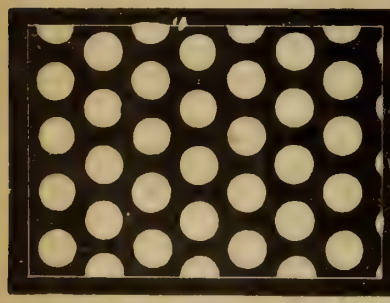
It is our earnest wish that the New Year may be a Prosperous and Happy one for all.

Dominion Wire Manufacturing Co. LIMITED.

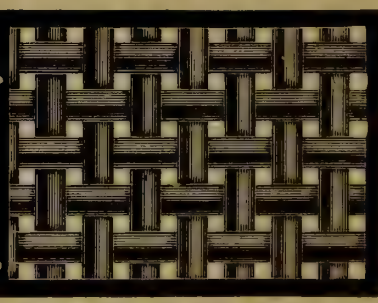
MONTREAL AND TORONTO.

DOMINION

PERFORATED SHEET METALS in Brass, Copper, Steel, etc.



B. GREENING WIRE CO. (LIMITED)
WIRE MANUFACTURERS & METAL PERFORATORS
HAMILTON & MONTREAL.



All sizes of Perforations an thickness of metals for

MINERS' USE,
GRAIN CLEANING MACHINERY,
BEE KEEPERS,
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BARBED WIRE GALVANIZED PLAIN WIRE
PLAIN TWIST CABLE FENCING

Telegraph and Telephone Wire; Mattress, Broom, Weaving Wires of every description; Rail Bonds, Bale Ties, Special Wires for all purposes, Springs, Horse Shoes, Wire Rope, Cold-drawn Steel Shafting.

Established 1854
Phone Main 1706

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Toronto Wire, Iron an Brass Works Company, Limited. Manufacturers of **Wire Window Guards, Wire Cloth, Moulders' Riddles, Children's Cots, Bank and Office Railings, Ornamental Iron Fencing, Window Fixtures, Wire Work, Architectural Wrought Iron Work.**

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Their cost is so trifling

and their convenience so great that the wonder is that merchants do without **RUBBER STAMPS.**

Tell us what you would like and we'll tell you the cost.

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Ice Tools

of all sorts. A good time for the hardware dealer.

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Full Weight
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in all our orders of wrapping paper. Inferior paper does not give you both weight and count as our brown and manilla does. They are strong and durable.

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TRUCKS

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Save You Money
Do Men's Work
Draw no Salary

Our Trucks are guaranteed satisfactory. Turn in their own length.

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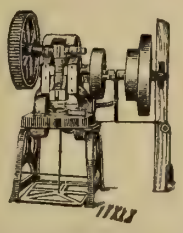
Our Specialties are **British** and **Foreign Iron** and **Steel, Metals, Bars, Plates, Sheets, Bolts** and **Nuts, Tin Plates, etc.**

We are sole Licencees for **Page's Patent Wire Stretcher** and also for **Ironside's Patent Wire Cutters.**

We Publish Monthly a "CANADIAN METAL PRICE LIST," giving quotations in Dollars and Cents, (C.I.F.), also "WEEKLY MARKET REPORT."

Let us have your name and address for "PRICE LIST" and "MARKET REPORT."

IRONSIDE, SON & CO., 16 Water Lane, Great Tower St., E.C., **London, England.**



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Manufacturers of

Patent Automatic Can Making Machinery, Presses, Dies and Special Machinery for Working Sheet Metal

H. W. Petrie, 141-145 Front Street West, TORONTO—Selling Agent.

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12, 16 and 20 Guage.
Steel and Twist Barrels

Superior in Design, Workmanship and Finish, and the most popular Gun on the Market.

Simplest "Take Down" Gun Made

HARRINGTON & RICHARDSON ARMS CO.
Also makers of H. & R. Revolvers.
Catalog on request. Worcester, Mass., U.S.A.

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Tailors' Shears,
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SUCCESSORS TO

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STEEL CASTINGS

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SPRINGS, FROGS, SWITCHES, SIGNALS, for Steam and Electric Railways.

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IMPROVED CARPENTERS' TOOLS

SOLD BY ALL HARDWARE DEALERS.

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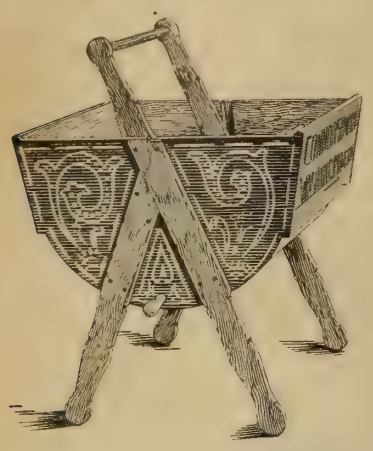
Representing British and American Manufacturers. Correspondence invited from firms wishing to be represented in Canada.



CONNOR'S IMPROVED WASHING MACHINE.

The rubbing board in this washer works eccentrically on the clothes in such a way that it both rubs and squeezes the clothes with every stroke of the rubbing board.

LARGEST CAPACITY. STRONGLY MADE.
NEATLY FINISHED.
THE BEST FOR THE MONEY.

We have nine other kinds, send for our catalogue.

J. H. CONNOR & SON, Limited

Manufacturers
Washing Machines and Clothes Wringers,
Pretoria Ave., OTTAWA

CHAS. F. CLARK, President. **JARED CHITTENDEN, Treasurer.**

...ESTABLISHED 1849...

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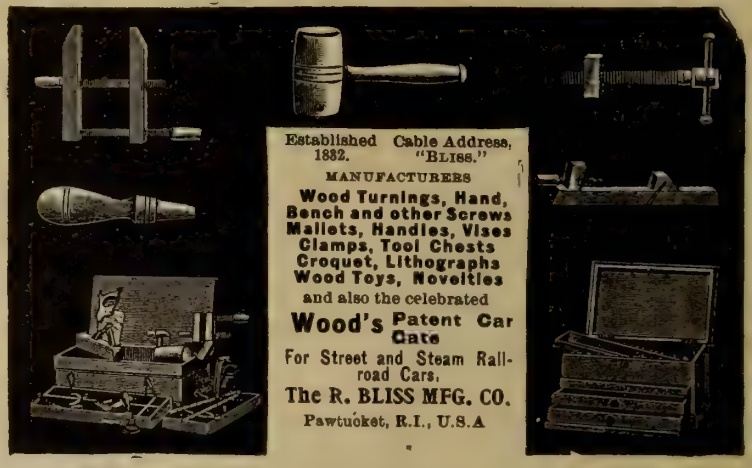
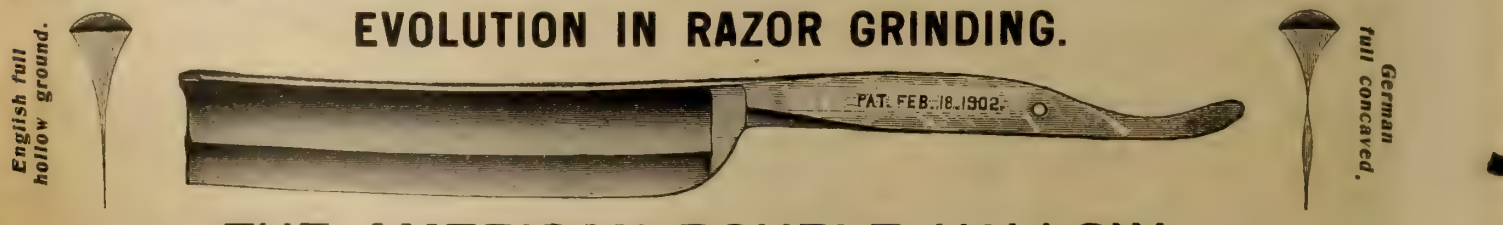
OTTAWA, ONT. QUEBEC, QUE. ST. JOHN, N.B. TORONTO, ONT.
VANCOUVER, B.C. WINNIPEG, MAN.

THOS. C. IRVING. Gen. Man. Western Canada, Toronto.



Canadian Representative: ALEXANDER GIBB, 13 St. John St., MONTREAL.
75 YEARS ***ESTABLISHED 1825.*** ***75 YEARS***

EVOLUTION IN RAZOR GRINDING.



THE AMERICAN DOUBLE HOLLOW.

Have you ever seen a razor too good to be used on your face?

The old-fashioned way to grind a razor was the English full hollow, but it was found that, if ground thick, it was harsh on the face, if very thin it would vibrate or would not shave clean.

About 30 years ago a new style of grinding was invented, the German full concaved; this was found better; it had only one fault, being thick above the edge it cannot easily be kept sharp on a strop, you have to hone it very often. We are making a newly Patented Razor, the American Double Hollow, which has two distinct hollows. This razor, if properly used on a strop, practically never needs honing, because it is so thin above the edge. Try it and you will be more than pleased.

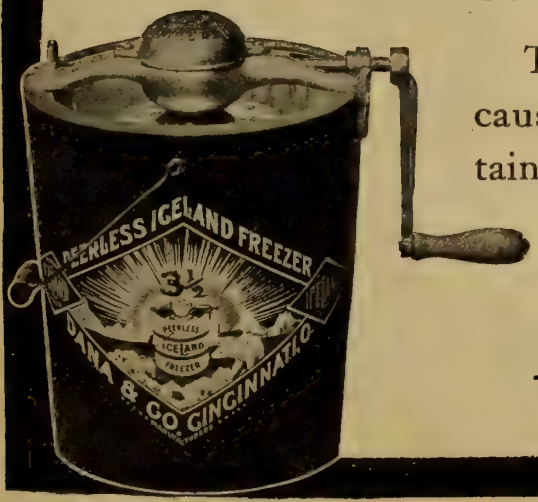
AGENTS FOR CANADA { **Caverhill, Learmont & Co., Montreal.** **Rice Lewis & Son, Limited, Toronto.**

GEO. W. KORN RAZOR MFG. CO., ***LITTLE VALLEY, N.Y. U. S. A.***

No man ever made money by disappointing a good customer.

This is the label that most of the women are looking for; they will be disappointed if they can't find it on some of the freezers on your floor.

We don't ask you to handle Peerless Icelands exclusively, but we know from experience of others that if you put a few on your floor, they will soon be your leaders.



There is a demand for Peerless Icelands caused by magazine advertising and sustained by the freezer itself; don't let the other fellow do all the business.

Ask your jobber.

Come Out OF THE DARK!

Bring your "ads" with you.

ILLUSTRATE!!

By doing so you illumine and release from obscurity many a cheerless "type ad" that is suffering for the want of a little pictorial light.

We furnish the kind of pictures that give to your "ads" a bright and smiling countenance. *A cheerful face gains favor every time.*

Estimates on all and every style of design cordially furnished.

ART DEPARTMENT

MacLEAN PUBLISHING CO.
LIMITED

Montreal. Toronto. Winnipeg.

SPRINGS

FLAT.—SPIRAL OR VOLUTE

INTERESTING CATALOG MAILED ON APPLICATION

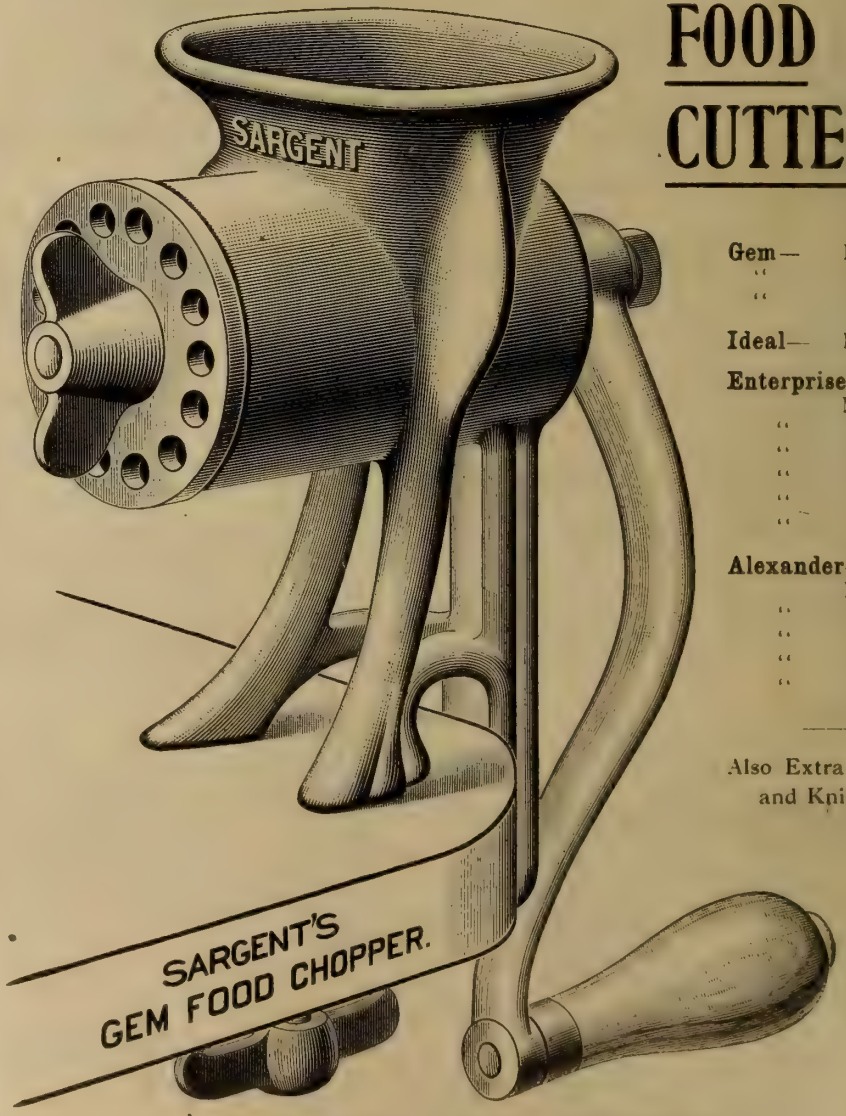
THE WALLACE BARNES CO.

BRISTOL CONN.

The John Bowman Hardware and Coal Co.,

LONDON, = = ONT.

FOOD CUTTERS



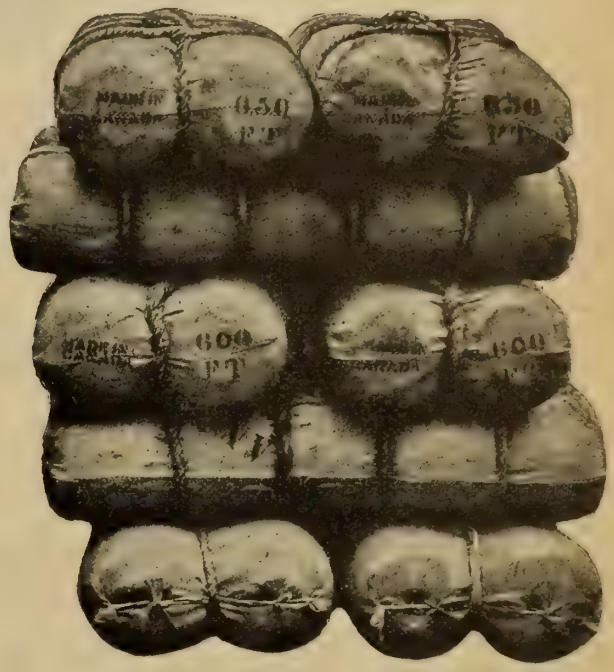
Gem—	No. 20.
"	" 22.
"	" 24
Ideal—	No. 25.
Enterprise—	
	No. 5.
"	" 10.
"	" 12.
"	" 22.
"	" 32.
"	" 100.
Alexander—	
	No. 5.
"	" 10.
"	" 12.
"	" 22.
"	" 32.

Also Extra Plates and Knives.

SEND US YOUR ORDERS.

CANADIAN CORDAGE & MFG. CO., Limited.

BINDER TWINE.



"ROYAL" MANILA, 650 ft. to the pound.
"ROYAL" MANILA, 600 ft. to the pound.
"ROYAL" MANILA, 550 ft. to the pound.
"ROYAL" MANILA, 500 ft. to the pound.
STANDARD, - 500 ft. to the pound.
SISAL, - - 500 ft. to the pound.

Our " ROYAL " Brand of Binder Twine is manufactured of the finest raw material that can be obtained, and with the utmost care. For length and strength we have no competitors. Our Twine is manufactured with the latest machinery, and dealers desiring to have exclusive agencies should apply at once. Will name lowest prices, or will enter contracts without price named until The International Harvester Co. announces prices.

Wire, Write or 'Phone.

CANADIAN CORDAGE & MFG. CO., Limited

Peterborough, Ont.

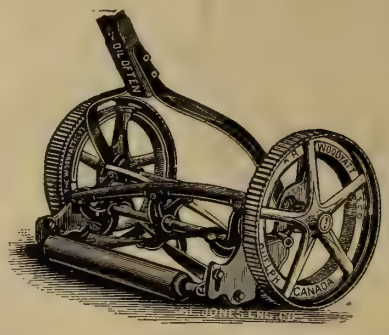
EASY RUNNING

A CHILD
CAN
USE
IT.

The Woodyatt
Lawn Mower

SIMPLE IN CONSTRUCTION

A MECHANIC
CAN
APPRECIATE
IT.



PATENTED IN CANADA, GREAT BRITAIN AND UNITED STATES.

NOT HIGH PRICED

A MAN
CAN
AFFORD
IT.

Manufactured by

Taylor - Forbes Co., Limited.
Guelph, Ont.

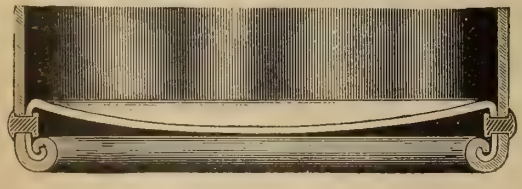
At the Largest and Best Equipped Hardware Factory in Canada.

QUALITY THE BEST

A DEALER
CAN
GUARANTEE
IT.

THE BEST RESULTS ALWAYS FOLLOW THE SALE AND USE OF

KEMP'S BROAD HOOP ROLL RIM BOTTOM MILK CAN TRIMMINGS



A criticising public have used them for the past five years and the increasing demand is proof of their superiority, also evidence of the satisfaction which they give

The Roll Rim Bottom having no sharp turns does not break the grain of the metal or lessen its wearing qualities.

Narrow Top Hoops can be supplied in place of Broad Top Hoops if desired.

For Strength, Durability and Finish our Trimmings are unexcelled.

They cost no more than inferior qualities.

We also carry in stock a full line of **First Quality Tinned Iron,** cut suitable for the different size of Trimmings, which we will supply at the lowest current market quotations.

KEMP MANUFACTURING CO., TORONTO, CANADA.

IMPRESSIONS OF THE GREAT WEST

Gathered During a Transcontinental Tour with the Canadian Manufacturers' Association.

By W. L. E.

OUR trip down the Arrowhead and Kootenay lakes was one we shall remember all our days. The weather conditions were not all we could have desired, but we enjoyed ourselves, nevertheless. When we left Arrowhead on one of the two stern-wheel steamers, which the C.P.R. has on that route, the rain was falling briskly and the clouds hung like thick gossamers around the mountains which skirt Arrowhead lakes—which, by the way, are but the widening out of the Columbia river, which we saw for the first time at Field, on the main line of the C.P.R.—shutting out peaks from our view. I do not intend entering into a discussion of the logic or the illogic of Samuel Johnston's remark to the effect that the state of the weather has nothing to do with men's moods. All I know is

Sunshine on Kootenay Lake.

that unfavorable weather at any rate did not permanently effect our state of mind. The fact that we were in good company no doubt is the partial explanation of this, for we know that there is nothing better in the world than good company. It is the spice of life, and its presence makes melancholy next to impossible. In good company one can only be melancholy by premeditation. But besides the spice of good company an exceedingly good dinner was served us on board in the evening, notwithstanding that the steamer had more than its usual quota of passengers. We had nothing better on the whole of our itinerary trip. The same applies to the waiters, who were young, and had more the appearance of three or four year university students than anything else. They were bright and intelligent looking fellows, and knew how to be attentive. The cook who satisfactorily supplied the wants of the inner man—which of course means the wants of the inner woman as well—was a Chinaman, and had been in his present position about 13 years. His assistants were also from the "Flowery Kingdom." One of the pleasures of the trip was to see him and his staff preparing our meal. Everything was done systematically, and there was no flurry nor any exhibition of temper. They seemed quite unconcerned and no more perturbed because of the extra demands upon them than if they were preparing a meal for an ordinary family. More than one of us possibly imagined what would have been our experience if we had been crowding around the female cook in some of our homes under such conditions. It is altogether likely we would have been forced to beat a hasty retreat. The kitchen was situated on the lower deck of the steamer and was open to the view of those who were disposed to visit that part of the steamer—and a good many were disposed.

* * *

But the manner of embarking and disembarking passengers interested us possibly more than anything else during the trip down the lakes, for the 125 miles between Arrowhead and Robson, where our journey down Arrowhead lake began and ended respectively, we did not see any wharves. When it was necessary to put a passenger off or on, the steamer made for the side of the lake and ran close to the shore. Then a narrow gangway and sometimes two gangways, one on top of the other, was pushed out from the deck to the shore, and up and down this the passenger ran, possibly with a couple of grips in his hands, while we held our breath expecting every minute to see him topple over, so steep was the incline and narrow the gangway. But I suppose the people in that part of the country are used to walking such gangways. At night the process of embarking and disembarking passengers was even more interesting than in the day time. Commercial travellers and others who wanted to get on board our boat, lit bonfires on the shore. These bonfires, particularly in the darkness of the night, with the black mountains as a background, made a wierd picture indeed. Some of these bonfires were of large proportions, and it was a wonder to us why they wasted so much cordwood for such a purpose, but then of course wood along the shore there is of no value, and there is an abundance of it. When one of these bonfires was sighted by the man at the wheel, the prow of our steamer was turned towards it, while the powerful searchlights on either side of the boat were brought into play to light our way to the shore. These searchlights put one in mind of a glaring two-eyed monster; and the sight to the passenger who was watching us on shore, must have been a striking one indeed. Frequently there would be no sign of any habitation at spots where we stopped to take on or put off passengers. At least the searchlights, as they ranged along the shore for some distance penetrating into the forest and valleys between the mountains, revealed none. At such spots, when a passenger was put off, the steamer was kind enough to turn one of its search-

A Coming Storm on Kootenay Lake.

lights shoreward in front of him as we steamed away to guide him on his way through boulders, trees and fallen trunks, until we came to a sharp bend in the shore, hiding him from our view. Of course, during the landing and embarking of passengers we easterners could scarcely refrain from passing jocular remarks, and particularly when a passenger would ascend the gangway as if he was walking a tightrope, we were always liberal in our applause when his feet touched the deck of the steamer; or, when he was descending, and was safely on shore. It was astonishing how quickly our steamer was turned, and how easily it was handled. The engineer in charge of the steamer informed us that this was due to the fact that instead of possessing one rudder, as is usual with ordinary steamers, she was equipped with two very powerful ones.

HOW A BICYCLE FORTUNE BEGAN.

SOME years ago a clerk in a coal office in a Western city grew tired of his bicycle and advertised it for sale, says an exchange. At 9 o'clock the next morning a buyer came, and the wheel was sold. At 9.30 came another inquiry, and at 10 two more. They were told they were too late. Then the clerk got to thinking, and when two more men came to buy he did not tell them his wheel was sold. He made some excuse for not showing it, and asked them to call the next afternoon. At lunch time he hurried to a newspaper office and advertised to buy a second-hand bicycle. Then came more inquiries who were put off as had been the last two.

The next day there was a procession of sellers of wheels. With each the clerk agreed upon a price, to be paid if one day's trial proved satisfactory. And there was also a procession of buyers, to whom one by one were sold, at an advance, the wheels left for trial. Thus the clerk found himself doing a profitahle little bicycle business. Then his employer objected to the loss of his time and to having the place cluttered up with second-hand wheels. So the clerk thought some more, and at noon arranged with a boy who worked across the street at a small store with a shed behind it, to receive and store the bicycles and help sell them. Meanwhile the advertising went on and presently the clerk left his place in the coal office to devote all his time to selling second-hand bicycles. His business grew, and from dealing in old he passed to selling new bicycles, and afterwards to manufacturing them. To-day he has a national reputation and his wealth runs up in the millions.—Iron and Machinery World.

THE PERSONALITY OF THOMAS A. EDISON.

THOMAS A. EDISON is 58 years old. Almost his entire time is passed among the buildings of his laboratory, either in the library, the galvanometer room or the chemical room. It is a common practice for him to have his dinner sent to him from the house, and to remain at his labors throughout the night.

He often passes ten or twelve hours at a time in a room from which every ray of light has been excluded. He told the writer that he is so accustomed to doing so, that now, after he has been in the dark room several hours, objects are as distinctly visible to him there as they are ordinarily in the daylight out of doors.

"After I have been in the dark room ten hours or more," he said, "I can see to read ordinary print without any other light than that which sifts through solid wood and walls, or emanates from the body. It is wonderful how supersensitive the eyes will become. Prisoners who are locked away for years in utter darkness can see things there as readily as you or I can in the sunlight."

He likes good stories. He likes to tell them and to listen to them. His appreciation of humor is as keen as his appreciation of a new invention. His manner is always gentle, kindly and thoroughly unassuming.

He is not a draughtsman. He sees his ideas in the ether around him, describes them, and directs somebody else to put them on paper for him.

He has little appreciation of a drawing after it is made. It is nothing but a flat surface, which represents measurements; but when the parts are made from the drawings nothing delights him more than to see them go together.

He likes a good cigar, but says "they smoke too easy." That is, he is apt to smoke too many of them if they are within reach.

His power of concentration is phenomenal. When he is at work time ceases, and he is quite as intense over a letter he is reading as when absorbed in his favorite occupation of working out a difficult problem. Every man in his employ loves him, and this is high praise. His eyes are as bright as stars; his face is the face of a babe; his smile is as ingenuous as a young girl's; his handclasp is firm and hearty; his step is brisk and energetic. He is an affectionate and a lovable man.

THE VILLAGE BLACKSMITH.

THE "village blacksmith," whose place of business is poetically described as being "beneath the spreading chestnut tree," was a man of great physical strength, but small skill. He hammered out heavy iron tires and bolts and made a rough job of shoeing horses.

Our admiration for the blacksmith of Goldsmith's day is lessened when we consider what horses have suffered in the past from the general ignorance of the men who practised horse shoeing. They simply nailed the shoes to the horses' feet as if they were fastening pieces of iron to blocks of wood. It was the custom to pare down the sole and frog of the hoof and tear away the crust with a rasp. The hot iron was then placed against the hoof and burned into place.

Iron shoes have been fastened to horses' feet since an early period and it s remarkable that until comparatively recent times neither science nor care were practised in the art. Anatomy teaches that the horse was once a four-toed animal and that the hoof of the modern horse is an elongated middle toe with the nail expanded and grown into a hoof. The purpose of the iron covering is to protect the hoof from wear upon stoney roads, but the evil of it is that it destroys the cushioning properties of the hoof, and seriously impairs the working life of the animal. In cities merchants owning horses, working over asphalted and macadamized roads, are using rubber pads which set getween the hoof and the shoe. The Dunlop horse-shoe pad is finding a wide sale upon its recommendation to prolong the working life of horses. The Toronto office of the company will mail full particulars of the device upon receipt of inquiry.

HARDWARE TESTIMONIALS.

"I cannot speak too highly of your razors. I took one of them to party last night and cut quite a figure in the scrimmage with which it wound up."—Ebon Black, of Blackville.

"Your grindstones are up to the limit. A politician came along yesterday with an ax to grind, and I let him turn the stone while I ground four axes of my own. He had the real grit and so did the grindstone."—Farmer Corntassel, of Wayback.

"Your augers are great on the bore. I took one of them the other day and knocked down a fellow who came to talk to me about life insurance and politics."—Wood Carpenter.

WIRE NAILS
TACKS
WIRE

Prompt Shipment

The ONTARIO TACK CO.
Limited
HAMILTON, ONT.

CATALOGUES, BOOKLETS, ETC.

HARDWARE AND METAL would be pleased to review catalogues, booklets or other such publications issued by manufcturers or wholesale dealers selling to the hardware, plumbing, machinery or metal trades. Retailers desiring such publications may also have inserted a note to that effect. No charge will be made for these services.

POWER TRANSMISSION.

The Dodge Mfg. Co., Toronto Junction, are sending out the December number of their bright publication, "Power Transmission Economics." The character of the volume may be understood by the following from its contents: "Why Take Chances by Buying Inferior Products?" "The Wood Split Pulley—Its History," "Belting," "The 60,000 Horse-power Plant at St. Louis," "Pertaining to Vertical Drivers," "To Clean Leather Belting," "The Latest Friction Clutch for Small Powers." The articles are all well written and authoritative. If you have not received a copy of the booklet ask for one.

J. STEVENS ARMS AND TOOL CO.

Complete to an exceptional degree is the new edition of Catalogue No. 50, issued by the J. Stevens Arms & Tool Co., Chicopee Falls, Mass. It contains detailed information for the trade regarding the single-shot target and sporting rifles, single and double barrel shotguns, single-shot pistols, barrels, rifle, telescopes, sights, etc. As Stevens' arms are known and handled in all parts of Canada and the United States the demand for this catalogue will probably be very heavy, so those desiring a copy should write early for it.

GOUDEY-M'LEAN CO.

"Hardware and Metal" is in receipt of several bulletins from the Goudey-McLean Co., manufacturers of electrical machinery, Liberty street, New York, describing the construction of several types of the generators and motors and also one of their transformers. The bulletins are very neat, the reading matter being very concise and to the point, and being illustrated with splendid cuts showing admirably the construction of the various parts.

In the construction of these machines no very startling innovations are to be noticed, but there are several features of them which are quite original and are worthy of mention.

One of these features is the improved method of making the coil connections. Instead of a loose and cumbersome cable connection around the outside of the frame to the terminal board, substantial connection studs are led through the frame to the terminal board and are firmly secured to it by nuts on both the inside and outside of the terminal boards. The connections led through the frame of the machine are insulated completely from it by mica tubes. A feature of the frames is that they are split horizontally and reinforced at the division point in order to prevent unbalancing of the magnetic lines of force.

Another noticeable feature of their machines are the brush holders. The elimination of defective features and the perfecting of desirable points are the result of years of experience in designing and use, and they claim that they are the best carbon brushes in use at the present time. Each individual brush is adjustable for spacing on the commutator, and no special tools are required for this adjustment. No current is carried, through the springs or sliding contact, and a stop is provided to prevent the brass portion of the holder from striking the commutator when the brush is removed.

The Goudey-McLean dust and waterproof motors for use in flour mills, mines, foundries or other dusty or damp locations are a little out of the ordinary. The enclosing covers are made of heavy sheet metal formed over clutches. They fit the frame closely and completely cover the commutator bearing, and being fitted with rubber packing in contact with the shaft on the pulley end, effectively exclude all dust and moisture. With the cover construction of sheet metal the machine runs much cooler than those equipped with thick cast iron covers.

They have another covering for machines intended not to exclude dust or moisture, but for a protection against flying pieces of metal coming in contact with the armature. These covers are perforated with ventilating holes. Motors thus protected are specially adapted for attachment to lathes, planers and other machine shop tools.

A NEW YEAR'S GREETING.

A happy and successful New Year is our greeting to all S.W.P. Agents and Friends.

We enter upon the New Year with liveliest feelings of confidence in the bright prospects it holds. The past year has been a good one for us and the outlook for a continuation of the prosperity we have been enjoying is bright.

We attribute the splendid progress we have made to the hearty co-operation of our agents. We want to thank you for what you have done for us; we shall strive constantly to be more worthy of your good-will.

THE SHERWIN-WILLIAMS CO.

PAINT AND VARNISH MAKERS.

CLEVELAND, CHICAGO, NEW YORK, NEWARK, BOSTON, KANSAS CITY, SAN FRANCISCO, LOS ANGELES, MINNEAPOLIS, MONTREAL, TORONTO, WINNIPEG.

CANADIAN DIVISION

HEADQUARTERS, & PAINT FACTORY, 21 St. Antoine Street, Montreal.
VARNISH FACTORY, St. Patrick Street, Montreal.
TORONTO DEPOT, 86 York Street.
WINNIPEG DEPOT, 147 Bannatyne St., East.

SAVAGE ARMS CATALOGUE.

One of the most fascinating calendars of the year is a poster art calendar issued by the Savage Arms Co., Utica, N.Y. The scene portrayed by the artist, C. Rungius, is rarely interesting. In a hilly country a huntsman, with his Savage rifle in hand, stands over a fine buck which he has brought to earth. Standing nearby as if trained thoroughly to the sport, is the hunter's horse. The entire scene would be an ornament anywhere. This catalogue is too valuable for promiscuous delivery, so readers of this paper should mention "Hardware and Metal" when asking for a copy, sending 10c. with request.

THE B. GREENING WIRE CO.

The calendar issued by the B. Greening Wire Co., Hamilton, is, like those issued in former years, of practical service. The pad is of large size and the letters so distinct that they could easily be read across a room. On the back of the pad are several weights and measures tables of distinct value to users of wire, bar iron, iron and steel. Readers of "Hardware and Metal" can have this calendar on application.

TORONTO.

H. S. Howland, Sons & Co., Toronto, are distributing a dainty little booklet, showing many handsome photographs of leading public buildings, water front, street and park scenes. One of the scenes shown is an exterior view of the wholesale warehouse of H. S. Howland, Sons & Co., Front street, Toronto.

"WINTER SPORTS" CATALOGUE.

R. & W. Kerr, St. Catherine street, Hamilton, have ready for distribution their "Winter Sports" catalogue. Among the lines covered in the 124-page book are skates, hockey supplies, skis, showshoes, toboggans, sweaters, and other woollen goods, sleighs, exercises, gymnasium supplies, parlor games, playing cards, electric lamps, pocket cutlery, brass kettles, etc. This catalogue should be useful to hardware dealers in all parts for reference, particularly as R. & W. Kerr bear an enviable reputation for progressiveness and straight dealing.

A RETAILER'S CALENDAR.

"Gilpin's Hardware Store," is a feature of the calendar issued by the Orillia, Ont., Packet, this year. The local paper prepared the calendar and used most of the advertising space itself, but the valuable space on the first and last line of the date pad was secured by "Gilpin's Hardware Store," and used to good effect. The idea was an excellent one.

IVER JOHNSON
AUTOMATIC
REVOLVERS

Have the Largest Sale of any Revolver in the World.

WHY?

1st. Because they are absolutely safe; accidental discharge is impossible, and others are not.

2nd. Because they possess an intrinsic value not to be found in any other make.

3rd. Because they are the best advertised, and being the best advertised are the best known, and most demanded, etc.

Many other reasons could be stated, but we are prevented for lack of space; but send for our FIRE ARMS Catalog, it tells the whole story.

Automatic Hammerless.

IVER JOHNSON'S ARMS & CYCLE WORKS,
New York Office, No. 99 Chambers St. FITCHBURG, MASS.

OFFICE FIXTURES.

The George B. Meadows Wire, Iron and Brass Company, Toronto, are sending out seasonable greetings, the feature of which is an interesting view of bank fixtures "made in Canada" by that company. The fixtures are both artistic and practical and are a credit to their makers.

SHEET METAL BUILDING GOODS.

The Metal Shingle and Siding Co., Preston, Ont., have issued a neat booklet descriptive of the sheet metal building materials made by them. A wide variety of metal roofing, shingles, Spanish tile, corrugated sheets, metal sidings, metal building fronts, galvanized skylights, fancy metal ceilings, cornices, ventilators and ornaments. The booklet will be sent to the trade on request.

TRAVELLERS' MUTUAL BENEFIT.

THE Commercial Travellers' Mutual Benefit Society met in the Y.M.C.A. parlors, Toronto, Saturday night, week, to nominate the officers for the coming year. The elections will take place on January 23. President George Anderson was in the chair. The reports show that this has been one of the most successful years of the society.

The following were nominated:

President, S. R. Wickett, E. Fielding.

Vice-President, Joseph Taylor, R. R. Davis.

The following were re-elected:

Treasurer, J. A. Ross.

Trustees, Toronto, H. E. Bond, Robert Maxwell, G. E. A. Bradshaw, George H. Haslem, F. J. Zammers; Hamilton, E. A. Daly, J. Hooper; Montreal, C. L. Shorey, W. E. Ramsay; Kingston, M. S. Sutherland, J. F. Baker; London, J. M. Dillon, W. H. Escott; Winnipeg, Hyman Miller, C. C. McGlashan; Brantford, J. P. Morrison, J. W. Harris; Berlin, C. Huenn, J. Knuff; Guelph, H. F. Molden.

The following new branches were opened: Barrie, R. M. Butler; Peterboro, A. G. Dickson; Chatham, F. C. Stegman.

It was decided that the Toronto trustees might appoint trustees for Windsor, St. Catharines, Stratford, Ottawa, and St. Thomas.

H. S. HOWLAND, SONS & CO., LIMITED

WHOLESALE ONLY — 37-39 West Front Street, **Toronto.** — ONLY WHOLESALE

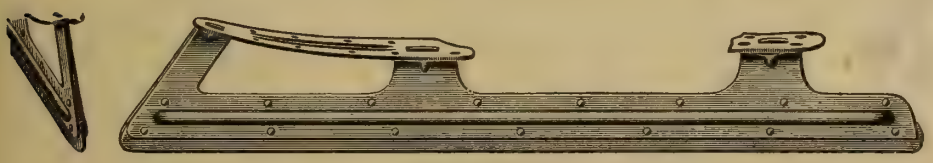
Nos. 5, 9.

No. 1422.

Nos. 531, 532.

Nos. 631, 632.

No. 694.



No. 9537.

IN STOCK TO-DAY.

SPRING SKATES.

No.		List Price.
5	Polished	$0.74 pair
	All sizes, 7 to 12½-in.	
9	Plated	1.20 "
	Sizes 9, 9½ and 12-in.	

LADIES' SKATES.

No.		
415	Ordinary Quality	$1.08 "
	Sizes 8, 8½-in.	
1422	Best Quality, Plated	2.36 "
	Sizes 8½, 9-in.	
1424	Concave Blades, Plated	2.84 "
	Sizes 8, 8½, 9, 9½, 10½, 11½-in.	

HOCKEY SKATES.

No.		
530¼	Ordinary Quality	$0.50 "
	All sizes, 7½ to 12-in.	
515	Ordinary Quality, Plated	1.08 "
	Size 12-in.	
531	Best Quality, Blued Tops	1.70 "
	Sizes 8½, 9, 9½, 10, 10½, 11, 11½-in.	
532	Best Quality, Plated	2.30 "
	Sizes 8½, 9, 9½, 11-in.	

No.		
631	Best Quality, Blued Tops	$1.80 "
	Sizes 10, 10½, 11, 11½-in.	
632	Best Quality, Plated	2.46 "
	Sizes 10, 11, 11½-in.	
634	Concaved Blades, Plated	2.96 "
	Sizes 9, 9½, 10½, 11½-in.	

No.		
692	Plain Blades, Plated	$3.30 "
	Sizes 10½, 11½, 12-in.	
694	Concaved Blades, Plated	4.00 "
	Sizes 9, 9½, 10, 10½, 11, 11½-in.	

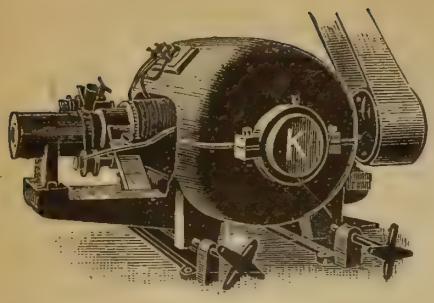
No.		
9537	"Lightning," Plated	$5.80 "
	Sizes, 9½, 10½, 11, 11½, 12-in.	

LIST PRICES SUBJECT TO SATISFACTORY TRADE DISCOUNT.

H. S. HOWLAND, SONS & CO. LIMITED, Toronto.

OUR prices are right — GRAHAM NAILS ARE THE BEST. — **WE** ship promptly

Factory: Dufferin Street, Toronto



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A CONTINUOUS Metal Strap with a series of raised bosses along the edges, to strengthen same and protect nail heads. Put up in coils of 300 feet each, and packed 20 coils in a case. On each coil we put our patent metal reel frame, making it a complete reel.

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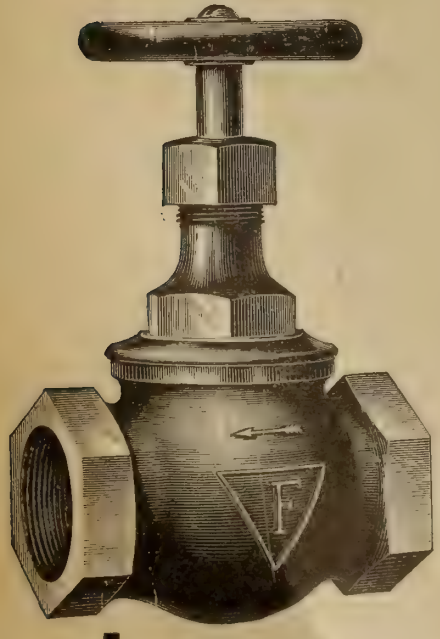
THE BEST VALVES THAT MONEY AND SKILL CAN PRODUCE



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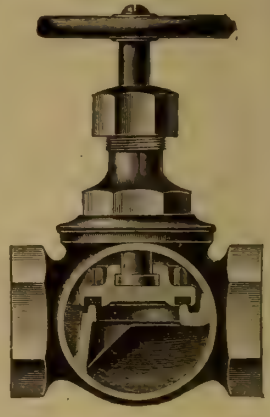
if you have not inquired into the merits of Fairbanks Valves, because if you want the Best, and think you have the best when you are using some other make of valves than "Fairbanks" you are laboring under a false impression.



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SEND FOR VALVE CATALOGUE.

THE FAIRBANKS COMPANY

MONTREAL. TORONTO. WINNIPEG. VANCOUVER.

MACHINERY

The Machinery Markets.

TORONTO.

A NEW year has been entered upon. The last two weeks of the old year, in most trades the brightest and most business like of all the year, but with machinery dealers usually the dullest, have been bridged over. Although the past two weeks may not have been quite so bright as those preceeding, still they were very far from being dull weeks on the Toronto machinery market. As was noted in last issue there was a slight depression during Christmas week and even the week before, and this has continued during the New Year's week. This depression did not, however, constitute a dull market, since it was only a slight falling off from a good market. The machinery dealers are unanimous in declaring the past year one of the best they have experienced. The Northwest and New Ontario have made large demands in the line of machinery of all kinds, and in no other year has so much machinery been shipped to British Columbia, our Prairie land and New Ontario. Nor have the older and better populated districts of Canada been behind hand in their wants. The year 1903 has been a prosperous one for Canada and her industries have been forging ahead rapidly. Consequently many new plants have been built and the capacity of many others has been increased. Thus there has been a continual deman for manufacturing machinery and for power producing and power transmitting machinery. The use of electric motors for the running of individual machines has become quite general during the past year, the transmission of power through wires and the application of it to the machine by the motor proving of much more convenient than by shafting and belting. Wood-working machinery, engines and boilers have constituted to a large extent the shipments of machinery to New Ontario, although considerable machinery for machine shop equipment has also been shipped. The Northwest has taken a large number of engines and boilers. The good times has not been limited to large machinery manufacturers and dealers, but has made itself felt among the machinists and die makers. The entire year has been a good one for them, but especially has the last three or four months been busy ones. The more machinery there is in use the greater is the number of repairs necessary. So the machinists have also reaped the benefit of Canada's industrial growth during the past year. The machinists in Toronto have been so busy that some of them have been lead to say that too much business causes as much worry as too little. Still most people would sooner be troubled with "too much" than with "too little." The year 1903 has been a splendid one for machinery manufacturers, dealers and repairers: What will the coming year be? Machinery men do not pretend to read the future, but they say that there is every promise at the present time for a busy new year. It is expected that the present slight depression will not continue longer than the middle of January. Of course there are the pessimistic ones who say that, although business is good at the present time and for the most part the prospects are good, there is no telling when a reaction may set in. However, there is generally a reason for any such reaction and as there is no reason now for one to be feared it may be left out of consideration. So far the Toronto market has not been affected to any great extent by the slackness in the States, and trade conditions are reported to be brightening up there.

The H. W. Petrie Machinery Co. report business much the same as last week. It is brisk, but of course not so much so as three or four weeks ago. They are, however, quite satisfied with the business done during the past two weeks, and look forward to an increase in orders about the middle of January. Prospective buyers are withholding orders until later on in the month. Prospects are good, however, and everything promises well for the year just entered upon.

The A. R. Williams Machinery Co. report orders coming in much more readily than is to be expected about the time of the departure of the old and the advent of the new year. The prospects for a bright market during the months to come are good, but there is no saying what will happen until after it has happened, and it cannot be said with any assurance what the condition of the market will be two weeks from to-day until that time has arrived. They say that they have not noticed any change on the market during the past week.

The Levy, Weston & McLean Machinery Co. say that business with them during the past week has been good, and that things are much the same as last week. They are finding a good sale for engines and boilers, and also for wood-working machinery. The outlook for good times in the industries of Canada is bright, and consequently the outlook for the machinery dealers is good.

W. H. Banfield & Son, machinists and die makers, think that there is every prospect for a good year. They have been very busy during the past week.

The Dominion Motor Machine Co. report business good, and are looking forward to a prosperous year to come. They are going more deeply into the manfacture of automobiles; and they are also putting on the market a neat gasoline engine for a motive power on farms.

The Jones & Moore Electric Co. expect that during the coming year the bright feeling that has characterized the market for electrical machinery for some time past will continue. At the present time business is good.

MONTREAL.

There is a general feeling of apprehension among Montreal machinery houses lest American competition may lead to extensive price cutting in Canada. This would have a demoralizing effect on business here. Could this price cutting game be avoided, there is no reason why machinery men should not find 1904 an even more prosperous year than 1903 has been. Naturally, trade is quiet this week but that is only to be expected at this time of year. Inquiries are coming in freely from all parts of the country and prospects are bright for a large

trade. Whether or not this trade will be profitable depends entirely on the course of action followed by United States machinery houses. At all events it is gratifying to find that while the market in the United States is dull, conditions in Canada are considered so satisfactory. Eliminate "dumping" by American houses and trade conditions in Canada will continue satisfactory. Alarm is expressed in some quarters owing to the failure of one large firm and the serious embarrassments of another, but on the whole there would be no serious fears for the future if the danger of "dumping" were removed.

The Laurie Engine Company report business in December, 1903, much better than in any previous December. A number of contracts are now being executed for engines of very large horse-power and orders for small engines are very numerous. Business in machine tools is considered very fair. A large machine shop in Thetford Mines has been fitted out by the Laurie Engine Co. Wood-working machinery has been selling well. The general outlook would be very satisfactory indeed were it not for the fear of severe price cutting by United States houses. There is no doubt that the demand for all kinds of machinery will be very good and unless price cutting is severe the Canadian trade will continue statisfactory.

Mr. Alfred Rubra, of the Machinery Exchange, reports business quiet this week, but as he says, no one expects much activity at this season. He does not handle machinery supplies, but for these he thinks there should be considerable demand. Numerous inquiries are coming in although actual business is small; the general outlook is considered quite satisfactory unless American competition should cause a slump in prices. American houses are now offering special inducements in order to capture our markets. A year or two ago when business in the United States was brisker than it is just now American machinery houses were not very obliging. They would not accept consigned orders. They accept these now without question and are offering special price inducements besides. Mr. Rubra has himself accepted a new American agency because of special prices being offered. Whether or not price cutting will be very pronounced it is difficult to say.

Williams & Wilson state that at present they are waiting to see which way the cat will jump. They are not sure that the pendulum is not about to swing the other way and if so Canada has already reached the height of her prosperity. Business is quiet just now, but that is only to be expected. Inquiries for future delivery are not so numerous as might be expected, showing that some buyers are holding off expecting a slump in prices. Business for 1903 has been exceptionally good; what 1904 will bring it is difficult to predict.

W. H. Nolan, of the Canada Machinery Agency, reports prospects quite bright. Inquiries are coming in satisfactorily and unless something unexpected should happen he expects another very prosperous year. Business this week is quiet, as it is to be expected.

Machinery and Electrical Notes.

The Moose Jaw Machine Works have been completely destroyed by fire. The loss is estimated at $5,000, which is partially covered by insurance.

The Laurie Engine Company are building a 400 horse-power steam plant for the Crown Grain Company, of Winnipeg. The plant includes engines, boilers, condensers, etc., and is in every respect up-to-date.

The Laurie Engine Company, Montreal, have just completed the erection of a 600 horse-power vertical cross compound engine for direct connection to electric generators for the Winnipeg street railway.

The Laurie Engine Company, Montreal, are busy now with some large contracts. They have just shipped a large cross compound engine for direct connection to electric generators to the St. John, N.B., Street Railway Company.

The Laurie Engine Company, Montreal, are now building two 1,600 horse-power cross compound engines for the Toronto Street Railway Company. These are now almost completed and the company are preparing to build a similar engine for the Winnipeg Street Railway Company.

A despatch from Fort William, Ont., says that it is probable that a large boiler works will be established at that place by an American company. The conditions under which the company will install the plant have been stipulated and are under consideration by a committee appointed by the civic council. Many are anxious to secure the plant on account of work that will be provided during the months when navigation is closed in the overhauling and repairing of boats that may be done at the plant.

J. J. Albright, one of the principal stockholders of the Niagara and Ontario Power Company, of Niagara Falls, Ont., says that the building of the plant is progressing favorably. The dynamos and other machinery are being constructed by the Westinghouse Company, and it is expected that the installation will be commenced in the Spring. He also says that contrary to the supposition of many, F. V. Greene, of New York, has been appointed general manager of the company and will not be engineer. He says that no change will be made in the engineering staff.

A despatch from London, England, says that the Financier and Bullionist comments upon the announcement that an order for locomotives for the Canadian Pacific Railway had been placed with a German firm by saying that some time ago the C.P.R. decided to order a certain type of locomotive, specifications of which they had prepared. The Glasgow firm which generally fills the orders of the company was too busy to bind themselves to deliver the locomotives within the time specified. Other British firms able to fill the order were in the same position, and thus the order was given to a German firm.

The Laurie Engine Company have installed a number of small engines ranging from 75 to 800 horse-power in different parts of the country during the past two months. They are making a specialty of their "Rival" engine which is made in different horse-powers ranging from 5 to 100. They do not claim that these engines are economical, for no engine of such small horse-power can be, but they do claim that it is as economical as an engine of that horse-power can be made. During the last two months they have sold seven of these engines to the C.P.R. and that company are known to be connoisseurs of engines and machinery of all kinds. These engines will work with compressed air as well as with steam. They are compact, the frame being all one piece, and they require only one foundation. There is nothing about them to get out of order as they are extremely simple in construction.

The Carriage Makers' Machinery.

THE progress of recent years in blacksmithing and carriage making is manifested by the following suggestions in Backsmith and Wheelwright: The old-fashioned carriage shop, dingy with age, black inside and out, with broken down wagons and farm machines and other rubbish laying all

Bread, Milk and Trade Checks

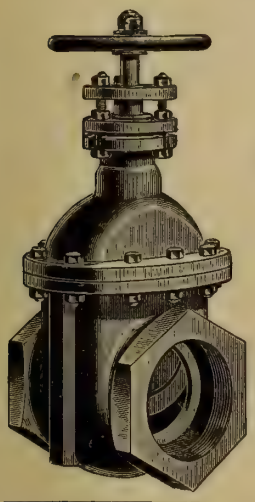
Made of BRASSor ALUMINUM.

SEND FOR PRICES.

STENCILS, STEEL STAMPS, RUBBER STAMPS, Etc.

Hamilton Stamp & Stencil Works,

HAMILTON, ONT.



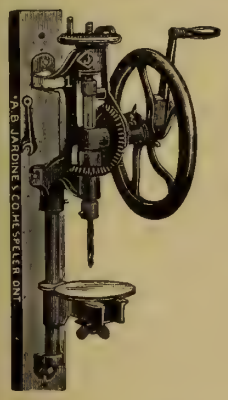
BUY KERR VALVES.

They give satisfaction every time,

Catalogue on application.

The Kerr Engine Co.
LIMITED

Walkerville, Ont.



Blacksmiths' Hand Drills.

The very best.

A. B. JARDINE & CO.
HESPELER, ONT.

"Say, Friend,"

your aim should be to start up for yourself.

Why Work

from morn till night for somebody else instead of pushing a business for yourself and thus reap the full profit of your labor ?

We Will

start men of ability and good character in every County in the Dominion.

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The Empire Machine and Metal Stamping Co.
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1012 Yonge St. - TORONTO,

Canadian Metal for Canadians.

IMPERIAL BABBITT. — Perfect anti-friction, no matter what the speed or the crushing weight. Satisfactory wherever and whenever used. Why experiment with new and foreign-made metals, when a Canada-made, thoroughly tried and absolutely reliable metal is at your command ?

THE CANADA METAL CO., WILLIAM STREET, TORONTO

CAP SCREWS. SET SCREWS.

Square and Hexagon

COLD PRESSED NUTS

FINISHED. SEMI-FINISHED.

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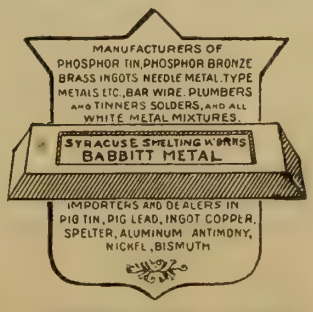
Use Syracuse Babbit Metal

IT IS THE BEST MADE.

Wire, Triangular and Bar Solder, Pig Tin, Lead, Ingot Copper, Ingot Brass, Antimony, Aluminum, Bismuth, Zinc Spelter, Phosphor Bronze, Nickel, etc., always in stock.



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Paper and Pulp Mills,
Saw and Wood-Working Machinery,
Cotton and Silk Mills,
Dynamos, Marine Engines,
and all kinds of
Machinery Bearings.

Canadian Works, Montreal, P.Q.
American Works, Syracuse, N.Y.
Head Office American Works, 94 Gold St., New York.

SYRACUSE SMELTING WORKS

around it, and with everything at loose ends inside, is fast passing away. Its place is being taken by neat shops inside and out. New tools and improved machines are being substituted for old-fashioned methods of doing work. The blacksmith is taking an up-to-date position in the mechanical world.

Have you put in a gasoline engine yet? If not, why not? Why work yourself to death when you can use power to do a large proportion of the work now done by muscle? With an engine you can run a variety of machinery, including a trip hammer, circular saw, grindstone, drills and may other machines, and, having got started, you will be sure to add to these from time to time. A blacksmith shop provided with an engine and some modern tools and machines will draw trade from a long distance.

MONTREAL WORKS OF CANADIAN GENERAL ELECTRIC CO.

Showing Interior of Main Machine Shop, comprising upwards of 65,000 Square Feet of Floor Space, devoted to the Manufacture of High-Class Electrical Machinery

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History of Babbitt Metal.

AN erroneous idea appears to prevail in regard to the invention of Babbitt metal, says the Metal Industry. Although Isaac Babbitt was the inventor of the method of using soft metals in journal boxes, his patent specification makes no claim on the alloy itself, but simply on the method of holding the soft metal in place. Isaac Babbitt was born in Taunton, Mass., on the 26th of July, 1779. He learned the trade of goldsmith, and in 1824, in his native town, made the first Britannia ware produced in the United States, but this enterprise proved unsuccessful. He then removed to Boston and entered the employ of the South Boston Iron Works, and in 1839, while an employe of this establishment, he produced the invention which has perpetuated his name. For this invention he was given a gold medal from the Massachusetts Charitable Mechanics' Association, and afterward Congress granted him the sum of $20,000 as a reward. In 1844 the invention was patented in England and in 1847 in Russia. After devoting some time to the production of metals he engaged in the manufacture of soap, so that his name has become almost a household word. He died insane at the McLean asylum, Somerville, Mass., May 26, 1862. The fact that in the patent specification no claim is made for the alloy is sufficient to dispel the ordinary belief in this direction. Britannia metal, pewter or an alloy of tin, 50 parts; antimony, 5 parts, and copper 1 part are recommended. The latter alloy is somewhat softer than that now known as "genuine Babbitt," which is commonly composed of tin, 96 parts; antimony, 8 parts; and copper, 4 parts. The original idea in the use of a soft metal was practically the same as it is now—i.e., to make a bearing which would conform to the surface of the axle. It is natural, then, that the alloys used to-day are somewhat harder than the original material employed. It is also natural that the same Isaac Babbitt should have been handed down to posterity as the inventor of the alloy, although, of course, quite erroneously.

A Business Transfer.

The Smith & Hemenway Company, of New York, have completed arrangements with the Page-Storms Drop Forge Company whereby they have secured the entire marketing of this company's engineers' wrenches. The New York office of the Page-Stevens Drop Forge Company is now at 296 Broadway, care of the Smith & Hemenway Company, who will look after this end of their business exclusively.

In addition to their manufacture of drop forged engineers' wrenches, they pay particular attention to the making of forgings from blue prints or samples, for anyone desiring their class of work. Parties interested or wishing to have forgings made might make their requests known direct to the Page-Storms Drop Forge Company's factory at Brightwood, Mass.

Shipping of Canada.

THE total number of new vessels built in the Dominion of Canada during the last fiscal year has been announced as aggregating 30,216 tons. This includes 70 vessels of 8,928 tons, built in the inland Provinces for lake and river use. Added to the shipping upon the Canadian registry books at the end of the previous year this gives a total of 7,013 vessels, aggregating 696,492 tons, or approximately 7,000 vessels averaging 100 tons each. The fact, however, that a good many Canadian vessels were, as usual, sold to other countries during the year, besides several being lost, probably left the balance lower at the end of the year than at the end of the previous year, which condition is quite in line with the trend of events for a generation past. The vessels on Canadian registry in 1898 numbered 6,427 of 690,525 tons; in 1895, 7,262 vessels of 825,837 tons; in 1892, 7,011 of 964,351 tons; in 1883, 7,374 of 1,267,394 tons; in 1873, 6,783 of 1,073,718 tons. The fact that only four countries to-day own shipping to a volume of more than 1,000,000 tons shows that the Canadian figures are not immater-

ial. Nova Scotia, owing to her extensive coastwise and fishing trade, continues to lead the other Provinces in vessel ownership, the number on her registry books December 31 last being 2,037 vessels of 212,967 tons, compared with 1,699 of 156,449 tons for Ontario; 1,288 of 137,660 tons for Quebec, and 917 of 64,605 tons for New Brunswick. —Marine Review.

Fairbanks' Travellers Meet.

The Fairbanks Co. held a meeting of their travellers during the first four days of the week at their Canadian headquarters in Montreal. Their travelling representatives and heads of departments from their Montreal, Toronto, Winnipeg and Vancouver houses were present. The machinery salesman requires to know his goods and the object of the convention is to keep the salesmen in touch with all the latest improvements. The superintendents and experts connected with the various factories attended the convention and were at great pains to familiarize their men thoroughly with the various lines of goods handled. A pleasant feature of the occasion was a dinner given at the Engineers' Club on Tuesday evening by the manager, Mr. Henry J. Fuller.

American Sheet & Tin Plate Co.

THE American Sheet Steel Company and the American Tin Plate Company will be consolidated the first of the year under the name of the American Sheet & Tin Plate Co. The present offices in New York of both companies will be abolished as soon after January 1 as possible and will be removed to Pittsburg. Offices for the combined companies have already been secured in the Frick building, and when the sales and executive departments have been removed from New York, the operating and local sales departments of both companies will be removed from the Vandergrift and Carnegie buildings respectively to the Frick building. Geo. G. McMurtry, president of the American Sheet Steel Co., has been elected chairman of the board of directors of the new company and W. T. Graham, president of the American Tin Plate Co. will be president. W. M. Leeds, of the American Tin Plate Co., has been elected first vice-president and E. W. Pargny, of the American Sheet Steel Co., has been elected second vice-president. H. B. Wheeler will be secretary and treasurer. By this consolidation operating expenses can be reduced very materially both in sales and operating forces, as well as in the executive department.

W. M. Leeds, who becomes first vice-president, has been head of the tin plate operating department. Mr. Pargny has been manager of the sheet mills in the Kiskiminetas valley, which are the largest and most important of the American Sheet Steel Co. H. B. Wheeler is a brother of Frederick S. Wheeler, who was prominent in the formation of the American Tin Plate Co., and treasurer until he became associated with the American Can Co.—Iron Trade Review.

Now Have Canadian Warehouse.

Smith & Hemenway Co., New York, have found their Canadian business growing so rapidly that they have found it desirable to open an office and sample room at Room 215 Coristine Building, Montreal. Applications for quotations, etc., should hereafter be sent to that address.

Allen C. Jenking will have charge of the new office and Mr. Smith, who formerly represented the firm in Canada, will now cover territory in the United States. Mr. Jenking will be pleased to welcome any of the trade desiring to examine the samples of cutlery and hardware specialties shown by the Smith & Hemenway Co.

MADE IN CANADA

Stitched Cotton Duck Belting

Superior to all others.

FOR

Agricultural Machines, Elevators, Pulp and Paper Mills, Cotton, Woollen, Cement and Saw Mills, Machine Shops and Electric Powers.

MANUFACTURED BY

DOMINION BELTING COMPANY Limited

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USE OUR

"MAPLE LEAF BELT DRESSING"

CRYSTAL REGISTERED TRADE MARK CORUNDUM

Craig Mine Crystal Corundum

NOT ADULTERATED WITH EMERY.

Has an effective hardness of 9. as compared with 10. of the diamond. Wheels made from it do from two to five times the work of emery wheels. Why? CRAIG MINE CRYSTAL CORUNDUM has 95 per cent. to 98 per cent. compared with emery's 30 per cent. to 40 per cent. of crystalline alumina—the only part of emery that cuts.

Emery rubs and burns. Craig Mine Crystal Corundum cuts fast and cold. ***Our booklet will explain.***

The Canada Corundum Company, Limited

TORONTO, CANADA.

"Dominion Brand" Tarred Felt.

THE BEST THAT MONEY CAN BUY.

"Shield Brand" Ready Roofing, 2 and 3-ply.

QUICK SELLERS.

MANUFACTURED ONLY BY

Lockerby & McComb, 65 Shannon St., Montreal

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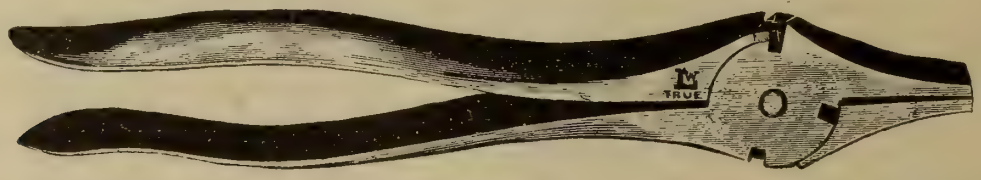
DO IT NOW

Buy True Brand



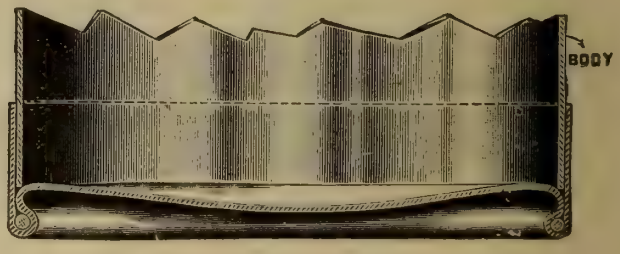
Fencing Plyers

BEST GOODS **RIGHT PRICES**

E. F. WALTER & CO., 166 and 168 McGill St., Montreal

"Samson" Milk Can Trimmings.

Strongest, neatest, most sanitary and only one-piece bottom made.



Section of "Samson" Milk Can Bottom.

Has no seams or rivets to corrode and collect dirt.

Every bottom in each size is of an exact diameter. Being stamped out with a die—not spun—there can be no variation as in a bottom made in several pieces.

Requires less solder and work in putting together than pieced bottoms—also wears longer.

PATENTED, JULY. 23, 1900

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London, Toronto, Montreal, Winnipeg, Vancouver, St. John, N.B.

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VALUES IN THE HARDWARE TRADE.

THE recent reduction of 10 per cent in barn door hangers and tracks and 20 per cent. in spring hinges was directly due to the competition of the United States manufacturers who have recently been attempting to gain possession of the Canadian market in these lines.

It is not thought probable that there will, at any rate in the near future, be any important reductions in the price of hardware manufactured in Canada. It has been pointed out to "Hardware and Metal," and with some reason, that before this can be accomplished there must be a reduction in wages, which in the present condition of the labor market is not thought likely. During the past year the advance in wages among the manufacturers of hardware lines has been about 17 1-2 per cent. As wages is the most important item entering into the cost of the manufactured hardware, it is evident that those who hold that prices are likely, as a rule, to be maintained are fairly accurate in their conclusions.

But the cost of labor is not the only item which tends to maintain prices in finished hardware lines. Values in malleable iron, brass, and steel are being well maintained and not only are they being well maintained, but it is still difficult to get orders filled.

CANADA AS A DUMPING GROUND FOR IRON AND STEEL.

ATTENTION has again been drawn to the iron and steel imports into Canada by the deputation which waited upon the Minister of Finance on December 28th. This deputation claimed that the ironmasters in the United States were selling steel rails, and other products of iron and steel, in Canada at prices that are from 20 to 25 per cent. less than are exacted in their home market. It was claimed that steel billets, are being offered as low as $20 per ton, whereas a year ago or less Canadian manufacturers were asking and getting all the way from $24 to $26 per ton for pig iron.

The question raised by the deputation is an important one. Looked at only from the standpoint of the people who purchase the imported iron and steel at the low figures named, it is no doubt an advantage to be able to secure material at bargain prices; but there is another and a broader point of view from which it should be considered.

In the first place it is well to consider what the object of the exporters is when they use Canada as a dumping ground for the surplus products of their factories. We all know that it is a common thing for nations as well as individuals to endeavor to destroy their competitors. A few years ago, it will be remembered, the iron pipe manufacturers in the United States endeavored to destroy similar manufacturers in Canada. But the Canadian manufacturers bought up the iron pipe as it was imported, changed the thread and exported it to Great Britain, and undersold the United States manufacturers in that market. This it will be remembered put a stop to the effort to slaughter the Canadian market.

It is a well-known fact to those conversant with the trade, and who regularly peruse the columns of the United States papers, that the manufacturers in the United States are getting quite concerned about Canada as a competitor in the iron and steel trades. The question, therefore, resolves itself into this: Are we prepared for the purpose of getting a few bargains in iron and steel, to run the risk of destroying, or at least crippling, an industry which during the last eight years has made such great progress in this country?

If the United States can make it uncomfortable for the iron and steel industry in Canada this early in the period of quiet trade which is apparently setting in across the border, what may we expect should actual depression take place?

In the United States, even if the Customs tariff was not as high as it is, there is a system of appraisement in vogue which would prevent that market from being used as a dumping ground by Canada or any other country. In other words the Custom's appraiser places a price on the article imported irrespective of what the invoice may show. An instance of this came under the observation of "Hardware and Metal" not long since. A representative in the United States of a Canadian manufacturing concern paid a visit to his principal's factory. There was a line of goods being manufactured which sold to the trade at $12.50. He at once realized that if he could sell it in the United States at that price there would be a large business for his firm. He accordingly took some samples with him, but when he endeavored to pass them through the Customs, the appraiser set the price for valuation at $35.00, and although he was shown that the price in Canada was $12.50, he could not be moved from the position he took. This put an end to the effort to get business in the United States.

Canada cannot afford to run any risk in regard to its iron and steel industry and it is to be hoped that the Government, between this and next session of Parliament will give the subject very careful consideration.

CANADIAN TRADE WITH NEW ZEALAND.

A CLOSE bond of sympathy throughout the Empire has borne excellent fruit in the better relations between the various colonies as well as between the colonies and the Mother Country.

The preference sentiment is growing in scope as well as in intensity and there seems every reason to believe that within a few years all the chief British colonies will be ready to offer to as well as receive preference from Canada.

A growth of Imperial feeling is manifested in New Zealand, where a preference has been given Canada. This is bound to have its effect on all business relations between Canada and New Zealand.

One proof of the increasing interest in Canada throughout New Zealand has been given in an unusual number of subscriptions to "Hardware and Metal" coming in from large importers there. The number of these during the past six months has been particularly large though this paper has been consistently advertised in Australia as a medium of trade information for some years.

Another proof has come in a letter to the Canadian Manufacturers' Association from Mr. Zoeller de Schryer, its representative at Auckland, New Zealand:

"The latest and best news I can send you this mail is that our Government has adopted a preferential tariff, which is greatly in favor of the Canadian manufacturers. I hope the manufacturers will rise to the occasion and grasp the opportunity now offering in New Zealand with both hands. It is a rare chance of collaring the trade which in ever increasing volume has been carried on by the United States. Their exports to this colony amounter to over seven million dollars last year, an item worth struggling for.

Keep Prices the Same.

"When you are writing on the subject urge your members not to raise their prices up to the level of the preference, but first of all to make use of it to replace the Yankee. Later on, when this market has been fully conquered, there will be a chance of bettering prices. If they don't act prudently they have no chance, as the United States manufacturer, every awake where his interests are concerned, will meet the tari by reducing his prices as much as possible, and if Canadians raise theirs they will soon be on the same level, and things will go on as they were before, and a golden opportunity will be lost.

"We are in the quiet season now, but prospects are better than ever, and if only your exporters are wide awake Canada will do a roaring trade in this colony, but I have strong doubts about their wide-awakeness, and not without reason. Rouse them up if you can."

Many Articles Wanted.

A large firm doing a wholesale business in New Zealand as saddlers, coach ironmongers, leather merchants and indentors, contractors to the New Zealand Government, with head office in England, writes:

"On account of the preferential tariff we would like to have quotations from you on the following: Canadian axles, half patent; common nut, Hughes patent, and Richards' long distance, the same as we have been getting from the Anchor Axle Company, Bidwell's axle grease, the same as got up by Isley, Doubleday & Co.; sewing machine oil in 4 oz. bottles; wrought step treads, and shaft couplings, the same as got up by H. D. Smith & Co.; whip sockets, dash rails, as got up by the Metal Stamping Co.; bevel edge carriage bolts, the same as got up by the Union Nut & Bolt Co.; felloe plates, H. D. Smith & Co.; 36-inch white cotton duck, No. 5 (for the last year we bought about 22,000 yards of this); 36-inch No. 6 ditto, 54, 60 and 62-inch No. 6 ditto; blue cut swede iron upholsterers' tacks, the same as got up by the Atlas Tack Corporation; buggy harness, the same as supplied by Perkin, Campbell & Co.

"Please let us know what saddlers' tools are made in Canada. Also let us know if you make sweat pads with three hooks, No. 22 k10 ,the same as supplied by the E. L. McLean Manufacturing Co., Greenfield, Ohio. Quote us also for reaper slats for putting on the aprons of reapers and binders, 60x3-4x3-8."

Inquiry From Christchurch.

A firm in Christchurch, N.Z., writes: "We are dealers in agricultural and general machinery, and among other lines have been importing the following from the United States:

"Oil engines, stationary, portable, marine, traction, road machinery, graders, rock crushers, etc., stray presses, windmills, etc.

"Our Government has recently passed a preferential Customs Tariff Act which discriminates against foreign goods in some of our lines in favor of goods manufactured under the British flag, and if we can draw our supplies from your country it is probable we may wish to do so. We therefore wish to get into touch with your manufacturers, and shall be glad if you can help us to the extent of sending us some publication containing the business announcements of such firms. We may add that our selling and distributing organization covers the whole o fthis colony and we are pretty well fixed for doing business. Our United States purchases are paid for in cash in New York, and present arrangements could doubtless be applied to present arrangement."

Another commission house writes:

"The preferential trade bill just passed by our Government, which increases the duties on foreign manufactured goods, will without doubt greatly assist Canadian firms to compete successfully in this market, as it gives preference to all parts of the Empire. We hope therefore that it will result in a large increase of imports from Canada of such classes of goods as have previously come from the United States."

Still another firm of importers and wholesalers at Auckland desires to be placed in touch with Canadian manufacturers of wood working machinery, split pulleys, emery and corundum wheels, building materials, hose, roofing and floor tiles.

A GOOD GOVERNMENT IN TROUBLE.

THE meaning of the election in North Renfrew is obvious. It means that the confidence of the people in the Ross Administration is gone. This is to be regretted. The Government, has on the whole, been a good one. Measured by the standards of Government in the other Provinces of the Dominion, it is rather superior. But evil days have evidently fallen upon it.

Its political opponents may charge it with all sorts and conditions of maladministration. There is no doubt that some members of the Administration rest under very grave suspicion indeed; but to charge the Government as a whole with maladministration is to levy a charge that cannot be substantiated by facts.

The loss of prestige and the threatened loss of office is nearly altogether due to the acts of its servants. The acts of some of these servants will go down into the political history of this country as among the most disgraceful ever practiced. And these have gone on multiplying until they have practically ruined the Administration. The latter cannot plead irresponsibility. It is just as responsible as a merchant is for the action of his clerks; and it must pay the penalty.

Placed under similar conditions a board of directors would either resign or at least make an appeal to the shareholders. This is what the Ross Government in Ontario should do.

The people are the shareholders and they are manifestly dissatisfied. The least the Government, therefore, can do is to appeal to them through the ballot box.

The plea that the Opposition is weak, may be true, but whatever may be the condition of Mr. Whitney and his party, the Government should not attempt to carry on the affairs of the Province under the present unsatisfactory state of affairs.

Office is not everything. Good government far transcends it in importance. As long as the present state of affairs exists Ontario cannot have good government.

U. S. TRADE WITH CANADA.

THE unfairness of the United States tariff against Canada is illustrated by statistics just given out from Washington on the trade between the two countries for the past ten years. The total commerce of the United States in 1893 was $1,652,000,000, while in 1903 it will aggregate about $2,460,000,000, an increase of about 50 per cent. In the meantime her trade with Canada has increased from less than $100,000,000 in 1893 to over $185,000,000 in 1903, or approximately 85 per cent. That is to say the trade of the United States with Canada has increased nearly twice as fast as the whole trade of the great Republic. But it is on analysis of the constituents of this trade that the injustice becomes most apparent. Of our total trade with the United States we bought from them in 1903 $130,000,000 while they bought from us only $55,000,000. In 1893 the figures were respectively $57,000,000 and $34,000,000. That is, while our imports from them in ten years increased $73,000,000 or over 125 per cent. their imports from us increased only $21,000,000 or about 60 per cent. In short, our imports from the United States have increased twice as fast as their imports from us.

It is apparent from these figures that Canada is the best market that the United States has. Americans are awakening to this fact as is evidenced by the growing agitation for reciprocity on the American side. Reciprocity which at one time had many friends in Canada, can at present scarcely summon a baker's dozen advocates, but on the other hand there is a growing feeling in Canada among both political parties in favor of a course of fiscal reprisals. The Canadian people felt but survived the McKinley and Dingley tariffs. They are more independent of American markets than ever before in their history, while the importance of Canadian markets to the United States was never so great as at present.

Americans who are interested in the Canadian trade would consult their interests by advocating the reduction of the absurdly high tariff which, as the above figures show, allows of only a one-sided trade, a kind of trade which will not be borne forever.

STOCK TAKING.

STOCKTAKING is the order of the day. The jobbers are already at it. The retail trade will soon be engaged in this masculine form of housecleaning. It is no pleasant task to ransack the whole stock of a large store, but it is one of the very greatest importance. It is necessary, in the first place, in order to judge, correctly, the business done during the past year and secondly to bring to light forgotten lines or goods that have proved slow sellers.

That the first end may be attained great care should be taken in the proper valuation of damaged, shopworn or out-of-date goods. To set them down in the stock list at cost price is merely to deceive one's self and to make all the worry and bother of no use. The merchant should be as flint against any disposition to boost the value of his stock. He will be rewarded in the knowledge that his stock is actually worth what it appears in the stock lists, and that his nominal profits for the past year are not subject to any discount for dead stock on hand.

But this is merely the bookkeeping side of stocktaking and is useful for the information not that is merely acquired but that is made use of as well.

When, therefore, stock has been gone over and the damaged, shopworn or slow goods discovered the next thing is to get rid of them. They merely take up room. It would be a good idea to separate out all this kind of stock; establish a bargain counter; advertise it well; and at once get rid of unappreciated goods and create the interest in your store always incident to a bargain counter. The large departmental stores have won no small part of their success by means of the bargain counter, there is no reason why the smaller merchant should not reap some of its advantage at least in getting rid of undesirable stock.

With the capital thus set free a cleaner and fresher stock can be got in and discount saved.

MARKETS AND MARKET NOTES

QUEBEC MARKETS.

Hardware.

Montreal, December 31st, 1903.

THIS is always the dullest month of the year for the wholesale hardware trade. Travellers are all off the road and the number of sorting orders received this week is small. Several wholesale houses are making the most of the slack season by taking stock. While trade is very slack just now, wholesalers are well satisfied with the year's business. The holiday trade has been particularly good this year. It is understood that the result of stocktaking operations concluded by several firms has been very satisfactory indeed. A number of complaints are heard this week that payments are not so prompt as might be desired or expected. Prices throughout are unchanged this week, cotton rope and twine being the only exception. In all probability there will be a still further advance on the prices quoted this week.

Spring Hinges—There is some inquiry for spring hinges for 1904, but little actual business has been done. Prices are as follows: No. 5, $17.25 per gross; No. 10, $18 per gross; No. 20, $10.50; No. 120, $20; No. 51, $9.25; No. 50, $27.50.

Wire Nails—The local mills are closed down this week for stock taking and repairs. We quote as follows: $2.40 per keg in carlots, and $2.45 per keg in small lots f.o.b. Gananoque, Montreal, London, Hamilton, Toronto, Brantford, Windsor, Ont., and St. John.

Cut Nails—Business is very quiet at unchanged prices. We quote: $2.45 per keg f.o.b. Montreal; car lots, $2.40.

Fence Staples—There is some inquiry for 1904 delivery. Prices are steady and unchanged. We quote as follows: $3 per 100-lb. keg for galvanized, and $2.80 for bright; 25 to 50-lb. packages, 25c extra.

Pressed Spikes—The discount is now 25 per cent.

Horsenails—After weeks of exceptional activity trade is now rather slack. We quote the following unchanged discounts: "M" brand, "Oval" and "New City" heads, 55 per cent.; "Countersunk" heads, 55 per cent.; "C" brand, 40, 10 and 7 1-2 per cent. off; "Monarch," 50 and 7 1-2 per cent. and "Peerless," 50 per cent.

Horseshoes—There is still some little activity but compared with the rush of a few weeks ago business seems quite slack. We quote as follows: Iron shoes, light and medium pattern, No. 2 and larger, $3.65; No. 1 and smaller, $3.90; snow pattern, No. 2 and larger, $3.90; No. 1 and smaller, $4.15; light steel shoes, No. 2 and larger, $3.80; No. 1 and smaller, $4.05; featherweight, all sizes, 0 to 4, $5.35; toe weight, all sizes, 1 to 4, $6.60. Shoes more than one size in a keg, 10c. per keg extra f.ob. Montreal only.

Sleighbells—The holiday trade in bells this season surpassed that of any previous year. There are still a few orders going out but there has been a big slackening this week. We quote: Back straps, 30c. to $2 each; body straps, 70c. to $2.50 each; shaft gongs, 2 bells, 20c.; 3 bells, 35 to 60c.; 4 bells, 55c. to $3 each; brass team bells, No. 1, $1.90 per dozen; No. 2, $2.40 per dozen; No. 3, $2.70 per dozen; No. 4, $3.70 per dozen; No. 5, $4.65 per dozen; York eye bells, No. 10, $1.35 per dozen; No. 12, $1.65; No. 14, $1.90; saddle gongs, $1.10 to $3 each.

Skates—Trade is now commencing to slacken after a large and profitable run of holiday business. A few sizes of some lines are hard to obtain. We quote as follows: Halifax pattern, 37c. per pair; nickel-plated, 65c.; ladies' nickel-plated, 55c. to $1.25; ladies' concave nickel-plated, $1.45; plain hockey, 27c to $1.35; nickel-plated hockey, 60c. to $2.50; double end hockey, $1.65 to $3. Skate straps, 70c. to $1.35.

Hockey Sticks—One or two houses are cutting prices in order to clear this line of goods but for the most part prices are being well maintained as all wooden goods are firm in price. The holiday trade has been very active and sorting orders for hockey sticks have been among the principal items in a very dull week in wholesale trade. We quote: Best second-growth goalkeeper's, $3.80 per dozen: ash, $2.70; elm, $2.18: boys' elm, $1.10. Regulation pucks, $1.50 per dozen; boys', $1.15 per dozen.

Fire Shovels—Still in seasonable demand. We quote: No. 70, 39c. per dozen; No. 55, 55 to 82c. per dozen; No. 57, 82c. to $1.10 per dozen; No. 60, 70 to 88c. per dozen; No. 65, $1.10 to $1.23 per dozen; Duplex, No. 7, 96c. per doz.; No. 9, $1.20 per dozen; No. 11, $1.54 per dozen.

Snow Shovels—In seasonable request at unchanged prices. We quote the following prices: "Habitant," $2.50 to $2.75 per dozen; "Victor," 30 per cent. off: steel railroad shovels, 45 per cent. off.

Screen Wire Cloth—A typographical error last week made us quote at $1.45 1-2 per 100 square feet; the price is $1.42 1-2. An advance on this price is considered probable.

Galvanized Wire—This has been a quiet week. There are some inquiries for 1904 business, but we have not heard of any large sales this week. We quote the following unchanged prices: No. 5, $3.70; Nos. 6, 7 and 8, $3.15; No. 9, $2.55; No. 10, $3.20; No. 11, $3.25; No. 12, $2.65; No. 13, $2.75; No. 14, $3.75. In carlots, f.o.b Cleveland; No. 5, $2.20; Nos. 6, 7, 8 and 9, $2.15; No. 10, $2.20; No. 11, $2.25; No. 12, $2.30; No. 13, $2.40; No. 14, $2.50. In less than carlots, 12 1-2c. per 100 lb. extra charged.

Barb Wire—There is considerable inquiry for 1904 delivery. We quote again as follows: $2.80 per 100 lb. f.o.b. Montreal, and $2.55 f.o.b Cleveland. Carlots of 15 tons, $2.45 f.o.b. Cleveland.

Smooth Steel Wire—A quiet market with no new features to note. We quote: Bright and annealed, $2.50 per 100 lb. f.o.b. Montreal, Toronto, Halifax, London, Hamilton and St. John. Net extras per 100 lb. are now as follows: Coppered wire, 60c.; tinned wire, $2; oiling, 10c.: spring wire, $1.25; best steel wire, 75c.; bright soft-drawn, 15c.: hay-baling wire, 20 to 25c.

Fine Steel Wire—Trade is quiet at present. The discount continues 25 per cent. with net extras as follows: 1 and 2-lb. hanks, 25c. per 100 lb.: 1-2-lb. hanks, 37 1-2c., and 1-4-lb. hanks, 50c.

Brass Wire—Business is fair at unchanged discount, viz., 60 per cent.

Copper Wire—Business fair: discount 60 per cent.

Rivets and Burrs—A quiet trade is reported at unchanged prices. We again quote as follows: Best iron rivets, section carriage and wagon box, black rivets, tinned do., coopers' rivets and tinned swede rivets, 60 and 10 per cent.: swedes iron burrs are quoted at 55 per cent. off; copper rivets with the usual proportion of burrs, 45 per cent off and coppered iron rivets and burrs, in 5-lb. carton boxes are quoted at 60 and 10 per cent. off list.

Bolts and Nuts—Trade is fairly active but the recent reduction in price has not stimulated it very much. We quote: Carriage bolts, common ($1.00) list, 3-16 and 1-4 diameter, 60 per cent.; carriage bolts, common ($1.00) list, 5-16 and 3-8 diameter, 55 and 5 per cent.; carriage bolts, common ($1.00) list, 7-16 diameter and up, 55 per cent.; carriage bolts, full square ($2.40) list, 60 per cent.; carriage bolts, Norway iron ($3.00) list, 60 per cent.; machine bolts, 3-8 diameter and under, 60 per cent.; machine bolts, 7-16 diameter and larger, 55 and 5 per cent.; plow bolts, 55 and 5 per cent.; blank bolts, 55 and 5 per cent.; bolt ends, 55 and 5 per cent.; sleigh shoe bolts, 70 per cent.; coach screws, cone point, 70 per cent.; nuts, square, all sizes, 4c. per lb. off; nuts, hexagon, all sizes, 4 1-4c. per lb. off.

Washers, 45 per cent. off.

Cutlery—The holiday trade has been the best in years. All kinds of cutlery are in excellent demand. Jobbing houses have to order many months ahead in order to have their orders filled by the English and German manufacturers.

Screws—There have been a few sorting orders during the week but trade is very quiet. We quote the following: Round head bright, 82 1-2 per cent.; flat head bright, 87 1-2 per cent.; brass, round head, 75 per cent.; brass, flat head, 80 per cent.

Shot—A few sorting orders are still coming in. Trade is on the dull side. We again quote as follows: Ordinary drop shot, A.A.A. to dust, $6.50 per 100 lb.; chilled, Nos. 1 to 10, $7 per 100 lb.; buck and seal, $7.50 per 100 lb.; ball, $8 per 100 lb. Trade discount 17 1-2 per cent. f.o.b Montreal, Toronto, Hamilton, London, St. John, N.B., and Halifax.

Lanterns—Prices remain unchanged. Our qoutations are as follows: Lift, hinged or tilt, $4 to $4.25 per doz.; cold blast No. 2, $7 to $7.50; painted dashboard, $6.50 to $6.75; plain dashboard, $6 to $6.25; searchlight, $20 to $24 doz.; brass cold blast, small, $9.75 to $10.

Cordage—To the remarks in these columns last week and the special article on the cordage situation there is nothing to add. The position of manila hemp is considered very strong statistically and prices throughout should be very strong in consequence. Cotton rope and twine are advancing in price. We again quote as follows: Pure manila, 14 1-2c.; British pure manila, 12c.; sisal, 11 1-2c.; double lathyarn, 11c.; single lathyarn, 10 1-2c.; Russian tarred spunyarn 13 1-2c.; jute rope, 3-8-in. in diam. and upwards, 9c.; cotton rope, 20c.; cotton twine, 20 and 23c. for 3 and 4 ply. Cotton bedcord, 90c. to $1.70, according to length. Sash cord 27 to 28c.

Building Paper—Trade is very quiet just now, but manufacturers are well satisfied with the volume of business for 1903. We quote as follows: Tarred felt, $1.85 per 100 lb.; 2-ply ready roofing, 90c. per roll; 3-ply, $1.15 per roll; carpet felt, $2.25 per 100 lb.; dry sheathing, 40c per roll; tar sheathing, 50c. per roll; dry fibre, 55c. per roll; tarred fibre, 65c. per roll; O.K. and I.X.L., 70c per roll; heavy straw and sheathing, $35 per ton; slaters' felt, 65c. per roll.

Firebricks—Trade is still very disappointing. English are quoted at $16 to $22 per 1,000 and Scotch at $17 to $22.

Cement—Business is absolutely dead. We quote as follows: Canadian cement, $1.90 to $2.25; German, $2.25 to $2.40; English, $2.15 to $2.25; Belgian, $1.70 to $1.95 per bbl., ex store, and American, $2.20 to $2.40 ex-cars.

Plumbing Goods.

There has been some slackening in the demand for plumbing supplies and trade this week can scarcely be described as active. Iron pipe is in very good demand for the season.

Lead Pipe—A fair trade is reported at unchanged prices. Composition and waste are selling at 8c. and ordinary at 7c. The discount is 35 per cent.

Iron Pipe—As noted above, business continues remarkably good for the season. We may repeat remarks made before as to concessions from prices quoted. For good orders discounts as high as 10 per cent. are obtainable. We quote: Standard pipe, per 100 feet, in lengths under 19 feet—black, 1-8-in., $2.30; 1-4-in., $2.30; 3-8-in., $2.55; 1-2-in., $2.85; 3-4-in., $3.65; 1-in., $5.20; 1 1-4-in., $7.35; 1 1-2-in., $8.95; 2-in., $12.55. Galvanized—1-4-in., $3.20; 3-8-in., $3.45; 1-2-in., $3.90; 3-4-in., $5; 1-in., $7.20; 1 1-4-in., $10.05; 1 1-2-in., $12.20; 2-in., $16.85. Extra heavy pipe, plain ends, are quoted per 100 feet as follows: Black, 1-2-in., $4.20; 3-4-in., $5.25; 1-in., $7.55; 1 1-4-in., $10.55; 1 1-2-in., $12.75; 2-in., $17.60. Galvanized—1-2 in., $5.20; 3-4-in., $6.65; 1-in., $9.55; 1 1-4-in., $13.25; 1 1-2-in., $16; 2-in., $21.

Soil Pipe and Fittings—In steady request at the following unchanged discounts from the list prices: Light soil pipe, 3 to 6-in., 50 and 10 per cent.; medium and extra heavy soil pipe, 2 and 6-in., 60 per cent.; extra heavy soil pipe, 8-in., 45 per cent. Light fittings, 2 to 6-in., 50 and 10 per cent.; medium and extra heavy fittings, 2 to 6-in., 60 and 5 per cent.; extra heavy fittings 8-in., 45 per cent.

Solder—The demand is steady. Prices are reported very firm. We quote: Wire solder, 17 1-2c.; bar, 17c.

METALS.

As was to be expected there has been a considerable slackening in general business this week. One of the largest metal houses in Montreal assure us, however, that they have not experienced this year the total stagnation which has been customary at this season. Half of their staff are busy taking stock and the others are kept busy with the orders on hand. For forward delivery there has been very little business this week in tin plates or galvanized iron, although some large sales were made about a fortnight ago. Ingot tin is very firm in the primary markets and hence there has been a further advance in Montreal. Sales are being made at very close prices from stocks in hand. Copper is slightly weaker in primary markets at time of writing, but local quotations are well maintained.

Pig Iron—As was stated in our last issue, trade is now very quiet. There are very few, if any, sales for forward delivery. Londonderry iron will be on the market very soon. Our quotations are as follows: Summerlee, $19.50 to $20; Carron, No. 1, $21; do., No. 3, $18.50 to $19; Middlesboro', No. 3, $17 to $17.50; Ayersome, No. 1, $20; do., No. 3, $19.40.

Bar Iron—Business is very quiet this week. Prices as quoted in last issue are unchanged. We again quote: Merchants' bar, $1.85; horseshoe iron, $2.10; forged iron, $2.05.

Black Sheets—Trade is fairly active at present; prices are unchanged. We quote as follows: 28 gauge, $4.25; 26 gauge, $2.40; 22 to 24 gauge, $2.35; 18 to 20 gauge, $2.30, and 8 to 10 gauge, $2.40.

Galvanized Iron—Some large orders were booked a couple of weeks ago but trade this week shows little activity. We again quote as follows: Gorbal's "Best Best," $4.30; 28 Queen's Head, $4.30; Apollo, 10 3-4 oz., $4.30; Fleur-de-Lis, $4; Comet, $4; Bell brand, $4. In less than case lots 25c. extra.

Tinplates—Business this week has been practically at a standstill, although some large sales were made about two weeks ago. Owing to the increasing strength of the tin market, prices for tinplates are very firm. We quote generally: Cokes, $3.75 and charcoals, $4.

Ingot Tin—Primary markets show increasing strength and it would scarcely be possible to fill orders with new stock at the lowest prices which are quoted by Montreal houses. These prices are only possible when houses have stocks on hand. We quote 31 to 32 1-2c.

Terne Plates—Prices are unchanged. We quote: $6.75 to $7.

Coil Chains—A fairly active trade is reported at the following unchanged and steady prices: No, 6, 10c.; No. 5, 9c.; No. 4, 8 1-2c.; No. 3, 7c.; 1-4-in., $6.10; 5-16-inch, $4.70; 5-8-in., $4; 7-16-in., $3.80; 1-2-in., $3.70; 9-16-in., $3.55; 5-8-in., $3.35; 3-4-in., $3.30; 7-8-in., $3.25; and 1-in., $3.20, with 10c allowance on carlots.

Canada Plates—We quote: 52s., $2.40; 60s., $2.45 to $2.50; 75s., $2.55; full polished, $3.60, and galvanized, $4 to $4.10; galvanized, 60s., $4.25 to $4.35.

Steel—Business is only fair. We quote: Sleighshoe, $1.95 to $2; tire, $2 to $2.10; spring, $2.75 to $3; reeled machinery, $2.75 to $3; toe calk, $2.60; machinery (iron finish) $2.50; square harrow, $2.50.

Tool Steel—A satisfactory volume of business is passing at the following unchanged prices: Black Diamond, 8 to 9c.; Sanderson's, 8 to 9c., according to the grade; Jessop's, 13c.; Jonas & Colver's, 10 to 20c; "Air Hardening," 50 to 65c. per lb.; Conqueror, 7 1-4c.

Ingot Copper—Primary markets are slightly weaker than at the time of our last report, but local prices are being well maintained. We quote $13.50 to $13.75 per 100 lbs.

Pig Lead—Quoted at $3.20 to $3.30.

Sheet Zinc—A fair amount of business is passing at steady prices. We quote $6.15 to $6.25 for cash lots; smaller quantities, $6.50.

Zinc Spelter—The price is nominally 6c., but it is understood that concessions are obtainable for good orders.

Scrap Metals—Trade this week appears to be absolutely dead. In the absence of actual transactions quotations are merely nominal. We quote as follows: Heavy copper and wire, 9 1-2 to 10c per lb.; light copper 10c.; heavy red brass, 10c.; heavy yellow, 8 1-2c.; light brass, 5 1-2c.; lead, 2 1-4 to 2 1-2c.; zinc, 2 3-4 to 3c.; iron, No. 1 wrought, $11 to $12; machinery scrap, $13 to $15; stove plate, $12; mallable and steel, $6; mixed country rags, 60 to 70c. per 100 lb.; old rubbers 6 to 6 1-2c. per lb.

Ashes.

There are very few offerings at present. Prices as quoted are unchanged.

First pots, per cwt	5 95	6 00
Seconds	....	5 55
Pearls, per 100 lb	7 00	7 25

Hides.

Beef hides have dropped another half cent. Receipts from country points are large. We quote:

No. 1 beef hides	0 08	0 08½
No. 2 "	0 07	0 07½
No. 3 "	0 06	0 06½
Lambskins	....	0 75
No. 1 calfskins	....	0 10
No. 2 "	....	0 08

ONTARIO MARKETS.

HARDWARE.

Toronto, January, 2, 1904.

THE new year opens with a much stronger spirit of optimism manifesting itself in all branches of the hardware trade. Manufacturers and wholesale dealers are busy stocktaking, and the general verdict is that buying has been more active in all lines than was anticipated. Buying for Spring delivery has opened up nicely and from the size of orders received it is clear that a good Spring trade is counted on. The only cloud in the horizon is the fear of United States competition. The danger of that is likely to be magnified for political purposes, yet it is clear that in many lines there is a more determined effort on the part of United States producers to get rid of some of their surplus product on the Canadian market. This may have an unsettling effect on some lines, but the general disposition is to keep prices firm. Manufacturers of screen wire cloth have stiffened their quotations, the figures now being $1.50 per 100 square feet. The prices on spring hinges for 1904, first noted last week, still hold good. There is a good movement of seasonable lines such as sleighbells, skates, hockey sundries, snow shovels, etc. There is a big movement this year in particularly heavy shovels. Building paper is also active. Prices have been fixed for three months at present quotations. Cotton cordage is still firm but present prices hold good.

Screen Wire Cloth—New prices go into effect to-day, the quotations now being $1.50 per 100 square feet, an advance of 5c. There is not likely to be any United States competition in Canada on this line as the works of one of the largest producers in the United States were destroyed by fire a few days ago.

Spring hinges—Prices quoted for the year are as follows: No. 5, $17.25 per gross; No. 10, $18 per gross; No. 20, $10.50; No. 120, $20; No. 51, $9.25; No. 50, $27.50.

Wire—There is very little doing, but prices are steadily maintained.

Wire and Cut Nails—A few orders for later delivery are coming in. Prices steady with the base price $2.45 per keg f.o.b. Toronto.

Screws—Prices are fairly steady. A moderate trade is doing. We quote as follows: Flat head bright, 87 1-2 per cent discount; round head bright 82 1-2 per cent.; flat head brass, 80 per cent.; round head brass, 75 per cent.; round head bronze, 70 per cent.; flat head bronze, 75 per cent.

Rivets and Burrs—Business is quiet and prices unchanged. Our quotations are: Iron rivets, 60 and 10 per cent. discount; iron burrs, 55 per cent.; copper rivets, with usual proportion of burrs, 45 per cent.

Bolts and Nuts—There are still some United States bolts and nuts offering, but the sale of them is not large. Prices are steady. We quote as follows: Carriage bolts, common ($1 list), 3-16 and 1-4-in., 60 per cent.; 5-16 and 3-8-in., 55 and 5 per cent.; 7-16 and up, 55 per cent.; carriage bolts, full square ($2.40 list), 60 per cent.; carriage bolts, Norway iron ($3 list), 60 per cent.; machine bolts, 3-8 and less, 60 per cent.; 7-16 and up, 55 and 5 per cent.; coach screws, cone points, 66 2-3 and 10 per cent.

Cordage—The big advance in cotton cordage is still maintained, but no further increase is noted this week. Our quotations are as follows: Pure manila, 14 1-2c.; British pure manila, 12c.; sisal, 11 1-2c.; double lathyarn, 11 1-2c.; single lathyarn, 11c.; double shingleyarn, 11 1-2c.; single shingleyarn, 11c.; sashcord "Hercules," 29 to 30c.; "Star," 36 to 40c.; cotton rope, 3-16-in. and up, 20 1-2 to 22c.; 5-32-in., 25 to 27c.; 1-8-in., 25 to 28c.; cotton twine, 3-ply, 22 to 24c.; 4-ply, 26 to 28c.

Cutlery—There is not much doing at this moment, but there has been a good demand and a nice trade is anticipated.

Skates—The rush of orders is already beginning to have its effect on stocks held here, some sizes being exhausted. Prices are steady.

Harness—A particularly good demand for sleighbells and horse robes is reported, at steady prices.

Snow Shovels—A nice trade has been done, a feature being the demand for heavy shovels.

Woodenware—Business is quiet. We quote per dozen: Washboards, Victor, $1.35; Crown, $1.45; Improved Globe, $1.60; Standard Globe, $1.70; Original solid Globe, $2; Superior Solid Back Globe, $2.15; Jubilee, $2.10; Pony, 95c.; Dominion King (glass), $3.10. Tubs, No. 0, $10.50; No. 1, $8.50; No. 2, $7.50; No. 3, $6.50. Pails, No. 1, 2 hoops, $1.75 and $1.90.

Building Paper—Building paper is dull this week. We quote: Tarred felt, $1.85 per 100 lb.; 2-ply ready roofing, 90c. per roll; 3-ply, $1.15 per roll; carpet felt, $2.25 per 100 lb.; dry sheathing, 40c. per roll; tar sheathing, 50c. per roll; dry fibre, 55c. per roll; tarred fibre, 65c. per roll; O.K. and I.X.L., 70c. per roll; heavy straw and sheathing, $35 per ton; slaters' felt, 60c. per roll.

Cement—There is very little cement moving. Prospects are that the market will brighten early in January. We quote the following prices: Canadian Portland at $2.05 to $2.65 Toronto, and $1.65 to $1.90 at the works; American Portland, $2 Toronto.

Firebricks—The market for firebricks is quiet at present. Our quotations are: 28 to 33c. for English, and 30 to 35c. for Scotch.

PLUMBING GOODS.

The activity of recent weeks has quieted down and now, with the exception of city trade there is little doing. Iron pipe prices are still easy, but a steady market on nearly all materials is noted.

Lead Pipe—There is not much doing. We quote as follows: Lead, 7c.; lead waste pipe, 8c.; discount 35 per cent.

Soil Pipe and Fittings—A moderate trade continues; prices unchanged. We quote: Light soil pipe, 45 and 5 per cent.; light soil pipe fittings, 50 and 5 per cent; medium and extra heavy pipe and fittings, 55 and 5 per cent.; 7 and 8-in. pipe, 40 and 5 per cent.

Iron Pipe Fittings—Business is keeping up fairly well. We quote dising up satisfactorily. We quote discounts as follows: Malleable fittings, 15 per cent.; cast iron (not standard), 57 1-2 per cent.; headers, 52 1-2 per cent.; flanged unions, 52 1-2 per cent.; bushings and plugs, 57 1-2 per cent.; unions, 55 per cent; nipples, 2-in., 65 per cent.; nipples, 2 1-2 to 6-in., inclusive, 60 per cent.

Copper Range Boilers—A fair busineess is doing, with discounts at 15 per cent.

Brass Goods.—A fair trade is doing, especially in steamfitters' brass goods. Prices are steady throughout.

Iron Pipe—Though prices were materially lowered last week the market is still rather easy. We quote f.o.b. Toronto as follows: 1-8-in., $3.25; 1-4-in., $2.40; 3-8-in., $2.55; 1-2-in., $2.85; 3-4-in., $3.65; 1-in., $5.20; 1 1-4-in., $7.35; 1 1-2-in., $8.95; 2-in., $12.55; 2 1-2-in., $17.25; 3-in., $22.75; 3 1-2-in., $28.75; 4-in., $35.25.

METALS.

There is little doing. Factories, generally speaking, are stocktaking and are busier fixing up their plants than buying raw materials. Prices are, on the whole steady, and all the indications point to a stronger market except in bar iron, which shows another decline of 5c.

Pig Iron—A better feeling is manifested, partly as a result of the stronger situation in the United States. Some iron is coming in from Sydney, N.S., at present. Prices of Midland and Hamilton iron are nominally $18.50 for No. 1 and 18 for No. 2 at the mills.

PORTLAND CEMENT

CANADIAN, ENGLISH, GERMAN and BELGIAN.

FIRE BRICKS, FIRE CLAY, ENAMELLED BRICKS, all colors. BUILDING BRICKS.

SEWER PIPES, CULVERT PIPES, WHEELBARROWS, FOUNDERS' and CONTRACTORS' SUPPLIES.

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Salt Glazed Vitrified

SEWER PIPE

Double Strength Culvert Pipe a Specialty.

THE CANADIAN SEWER PIPE CO

HAMILTON, ONT. TORONTO, ONT.

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Deseronto Iron Co.

LIMITED

DESERONTO, ONT.

Manufacturers of

CHARCOAL PIG IRON

BRAND "DESERONTO."

Especially adapted for Car Wheels, Malleable Castings, Boiler Tubes, Engine Cylinders, Hydraulic and other Machinery where great strength is required. Strong, High Silicon Iron, for Foundry Purposes.

"MIDLAND"

BRAND

Foundry Pig Iron.

Made from carefully selected Lake Superior Ores, with Connellsville Coke as Fuel, "Midland" will rival in quality and grading the very best of the imported brands.

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MONTREAL, QUE.

or to

Canada Iron Furnace Co.

MIDLAND, ONT. Limited

Bar Iron—Prices are again 5c. lower There is not much doink Quotations are now as follows: $1.80 f.o.b. Toronto for extras cut to length while rolling; 2 ft. and over, 10c. per 100 lb.; 1 ft. and under 2 ft., 15c.; under 1 ft. 20c., over 20 ft. by special agreement according to length and size.

Black Sheets—Prices are unchanged, a fair business doing. We quote: 10 to 16 gauge, $2.50; 18 to 20 gauge, $2.70; 22 to 24 gauge, $2.90; 30 gauge, $3.

Canada Plates—An active demand at steady prices. Prices are unchanged. We quote: All dull, $2.60; half-polished, $2.70; and all-bright, $3.50.

Tin—Prices continue to advance on outside markets. This has stimulated buying here as local quotations have not been changed yet. We quote prices at $29.50 to $30.50.

Galvanized Sheets—A fair trade is doing at steady prices. We quote: Queen's Head, $4.25 to $4.50 for 28 gauge; American, $4.40 for 24 gauge; Bell brand, $4.25 for 28 gauge; Gordon Crown, $4.25 for 28 gauge.

Tinplates—A better feeling prevails. There is more competition from United States houses than formerly. A more active demand is noted. We quote as follows: Coke plates, bright, 14x20, $3.75; charcoal plates, $4.25.

Copper—Prices in British and U. S. markets are still stiffening. The local market, while considerably stronger, shows no change, prices being as follows: Ingot copper, $14, and sheet copper, $20 per 100 pounds.

Brass—There is a fair trade, with the discount steady at 15 per cent.

Lead—A considerable advance is reported at outside market, but local quotations are steady. We quote: $3.30 per 100 lb. for pig lead and $3.65 for bar lead.

Zinc Spelter—Prices show an upward tendency at primary market, but the local situation is unchanged at 6 to 6 1-2c. per lb.

Zinc Sheets—The market is firm and a fair business doing. We quote: Cask lots, $6.75 to $7, and part casks, $7 to $7.25.

Solder—Good trade doing. Prices are still stiffening. We quote: Guaranteed half-and-half, at 18c., and wiping, 17c.

Hides, Skins and Wool.

Very little change is noticeable in the market this week. Dealers report a moderate demand with prices ruling at last week's quotations. We quote:

HIDES.

No. 1 green, per lb		0 07½
" 2 " "		0 06½
" 1 " steers, per lb		0 08
" 2 " " "		0 07
Cured, per lb		0 08¼

CALFSKINS.

Veal skins, No. 1, 6 to 14 lb. inclusive		0 09
" " " 2 " " "		0 07
" " " 1 15 to 20 lb "		0 08
" " " 2 "		0 06
Deacons (dairies), each	0 60	0 70
Lamb and sheep skins		0 85

WOOL.

Unwashed wool, per lb	0 09	0 10
Fleece wool, "	0 16	0 17½
Pulled wools, super, per lb	0 17	0 19
" " extra "	0 20	0 21
Tallow, per lb	0 04½	0 04¾

"DOMINION CROWN"

A guarantee of quality on

Bar and Hoop Iron, Best Horseshoe Iron, B.B. Charcoal Tinplates, Polished Steel Sheets, Polished Canadas, etc.

A. C. LESLIE & CO.

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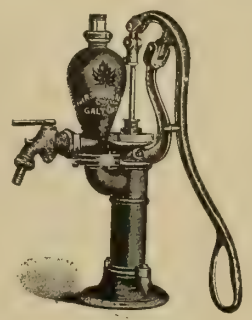

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The man who buys a McDougall Pump is sure to be satisfied with it and will come to you for other things.

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McDougall Pumps Made in Canada

The R. McDougall Co., Limited

GALT, ONTARIO.

We have made further improvements in our "Crown Jewel" Axe. There is no axe that will sell more readily at a good profit.

Dundas Axe Works,

DUNDAS, ONT.

NOVA SCOTIA STEEL & COAL CO., Limited

NEW GLASGOW, N.S.

Manufacturers of

Ferrona Pig Iron

And SIEMENS MARTIN

OPEN HEARTH STEEL

BUSINESS CONDITIONS IN BRITISH COLUMBIA.

(By our own correspondent.)

A RATHER unique method of repairing a vessel when a dry dock of sufficient capacity is not available is being tried with the steamer Moana of the Canadian-Australian line. The steamer was injured by striking her stern on a reef at the William Head quarantine station the day she arrived from Sydney. Since then, the Government dry dock at Esquimalt has not been free, as the flagship of the North Pacific squadron, H.M.S. Grafton, was in for overhauling, and now the dock will be required for some weeks to repair H.M.S. Flora, which ran on the rocks of Village Island and was badly injured. The rule applying to the dock is that the Imperial navy vessels must have precedence, and the navy officials in this instance cannot very well do anything else, as the Flora is badly used up and useless until she is repaired. The proposition which is being attempted with the Moana is to build a cofferdam round her stern and when she is fitted up and beached the cofferdam will be pumped out. The cofferdam has been built and is now being fitted to the vessel. By the beginning of the week it will be ready for emptying. The work of repairing, granted that the cofferdam idea is a success, will take two weeks or more.

* * *

Another shipping accident which occurred up the coast this week gives opportunity for the display of another emergency plan of repairs. The C.P.R. steamer Amur, which is in the Skagway service, ran on a reef at the entrance of the harbor of Port Simpson, in a dense fog in the night of December 16. While news of her accident was being brought down by the steamer Farallon, a Seattle steamer, the Amur was anxiously awaited. The Dominion Government telegraph line between Simpson and Telegraph Creek was out of repair, so no advices were received. The steamer lost her propeller and had her tail shaft broken, as her stern struck the reef, so that she was quite helpless. It was fortunately within half a mile of the wharf at Port Simpson and a small steamer was utilized to tow her in. A new tail shaft and propeller were sent up on the steamer Danube and Capt. Troup, superintendent of the C.P.R. steamers, and W. J. Macgowan, superintendent engineer, went north to oversee the shipping of the new shaft and propeller. The steamer will be beached for the purpose, on a sand spit near the wharf. The plates of her outside bottom will not be repaired as her double bottom will prevent her making water.

The accident has brought the harbor of Port Simpson rather prominently into notice, seeing that there has been so much talk of making it the terminus of the Pacific of the new Canadian transcontinental line. The entrance is so full of sunken reefs, that the opinion is freely ventured here, that it will never be the terminus. There are many advocates of Kitamaat Arm, a land-locked inlet, much like Burrard Inlet, Vancouver's famous harbor. The only drawback is that the former is so far from open water, that is, there is a long channel which makes it a slow place to get into. Otherwise it would be an ideal location for the seaport terminus of a great railway.

* * *

A. F. Cotton, C.E., of New Westminster, an engineer well known on this coast, returned on Sunday with a party of men from Skeena River, where he has been busy for the past three months on a preliminary survey. Mr. Cotton would not talk of his work, saying that he would have to report to his company first. It is understood that he was making the survey in the interests of the Grand Trunk Pacific people. He was up the Skeena River as far as Hazelton and covered much of the territory intervening between that point and Port Simpson, as well as on the alternative route from Kitsalas Canyon to Kitamaat. For the latter, the only alteration necessary from the route to Port Simpson, is merely to branch off from the Skeena River at Kitsalas Canyon, which is about 125 miles up from Simpson. From that point, a line could follow a valley to Kitamaat Arm.

The cannerymen and cannery supply dealers will begin receiving their stocks of tinplates and other cannery hardware, imported from the Old Country early in the year. One of the steamers of the Blue Funnel Line, the Oanfa, is due to arrive in port here or at Victoria from Liverpool about January 1, and another, the Peleus, before the middle of the month. Each of them will discharge here large quantities of tinplate, acid, lead, solder, and other supplies. The placing of the steamers of the China Mutual and Ocean Steam Navigation Co. lines, in the direct Pacific coast service between here and Great Britain, has had the effect of cutting down the quantities of cannery supplies brought by sailing ships. Formerly all the heavy goods of these classes came by sailing vessels round the Horn. This year the steamers coming via the Suez, India and the Orient have secured the bulk of the traffic.

* * *

The fact that the American Tinplate Co., the tinplate combine of the United States, has established an agency in Vancouver shows that this company has started to seek business here, and as the canneries are the heaviest buyers of tinplate it is likely the British product will have a keen competitor for the trade of this Province. Of course it is claimed

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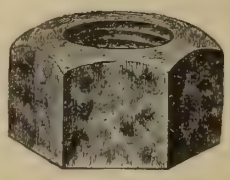

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Manufacturers of
Set and Cap Screws, Special Milled Work, Engine Studs, Etc. Cold Punched Nuts of every variety of finish.
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NEW RAILS
12, 14, 16, 18, 20, 24, 30, 35 and 56 lbs. to the Yard--carried in STOCK for prompt shipment. TRACK REQUISITES.
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We invite inquiries for STEEL RAILS, BAR IRON, PIG IRON GALVANIZED IRON, CANADA PLATES, TINPLATES, WIRE ROPE (W. B. BROWN & CO.), CEMENT, FIREBRICKS, ORE BAGS, GRAIN BAGS, ETC.

C. F. JACKSON & CO., Limited, IMPORTERS and COMMISSION MERCHANTS
151 Hastings St. W., VANCOUVER, B.C., and LIVERPOOL, ENGLAND.

for the United States product that it is better tinned, and that it is cheaper. As to the former, a test should settle it, and as to price, if the trade goes to them instead of sticking to the Welsh made article, that will be evidence that it is cheaper. As cannery supplies, such as tinplate, are practically bought a year ahead, the stock required for the coming season will not be sold by the American concern, but the assertion is made that the trade will be divided up with them for the following season. As the run of sockeye is not anticipated to be large this year, but the next year's catch is expected to be heavy, the requirements will be greater another season.

* * *

Further reports received from Cumberland, where the Dunsmuir Company has struck a seam of anthracite coal in their mines, seem to confirm the impression that a genuine find has been made. It is said the seam develops greater dimensions with further exploration. The quality is claimed to be superior to anything but that of the best Pennsylvania, which it resembles, and which it is expected to fully equal. The value of such a find in this Province, where all the coast-mined coal is bituminous, cannot be over-estimated. The search for anthracite coal in paying quantities in the coast district of British Columbia has long been carried on, and the Wellington Mines Co., the Dunsmuirs' Company, has been assiduous in their efforts which seem at last to have been crowned with success.

* * *

Railway building is not stopped by Winter on the coast, the V. W. & Y. R. Co. being still busy with tracklaying on their line between this city and New Westminster. In New Westminster they have built right along the Fraser River between the water and the C. P. R.'s track. The latter company has been disputing the right of the V. W. & Y. R. before the Railway Committee of the Privy Council, but that body has held that the city of New Westminster which gave the right to the V. W. & Y. R., is the undisputed owner of the 25 feet strip of land between Front street and the edge of the bank of the Fraser River, within the city limits. The expectation is that the rails will be laid, and the line completed into Vancouver from the Fraser before the New Westminster bridge across the river is completed. The work on the latter is progressing well and is expected to be finished in less than three months.

Vancouver, B.C., Dec. 24, 1903.

The Popular Goods for Progressive People.

SUITED TO ALL CLASSES OF BUILDINGS—NOT TO BE EQUALLED FOR PRACTICAL MERIT AND ENDURING RELIABILITY.

Our Metallic Ceilings and Walls

Give the acme of satisfaction at moderate cost.

They please the most aesthetic as well as practical tastes

Artistically beautiful, almost indestructible, sanitary, easily applied, with countless designs to select among.

THERE'S BIG BUSINESS FOR YOU IN HANDLING THESE GOODS.

The Metallic Roofing Co., Limited

TORONTO MONTREAL WINNIPEG

THE GROWTH OF A FILE BUSINESS

FOR many years up to 1880 old England supplied nearly all files and rasps used in Canada; shortly after that year American manufacturers sought this market with their increment-cut machine made files and gradually succeeded in replacing the English hand-made files, on account of the quality and price. Several file factories have been in operation in different parts of the Dominion, but for want of experience and the capital necessary to enable them to produce a first-class article, none of these factories succeeded (with one exception).

In September, 1901, the Nicholson File Co., of Providence, R.I., the largest file manufacturers in the world, whose daily production in their six factories exceeds 10,000 dozen, were induced to come to Canada and purchase the plant of the Globe File Co., Port Hope, Ont. Shortly after taking possession of these works they commenced remodelling the buildings, and during the past year have equipped these works in every department with the most modern machinery necessary to enable them to produce files and rasps equal in every respect to the celebrated Nicholson increment brand made at their Providence works. They have also brought in from their other factories experts necessary for each branch of the business and as a consequence they are now producing daily at these works 600 dozen files and rasps in the different sizes, shapes, and cuts, required to meet the wants of the various industries located in the different parts of the Dominion, which has enabled them to secure a large share of the file business of the Dominion.

An experience of over 35 years has placed the Nicholson File Co. in a front rank in this line of business, as during that time they have given their undivided attention to the manufacture of files (files only) and to this may be attributed their success.

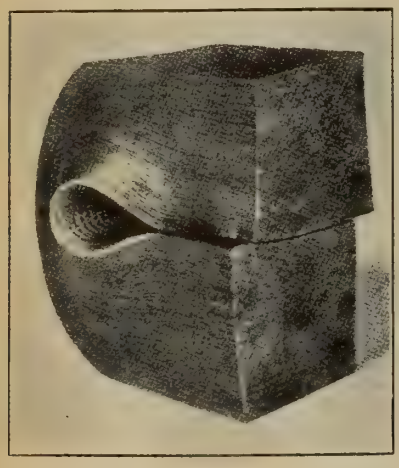
During the past five years they have had a very large trade in Great Britain, more particularly for their "Nicholson" and "Kearney & Foot" brands, and should England adopt a tariff giving her colonies a preference, the Nicholson File Co. would be prepared to supply their English customers from their Dominion factory. They have invested a large amount of money in Canada, and have great confidence in the future growth of our Dominion.

The sale of English made files now is not large in Canada, although they have a preference of 10 per cent. as against the United States or Germany. In 1865 England exported a large quantity of files to the United States, but shortly after the war manufacturers started to spring up in the latter country and they gradually, but surely drove the English article out of their market with the assistance of a high tariff (which tariff still exists). Competition among themselves became very keen. Now they sell their goods in Great Britain and other parts of Europe. The Nicholson File Co. have expended a large amount of money to enable them to produce a sufficient quantity of goods to meet the demand of this growing country for the next 10 years. They give employment to about 125 hands and naturally the town of Port Hope has benefited by having such an industry in their midst.

BEARDSHAW'S SORBITIC STEEL.

IN our issue of October 17, 1903, reference was made to some experiments in steel which are being made by the Baltic Steel Works, of Sheffield, England, with the object of increasing its tensile strength. While in Canada a few months ago, Mr. W. F. Beardshaw, a representative of the company, succeeded in interesting the railways in the results of these experiments which, as we stated before, were first made at the suggestion of the War Office which required steel of extra tensile strength for the light artillery. Considerable success has attended these efforts as is evidenced by the following extract from Engineering, to which our attention has been called by Mr. Alexander Gibb, of 13 St. John street, Montreal, the Canadian representative of the company:

"We illustrate below a specimen of the 'sorbitic steel' made by Messrs. J. Beardshaw & Son, Limited, of the Baltic



Steel Works, Sheffield, which possesses most remarkable and valuable physical properties. The specimen shown was cut from a 5 1-2-inch bar, and was originally 1 1-2 inches square. It has, as our illustration shows, been bent double, and though it has been flattened a little in the process, there is not the sign of a crack anywhere about it, even although the edges of the specimen were left dead sharp, in place of being rounded off, as is commonly done, before making a bending test of steel. The makers inform us that in its original state the bar from which this specimen was cut had a breaking strength of 35 tons, an elastic limit of 18 tons, and an extension of 29 per cent. in 2 inches. It was then subjected to the firm's special heat treatment, which has conferred on it the remarkable toughness indicated in our illustration; and on making new tensile tests, it was found that its strength had been raised to 48 tons, and the elactic limit to 38 tons, whilst the extension on 2 inches was 23 per cent., and the reduction of area on fracture 47 1-2 per cent. A steel of this kind should prove most valuable for very many purposes where lightness and strength are required in combination. It is not in any way a hard steel, and can be cut and filed easily. Possibly even these steels may at a later date find application to structural purposes. Its makers even now can supply it in fairly large sizes, and they claim that they can readily attain even greater strength and toughness if such is required by their customers."

Business Changes

ONTARIO.

THE pattern-house and office of The J. Inglis Co., manufacturers of engines and boilers, Toronto, have been destroyed by fire. Loss covered by insurance.

The business of The Wakefield Mica Co., Ottawa, is being liquidated.

J. Lanthier, general merchant, Wendaker, has assigned to W. A. Cole.

J. W. Watson, general merchant, Minden, has advertised his business for sale.

Bramin Bros., millers and brickmakers, Berlin, have advertised their brick plant for sale.

J. Henderson, hardware merchant, Collingwood, is advertising his business for sale by tender.

The Canada Cabinet Co., manufacturers of office files, Gananoque, have been damaged by fire.

Adams Bros., wholesale and retail saddlers and hardware merchants, Toronto, have been damaged by fire.

Watt Bros., machinists, Gananoque, have been damaged by fire and water; loss partly covered by insurance.

D. Aitchison & Co.'s lumber and planing mill, Hamilton, has been damaged by fire; loss partly covered by insurance.

T. Houard, of T. Houard & Son, contractors, Toronto, have assigned to E. R. C. Clarkson. A meeting of creditors was announced for 29th inst.

QUEBEC.

L. D. Vezina, joiner, Quebec, has registered.

J. A. Pare, general merchant, Lachine, is dead.

F. Brunet, plumber, Montreal, has registered.

The Dominion Bag Co., Montreal, have been damaged by fire.

The Bishop Engraving & Printing Co., Montreal, have sold out.

The Dominion Pneumatic Tool Co., Montreal, have registered.

The Bark River Lumber Mill, St. Alexis des Monts, have registered.

Lefrancois & Laqueux, wood and coal dealers, Quebec, have registered.

H. Girard, general merchant, St. Paul's Bay, has effected a compromise.

The assets of Price Bros., general merchants, Iberville, have been sold.

The Montreal Waste Paper Co., junk dealers, Montreal, have registered.

Cole & Cameron, wholesale paper dealers, Montreal, have dissolved partnership.

The assets of A. D. Spear, general merchant, St. Adolphe de Houard, have been sold.

W. Curry, of W. & F. P. Curry & Co., wholesale general merchants, Montreal, is dead.

Levine Bros., general merchants and fish dealers, Fox River, have compromised.

N. H. Turcotte, general merchant, St. Eulalie, is offering to compromise at 45c. on the dollar.

P. Licard, plumber, Montreal, has assigned; meeting of creditors announced for 31st inst.

Wilks & Michaud have been appointed curators to J. O. Lemire & Co., general merchants, St. Guillaume d'Upton.

J. Belisle & Frere, general merchants, St. Stanislas de Champlain, have made an assignment. Their assets have been sold.

MANITOBA AND N.W.T.

Bell Bros., general merchants, Regina, have been succeeded in business by A. Bell.

NOVA SCOTIA.

Consent has been registered for M. O. Kirkpatrick, general merchant, Diligent River, to do business in her own name.

NEW BRUNSWICK.

R. R. Call, coal dealer, Newcastle, is dead.

J. T. Jordan, proprietor of a saw mill, Lower Queensburg, has made an assignment. Meeting of creditors to be held January 4.

BRITISH COLUMBIA.

W. Powers' sawmill, Midway, has been damaged by fire. Loss partially covered by insurance.

The Pittsburg Metal Market.

From The Iron Trade Review, December 24, 1903.

Pig Iron.—The Northern pig iron market is a trifle weaker this week than last and No. 2 foundry for spot shipment has sold as low as $13.85, Pittsburg, while most brands are held at $14, with a few quoted at $14.25. There has been very little doing, the radiator buying for delivery the first quatrer of foundries east of here doing the most next year at prices equivalent to $14.25, Pittsburg. The amount aggregates about 3,000 tons. There have been further sales of Northern forge iron amounting to about 5,000 tons at prices ranging from $13 to $13.50, Pittsburg. Bessemer iron is also weaker and is quoted at $13.25 to $13.50 at the furance, while basic has sold at $12.90 at valley furnace. Southern operators are firmer, holding at a minimum of $9.50, Birmingham, for No. 2, while forge is quoted at $8.25, Birmingham. For delivery the first quarter as high as $10, Birmingham, is asked by some furnaces. The feeling in the South, judging from these prices, is more confident than that prevailing among the furnacemen in the North.

Bars—There is no buying of either iron or steel bars to cover more than immediate requirements. Quotations on steel bars are being well maintained but on iron bars 1.25c. Youngstown is being done on desirable tonnages. We make the following quotations: Bessemer steel bars, 1.30c.; open-hearth, 1.40c.; plow beams and cultivator beams, 1.30c. net; channels, angles, zees and tees, Bessemer, under 3 inches, 1.40c.; common bar iron, 1.30c. to 1.35c., Pittsburg. The following differentials are maintained on steel: Less than 2,000 pounds of a size and not less than 1,000 pounds, 10 cents advance; less than 1,000 pounds of a size, 30 cents advance. Hoops are quoted at 1.65c., full extras, in 250-ton lots and over, and 1.75c. in less than 250-ton lots. Bands are quoted at 1.30c. and take the bar extras.

Pipes and Tubes—A revised list of discounts on both iron and steel boiler tubes has been issued by the largest manufacturer. It carries a reduction on all sizes averaging about 10 per cent. A revision of the pipe list is looked for by consumers and no doubt will reach the trade by the first of the year. The pipe market generally continues quiet. We quote carload lots to consumers, f.o.b. Pittsburg, plus freight according to Tube Rate Book to destination:

MERCHANT PIPE.

	Steel Pipe. Black.	Steel Pipe. Galv.	Wrought Iron Pipe Black.	Wrought Iron Pipe Galv.
	p. c.	p. c.	p. c.	p. c.
⅛, ¼ and ⅜ inch	68	58	65	55
½ inch	70	60	67	57
¾ to 6 inch	75	65	72	62
7 to 12 inch	69	59	66	56
Plugged and Reamed				
1 to 4 inch	73	63	70	60
Extra strong plain end				
½ to 8 inch	67	57	63	53
Threads only	66	56	62	52
Threads and couplings	65	55	61	51
Double extra strong plain end				
½ to 8 inch	59	49	55	45
Threads only	58	48	54	44
Threads and couplings	57	47	53	43

NOTE.—Orders for less than carload will be charged at 12½ per cent. advance. Extra and double extra strong cut lengths, lower random discounts by 10 per cent. net for 6 feet and longer, and 15 per cent. net for 3 to 6 feet.

Wire and Wire Nails—A fair amount of business continues to be done despite the Winter season. Demand for cut nails has fallen off heavily, however. Concessions continue to be made and average as high as $4 to some delivered points. We quote as follows: Wire nails, carload lots, to jobbers, f.o.b. cars Pittsburg, $1.85 to $1.90; plain wire, carload lots, $1.75 to $1.80; barb wire, carload lots, $2.15 to $2.20; staples, carload lots, $2.05 to $2.10. Galvanizing, 30 cents extra. Carload lots to retailers are held at 5 cents advance in all lines, and on less than carload lots a further advance of 10 cents is charged. Steel cut nails are quoted as follows: Carload lots, $1.90 and less than carload lots, $1.95, f.o.b. Pittsburg, plus freight to point of destination. Iron cut nails are $1.90 in carload lots and $1.95 in less than carload lots. Terms, 60 days less 2 per cent. off in 10 days.

Coke—Furnace coke for spot shipment is now being sold on the basis of $1.60 at the ovens, while strictly Connellsville foundry coke is quoted at $2 to $2.25. For delivery through the first half of the year furnace coke is quoted at $1.50 to $1.65 and foundry at $1.90 to $2.15. These quotations apply to strictly high grade Connellsville coke. However, a few of the operators in the region will not entertain any such prices and ask $2.25 and in some cases as high as $2.40 for foundry coke. For the week ending Saturday, December 12, the output of the upper region amounted to 113,306 tons and that of the lower region 41,859 tons. About 13,000 ovens are idle in both regions.

TRAVELLERS IN HOLIDAY SEASON

Editor "Hardware and Metal":

Several merchants got into an interesting discussion the other day as to what was the best time to withdraw travellers for the holiday season. The agreement reached by them was that December 1 was about the right time. This gave them a chance to mark off all their goods and place things in proper shape before the rush commenced. Several travellers were of the same opinion and felt that no more business was done by the travellers after December 1 than could hav been done previous to that date. They had to "fill in" a week or two more time on the road, however, merely because others were doing so..

Several merchants have made it a strict rule not to see travellers after December 1 until new year starts again. There is no reason why this could not be arranged with all the leading houses and their travelling staffs and give the merchants and their clerks a chance to make holiday displays and arrange their stocks and stores ready for purchasers. Perhaps some other merchants and travellers can give their views on the question.

TRAVELLER.

Montreal, December 24, 1903.

THE VALUE OF THE PREFERENCE.

AN excellent illustration of the value of the Canadian preference to British manufacturers has been given in the award this week of the contract for 6,000 gross tons of 80-lb. steel rails to Chas. Cammell & Co., of Sheffield, Eng., through their agent in Canada, the estate of the late James Cooper, Montreal.

The quotations of the United States Steel Corporation were slightly lower than those of their British competitors, but the difference in the duty effected by the preference was sufficient to make the British quotation the more favorable, so the order goes to Sheffield.

A saving of $24,000 over the prices on the last contract is effected on this order, which represents the balance of rails required to complete the track-laying to the present northern terminus of the railway, which is New Liskeard, a distance by the railway of 112 miles from North Bay. Rails are now laid to the 57th mile, and the service is being conducted by the contractor to the end of the rails, where connection is made over a Winter road with Haileybury and New Liskeard. Tenders have been invited for the rail fastenings, which will probably be furnished by a Canadian concern.

STOVES AND TINWARE.

THE THOS DAVIDSON CO. DINNER.

THE Seventh Annual Banquet, tendered by the president and directors of The Thos. Davidson Mfg. Co., Montreal, to the travellers and heads of departments, Wednesday evening, 23rd inst., was an unqualified success, eclipsing all previous records.

The function was held at the club rooms of the employes on Vinet street. These premises consist of a three-storey building, which the directors have generously placed at the disposal of their staff. The rooms are open through the day for the serving of meals to employes at cost. A plentiful supply of magazines is always in evidence, and a piano, lately installed, has helped many to pass a very pleasant and profitable evening. The president of the company, James Davidson, acted as chairman, and proposed the health of "His Majesty the King," which was immediately followed by the National Anthem. Telegrams and letters were read from several who were unavoidably absent.

E. Goodwill, in proposing the toast of "The Travellers," referred to the recent additions to the staff, and made feeling reference to the removal by death of one of their number during the year.

W. H. Morgan replied on behalf of the "Knights of the Grip" in a speech bristling with patriotism—the theme "Canada for the Canadians" being enlarged upon in a very eloquent and instructive manner.

T. Chas. Davidson, in a humorous speech, proposed the health of "Heads of Departments," coupled with the names of J. Williams, superintendent of factory, and Wm. Jones and Jos. Bodfish, also Dr. A. W. Haldimand, physician for the employes, and W. J. White, K.C., the attorney of the firm. The ready wit of the latter gentleman was much appreciated.

The toast of "The Ladies" was proposed by C. F. Shearer and replied to by W. C. Huff.

"The Absentees" was the toast proposed by Mr. Chadburn, particularly mentioning J. Taylor Webb, a traveller of long standing, who is representing the firm in Manitoba and British Columbia.

"Canada" was proposed by J. N. Young, who quoted statistics to show that the increase in volume of Canadian trade during the last five years had been more than one-third greater than that of any other civilized country on the face of the globe. This toast was enthusiastically honored and accompanied by the singing of the "Maple Leaf." Mr. Lachapelle made an able reply (in French).

J. N. Warminton, in a few well-chosen remarks, proposed the health of the "President and Directors," responded to by James Davidson. The presence at the banquet of A. Sauvageau and A. O. Gee, both of whom have been connected with the firm for over 30 years, is a practical proof of the good feeling which has always existed between employers and employes.

Mr. Gee and Mr. Bindley made a few remarks, touching on their long association with the company. J. Chalmers (the artist of the establishment) who designed the invitations and the menu cards (which were lithographed on tin), recited an original poem of his own composition, bringing in many local hits, which were much enjoyed. We enclose copy of poem.

TIN TYPES.

To make a speech is not so hard
For those of ready tongues;
To sing a song is not so hard
For those of powerful lungs.
As I's possessed of neither,
It's not so hard to understand
Why I can't speak like Morgan,
Or sing like Haldimand.
Though lacking these two qualities,
There's a third by me possessed,
I'm a connoisseur, a critic
Of all that is the best.

Now, the T. D. Co., we all well know,
We are here at their request.
With me you'll agree, the directors three,
Initials J. D., T. C. D. and E. G.,
Stand good for what 'er they attest.
To this fact we're not blind,
They are three of a kind,
Three of the very best.

Their enamelled quartette, known near and far,
As "Crescent," "Colonial," "Premier" and "Star,"
By good cooks are always possessed.
Their goods are the standard all over this land,
Whether lithographed, pressed, pieced or japanned,
They're better than anyone's best.

Our manager's next, a man full of zeal,
He has no time for theory, he believes in the real,
And from labor he's seldom at rest;
If you do your work right he'll not trouble you,
That's why I tell you that J. W.
Is one of the very best.

Our travellers next, hail fellows well met,
They do not give orders, but take all they get.
From the north, from the south, east or west,
While on the train they tell rude tales,
But on the road they make good sales,
And at that you can bet they are best.

CONDENSED OR "WANT" ADVERTISEMENTS.

Advertisements under this heading, 2c. a word first insertion; 1c. a word each subsequent insertion.

Contractions count as one word, but five figures (as $1.000) are allowed as one word.

Cash remittance to cover cost **must** accompany all advertisements. **In no case** can this rule be overlooked. Advertisements received without remittance cannot be acknowledged.

Where replies come to our care to be forwarded, five cents must be added to cost to cover postage, etc.

SITUATIONS VACANT.

WANTED—Hardware Clerk; steady employment to good man; state age, experience, and salary expected. The Western Hardware Co., Regina, Assa. (1)

WANTED — Immediately — First-class horseshoers; steady job to good, steady man; good wages. Apply to Wm. Farr & Son, Sarnia, Ont. (f)

PATTERNMAKERS — Two first-class marine engine patternmakers. Apply The Collingwood Shipbuilding Co., Limited, Collingwood, Ont. (f)

SITUATIONS WANTED.

WANTED—Experienced Traveller wants position calling upon hardware trade in Eastern Ontario, or manager of retail hardware store. Address Box 240, Gananoque, Ont. (1)

BY a young man with 20 years' experience in the hardware business, a position of traveller or in the warehouse; best of reference as to sobriety and ability. Address Z., 73 James street, Ottawa. (3)

ARTICLES WANTED.

ALWAYS in the market for lead and copper concentrates; advise particulars. Syracuse Smelting Works, Montreal. (2)

FOR SALE.

Sale of stock of hardware and shop supplies by tender. The extensive and old-established business of J. HENDERSON in Town of Collingwood. Owner retiring.

Collingwood is one of the most flourishing and progressive Towns in Canada and has brightest outlook for the future. It has largest and most up-to-date dry dock and shipbuiling plant on the Upper Lakes where largest vessels are built and repaired. It has also large saw mills, export meat-packing plant, flour mill, grain elevator, planing mills, tannery, foundry, etc., which give employment to a large number of hands. It has also near completion large steel manufacturing plant and rolling mills, wire mills, nail factory and furniture factory. It is headquarters of large line of steamboats which give it connection with all points on the lakes. Harbor is now crowded with steamboats which will fit out there in Spring. It is a terminal of Grand Trunk Railway and also an objective point of railways now under construction and projected. Written tenders for above stock will be received up to the 15th day of January, 1904 by the undersigned, from whom conditions and terms of tender and other information can be obtained on application.

Building for sale or rent.

J. HENDERSON,
Hardware Merchant, Collingwood.

Welland Canal.

Tenders for supplies for the year 1904.

SEALED TENDERS for supplies, addressed to the Superintending Engineer, Welland Canal, St. Catharines, will be received until 20 o'clock on Tuesday, the 12th of January, 1904, for the supply and delivery of various articles of Timber, Hardware, Castings, Fuel, Paints, Oils, etc., for use on the Welland Canal and its branches for the year 1904.

Specifications, forms of tender and other information may be obtained at the Superintending Engineer's office St. Catharines, on and after Monday, the 21st December, 1903.

The lowest or any tender not necessarily accepted.

By order,
L. K. JONES,
Secretary.

Department of Railways and Canals,
Ottawa, December 19th, 1903.

A Happy New Year!

In this commercial age, man's happiness depends greatly on how busi nesss going. You will have a prosperous and happy 1904 if you supply your customers with the

Imperial Oxford Range.

It makes satisfied customers and that is the kind of customers you want. Write us about it.

The Gurney Foundry Company, Limited.

Toronto Winnipeg Vancouver

The Gurney-Massey Company, Limited,

Montreal.

Greetings

Wishing you all

A Very Happy and Prosperous 1904.

The THOS. DAVIDSON MFG. CO., Limited

MONTREAL.

The heads of the departments, a secret I'll unfold ye,
My twenty-one year old friend, Charley Shearer, has just told me,
And I give my word of honor it's no jest,
From January to December,
He cannot once remember,
When you didn't try to do your very best.

Now, those whom I have mentioned in quality are first,
There are others, self included, known as "seconds," not the worst,
In truth I know we're just as good's the rest.
Although not of the same stock,
We have all to punch the clock,
And at that I know a No. 2 is best.

JAY SEE.

Others who contributed with songs and recitations included W. J. White, K.C.; Dr. Haldimand, C. J. Cartledge, C. P. Clark, M. Lachapelle, J. Toupin, J. W. Strachan and W. E. Barrat.

The singing of "Auld Lang Syne" followed by the National Anthem brought a very successful evening to a close.

Canadian Iron at Manchester.

THE Manchester correspondent of the Ironmonger includes the following references to Canadian iron and steel in the last market report to hand, December 12: Canadian iron has become a serious competitor here, and the knowledge that this is the case is forcing on the market iron held in second hands at almost any price that can be got, whilst for delivery forward exceedingly low quotations are named.

Lincolnshire pig-iron makers at their usual fortnightly meeting last week decided upon a further reduction in their list-basis rates of 1s. per ton on No. 3 foundry and of 6d. per ton on forge qualities, and an unusual feature about the reduction is that No. 3 foundry, No. 4 forge, and mottled and white irons are all now quoted on the same basis. Lancashire makers nominally have made no change, but Derbyshire iron is, if anything, a trifle easier, although not actually quoted lower. Forge qualities, delivered Warrington, are quoted 6d. below last week's rates, but Canadian brands of forge iron are being offered at 47s., and could in all probability be bought still lower if offers for any quantities were forthcoming. Middlesborough iron has eased down from 6d. to 1s. per ton on recent quotations. Scotch iron is also easier, and both Eglinton and Glengarnock are to be bought at low (and practically at identical) figures, which in the case of Glengarnock are 2s. below what makers are quoting. Canadian and American foundry iron continues to be offered for delivery in this district, and sellers of the respective brands are competing keenly to secure orders. Heavy shipments of Canadian iron have already been arranged to this country, and large quantities of United States iron will probably come over as stiffening in cotton ships. . . . . Competition continues keen in billets, but low prices fail to bring forward any large weight of buying. American and Canadian billets can be readily bought at 4l. delivered in this district, and something under this figure would probably be conceded if anything like good offers were put forward. German billets remain at about 4l. 4s. c.i.f. for 4-inch and upwards, and 4l. 5s. for 2-inch and upwards, with English prices somewhat irregular, but nominally unchanged.

PERSONAL MENTION.

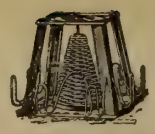
Mr. W. Williams, formerly secretary of the Laurie Engine Company, returned to Montreal last week after a month's business visit to England. We understand that Mr. Williams has secured several good agencies for English manufacturing firms, among them being John Birch & Co., Limited, London.

Mr. Thomas Wright, representative of H. S. Howland, Sons & Co., Toronto, in Manitoba, is on a visit to his home in Toronto and vicinity. Like most travellers covering the West Mr. Wright bears evidence of good treatment there having put on weight as well as dignity since his last visit to the East.

Mr. F. O. Lewis, of Lewis Bros. & Co., Montreal, president of the Canadian Wholesale Hardware Association, returned to Montreal on Christmas eve, after a flying visit to England. Mr. Lewis was in London for a week in connection with business affairs. He reports English trade conditions very dull.

Mr. A. H. Brittain, who has been for some time travelling representative for Mr. Walter Grose, manufacturers' agent, of Montreal, has severed his connection with his old employer and is now in business on his own account. Mr. Brittain is now agent for Black Bros. & Co., of Halifax, and his territory includes the two Provinces of Ontario and Quebec. Mr. Brittain's friends will regret his transition from hardware to codfish but they will joint with "Hardware and Metal" in wishing him every success in his new business venture.

Mr. Ralph Chamberlain, who succeeds Mr. A. H. Brittain as travelling representative for Mr. Walter Grose, manufacturers' agent, of Montreal, is an Englishman of the right type, and ready to adapt himself to conditions in the country of his adoption. He has had seven years' experience in the hardware business in the city of London and since he arrived in this country a few months ago he has been in the employ of Caverhill, Learmont & Co., of Montreal. Mr. Chamberlain will visit the important cities and towns of the Dominion in the interests of the manufacturers whom Mr. Grose represents. "Hardware and Metal" wishes him every success in his new position.



Wire-Cone Incandescent Toaster

Only perfect Bread Toaster for Gas or Gasoline Stoves. No smoky taste to bread toasted on this toaster. Write for prices.

H.O.Edy, Montreal. E.T.Wright & Co., Hamilton.

HARKINS & WILLIS,

Manufacturers and Inventors, - ANN HARBOR, Mich.

Apply all the tests to

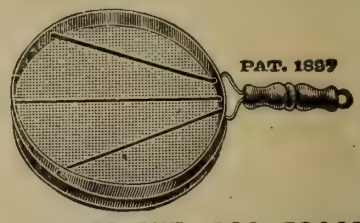
STERNE'S ASBESTOS CEMENT

and it will fill the bill every time

Whether for durability or economy, satisfaction to the user, or saleability, it never fails to meet every requirement. Write for samples and prices.

Manufactured by G. F. STERNE, Brantford.

For Sale by: J.H. HANSON, Montreal
BATTY STOVE & HARDWARE CO., Toronto



The FAIRGRIEVE GAS TOASTER

Retails at 25c. The only Toaster guaranteed to toast on gas, gasoline or blue flame oil stoves without taste or smell. Write for prices.

THE FAIRGRIEVE MAN'FG. CO.,
295 COLLEGE ST., TORONTO.
U. S. Branch: 289 Jefferson Ave., DETROIT.

NEVER DRIP A DROP
THE NEW TEA STRAINER

Meets a popular need. A side line you cannot afford to be without. Retails at 10 cents.

FITS ANY TEA POT

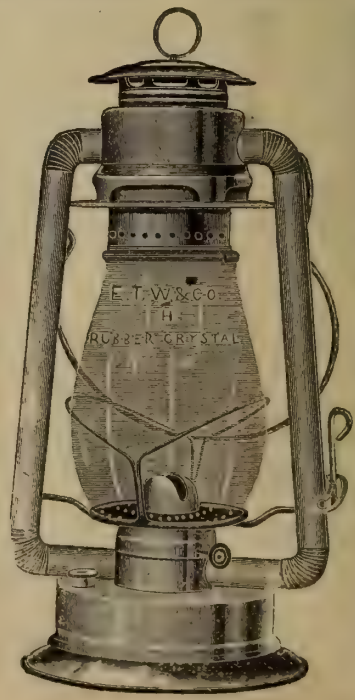
Imperial Tea Strainer Co.,
MONTREAL.

DO YOU SELL GOLD PAINT?

Write us for particulars of

"Sunrise" Gold Enamel } Best in
"Aurora" Gold Paint } the market.

GEO. RIDOUT & CO., 77 York St., Toronto.



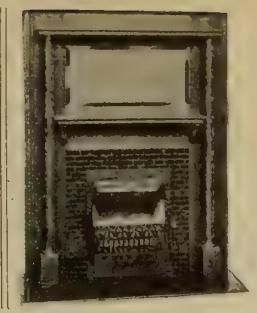
When placing your order for Lanterns, ask for **WRIGHT'S Cold Blast Lantern**, which is the only genuine Cold Blast Lantern made. They are the best, and we will guarantee prices against all other makers for this season and for next.

E. T. Wright & Co., Manufacturers, Hamilton and Montreal.

Have you tried it?

Tried what?

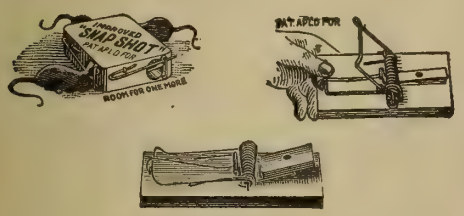
SELLING MANTELS.



This is in your line of business, and it will pay you.

The Batty Stove & Hardware Co

76 YORK ST., TORONTO.



J. M. MAST MFG. CO.'S

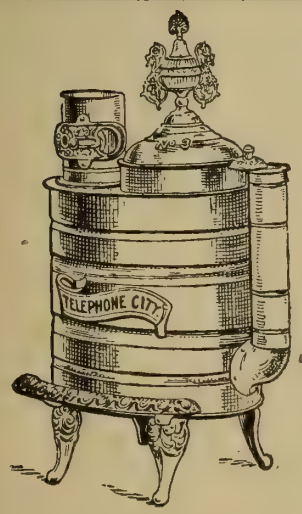
RAT and MOUSE TRAPS

Strongest Traps Made.

Prices Exactly Right.

CANADIAN AGENTS

Edwin H. Grenfell & Co., London, Ont.



THE PRICE

is dead right, and so is the stove. A wood-saver, a wonderful heat-producer; fireproof construction. Burns wood that ordinarily has been looked upon as waste. Top draft and air tight. Users are eloquent with its praises.

Send for booklet. We advise early action. The agency is too good to lose.

TELEPHONE CITY STOVES, Limited

BRANTFORD, Canada.

ROME

means perfection in the manufacture of

Nickled-Plated Copperware

A FULL LINE ALWAYS CARRIED IN STOCK IN WINNIPEG

WRITE FOR CATALOGUE, OR BETTER STILL, SEND US A SAMPLE ORDER.

Coltart & Cameron

Special attention given to warehousing and distributing cars.

Manufacturers' Agents and Warehousemen,

141-143 Bannatyne Avenue, WINNIPEG.

THE ADAMS STOVE PIPE REGISTER.

Design Patented June 29, 1897.

Design Patented August 31, 1897.

Made by

The Adams Company

Dubuque, Iowa, U.S.A.

OAKEY'S 'WELLINGTON' KNIFE POLISH

The original and only Genuine preparation for Cleaning Cutlery 6d. and 1s Canisters.

JOHN OAKEY & SONS, LIMITED

MANUFACTURERS OF

Emery, Black Lead, Emery, Glass and Flint Cloths and Papers, etc.

Wellington Mills, London, England

Agent:

JOHN FORMAN, 644 Craig Street

MONTREAL

To Manufacturers' Agents

HARDWARE AND METAL has inquiries from time to time from manufacturers and others wanting representatives in the leading business centres here and abroad.

Firms or individuals open for agencies in Canada or abroad may have their names and addresses placed on a special list kept for the information of inquirers in our various offices throughout Canada and in Great Britain without charge.

Address

Business Manager

HARDWARE AND METAL

Montreal and Toronto

NOTT TUBE SKATES

THE STRONGEST, LIGHTEST, NEATEST TUBULAR SKATE MADE.

ADAPTED FOR

Pleasure, Hockey or Racing.

25% Lighter, 100% Stronger than other tube Skates.

Built like a bicycle with bicycle connections. The only skate with Reinforced Lugs, brazed into the main tube and cones making it impossible to pull them apart. Guaranteed not to break.

WRITE FOR AGENCY.

W. G. NOTT & CO.

205½ Yonge St.

TORONTO, CAN.

Window and Interior Displays

Timely Hints and Suggestions

THE most frequent excuse made by the merchant who neglects his window is that he has no time. Few in this day dare say that they do not think a well-dressed window sells goods. They would not risk setting up their opinion against that of the ninety-nine out of a hundred who insist upon the expenditure of much time and money on the display of goods seen by passersby. But they will hide behind the excuse that the time consumed is more than can be afforded in the store, implying by this that business is so brisk that the entire attention of the staff is necessary to wait on the customers.

Ask the same merchant how he would meet the contingency of an overflow of customers, and he would say that he would engage more clerks. And yet, although he will admit that in some cases at least, the tasty display of an article will sell it, he often cannot see that the employment of one more clerk for window dressing would mean a larger business. He is loath to add to his present staff, simply because, for the few additional dollars a week he would have to pay, there would not appear any direct, immediate return. An extra clerk is much more profitable when employed as a window-dresser than if he were engaged solely as a salesman.

But this cry is in almost every case made without thought. There are many minutes during the day which are idled away by all the clerks. These, if set apart for one clerk to be spent in decorating the window, would mean no additional help, and procure all the beneficial results of an attractive store. "I haven't time" is very often equivalent to "I have not the ambition to make time." Those time-consuming displays that cost much money in addition, are not a necessary part of the window plans. An excellent display can be arranged in far less time than is wasted every day in almost every store, and after a clerk gets experience, the time spent grows less and less. The plans should be thought of during the regular business or out of hours, and the arrangement can then be quickly worked out. If the merchant who "hasn't" time would make time, he would come to an appreciation of the value of good displays that would make them as important as any other branch of the business.

This Week's Illustration.

The articles in a hardware store are of such a varied nature that they admit of being used in the building up of figures and other schemes. Some time ago a drawing of a horse, driver and wagon, composed wholly of hardware articles, was shown. The accompanying illustration shows the head of King Edward, as constructed by Mr. Jos. W. Noyes for Geo. Allen's hardware store in Burlington, Ont.

Head of King Edward—Built by Jos. W. Noyes for Geo. Allen, Burlington, Ont.

The appearance is a striking likeness, and is decidedly clever in this way, as well as in the use of the different articles. The outline was first drawn on a black cloth stretched over a board background, four by four feet, the hardware being tacked on the outline. The hair is composed of staples, knives and scissors, the ear of calipers and awls, the beard of No. 16 steel jack chain, the forehead of a caliper and bit, the eyes and eyebrows of calipers, one-half inch washers and No. 42 chair nails, the nose of nails and a screw hook, the collar of No. 32 caliper rules, the star and epaulets of brass jack chain, the shoulder of a rule, a skate key, a safety pin, bits and other articles, and the badges of paint colors.

Dozens of changes could be made, but very few that would have been an improvement. The curves are faithfully worked out, a couple of the best touches being in the screw hook for the nose, the chain for the beard and the staples for the front part of the hair. The usua style of figures constructed after this plan are crude, although possibly quite cleverly made. In this picture, however, anyone can readily see the likeness.

Mr. Noyes says that the figure drew crowds from the City of Hamilton, which is close by, and from the surrounding country, and proved a profitable advertisement for the store. Such a display has all the advantages of a picture window, combined with the selling qualities of a display of articles carried in stock. The spectator is also induced to stop and look closely at the make-up of the head in order to see what is used in the different parts. The construction would take considerable time, but it could be built out of the window during spare moments, and there is no expense in connection with it.

* * *

A new man in business almost invariably has his way to make from the ground up. The fact even of his having been a resident counts for very little in these days of strenuous opposition. He should, at any rate, take little consolation in the fact that he has known his neighbors, and that they are bound to come to him for their wants, in spite of competition. The trade must be largely won, and with the winning comes its keeping. The average buyer has little of the staying quality, unless continually rubbed the right way, and patted on the back, so to speak. It may go against the grain to do this sort of thing, yet it has to be almost literally done or the customers rapidly drift away.

to mail
cut from 14
page 54
H. T.

WHAT OUR Window Glass

BRANDED WITH A RED S MEANS TO YOU

SPECIALLY SELECTED AND SUPERIOR } GLASS | YOUR BUSINESS REQUIRES THE BEST.

WRITE FOR OUR IMPORT PRICES.

Do you see the way the wind blows since our superior (S) glass is known.

TO BE SAFE FROM PRETENCE
BUY FROM US.

POOR GLASS AT ANY PRICE IS DEAR.

Toronto Plate Glass Importing Co.

TORONTO.

PAINT, OIL AND BRUSH TRADES

PIGMENTS FOR PAINTING METAL.

THE various mineral and metallic paints are almost all natural or artificial iron oxides. While these are cheap and useful in painting rough wooden structures, they are sometimes really quite dangerous for application to iron work, because instead of preventing oxidation they are apt to further it. Rust is hydrasted iron oxide, and seems to possess the peculiar faculty of spreading from a center, in some way acting on adjacent iron to form additional rust; moreover, the artificial metallic paints are frequently made from copperas and iron pyrites, and are apt to contain sulphuric acid, which is another source of danger to an iron surface, writes Frank Rathbone, in The Decorator.

Coal tar is much used as a paint for the roughest class of work, both wood and iron, in the latter case, especially for cast-iron pipes, smokestacks, and work to be buried underground. It has the nature both of resin and of oil. Muelder, in a series of experiments, found that it continually decreases in weight, losing from two to five per cent. in 87 days. It has also the disadvantage of becoming exceedingly brittle by the action of cold, and softening at 115 degrees F. Asphalt permits of somewhat wider range of temperature, but otherwise exhibits the same peculiarities. These substances, while they last, are probably the most valuable of paints, especially under water; but they are unfortunate in their tendency to crawl on the surface to which they are applied, finally leaving the upper portions almost or quite bare. This is the case even underground.

In house painting the most important thing to consider is the permanency and durability of the paint itself. In constructive ironwork, on the contrary, the condition of the surface under the coating of paint becomes highly important. To the superficial observer the painted surface may appear as perfect as the day it was put on, yet underneath it the iron may be slowly, yet none the less surely, rusting away. In fact, it sometimes happens that the paint itself proves a destructive agency for injuring the iron. This is, as said above, specially true of certain of the metallic paints, containing sulphur in a form readily oxidizable to sulphuric acid, or of certain of the oxides, such as Venetian red, which are practically rust themselves, and give off oxygen to the iron, absorbing more from the outer air to replace that which has been lost. It is said that a similar process takes place during the oxidation of linseed oil, which changes it to linoxin. Were all the oil to unite with the pigment base to form a soap, then none of its oxygen could be given off to rust the iron.

Red lead, from the fact that it dries up linseed oil almost entirely by saponification, forming a pure lead soap, and that there is therefore none of that oxidation of the oils which takes place in the presence of pigments wholly inert, or which only partially combine with it, has long been regarded as the best possible preservative for clean dry iron. But in order to be most effective, the iron must be perfectly clean and free from any suspicions of rust, and absolutely dry. Red lead should be perfectly pure, and of the best and most careful preparation. That from any well-known corroding house may be depended upon for purity.

As red lead saponifies very quickly with linseed oil, it must be used within a few days after being ground; and, moreover, it is rather difficult to work. Hence there is great temptation to the unscrupulous painter to add some substance; such as whiting, to it in order to make it work freer, as well as to cost less money for material.

A careful reading of the foregoing will, we hope, render it clear that red lead may advantageously be used, not only for iron work and the priming of wood work as it is at present, but also for many other purposes, especially when the surface is subjected to hard wear. For any purpose where great durability and moderate cost are required, nothing probably can exceed the virtues of red lead. Agricultural implements, carts, wagons, barrows, dust cars, in fact, vehicles in general that are subject to hard wear, can be painted and kept in good condition more economically with red lead than with any other paint. The color need not stand in the way of the pigment being employed because, as already pointed out, the addition of a little black greatly moderates the bright color.

Mander Bros. Commence.

In our issue of December 12 reference was made to the establishment in Montreal of a branch of Mander Bros., manufacturers of varnishes and colors, of Wolverhampton, England. We have just received from this firm a copy of a circular letter which they are sending to the Canadian trade. It reads as follows:

Dear Sir,—

We have pleasure in advising you that we have established our own house of business at the above address, where we shall keep a large stock of our high-class varnishes and colors. We have taken this step in view of the great demand in the Dominion for our manufactures, and in doing so are in complete accord with our late esteemed agents, The Sherwin-Williams Co. Our manager and traveller for this branch, G. O. Lees, will have the pleasure of calling upon you in due course, when he hopes to be favored wi h your valued orders. In the meantime, any communications which you may send to our address, as above, shall receive most careful attention.

MANDER BROS.

218 St. Paul street, Montreal.

Paint and Oil Markets.

MONTREAL.

Business is in a transitory state at present, but January may see some new developments. There has been a fair booking of Paris green and a large number of inquiries have come in. With the first week in January business is expected to be brisk. The extremely cold weather has hindered house painting, but we understand that carriage and furniture factories are using large quantities. Prices throughout are unchanged this week. We quote:

Ground White Lead--Best brands, Government standard, $4.60 to $4.75; No. 1, $4.25 to $4.40; No. 2, $4 to $4.10; No. 3, $3.67 1-2 to $3.77 1-2; No. 4, $3.30 to $3.40, all f.ob. Montreal. Terms, four months, or 3 per cent. off for cash in 30 days.

Dry White Lead.—$4.25 in casks, and in kegs $4.50.

Dry White Zinc.—Pure dry, in casks, 6 1-4c.; in 100-lb. kegs, 6 3-4c.; No. 1, zinc, in casks, 5 1-4c.; in 100-lb kegs, 5 3-4c.

White Zinc (ground in oil)—Pure, 25-lb. irons, 8c.; No. 1, 7c.; No. 2, 6c.

Putty.—We quote: Bulk, in barrels, $1.50; in 25-lb. tins and irons, $1.85; bladded putty in barrels, $1.75.

Orange Mineral.—Casks, 7c.; 100-lb. kegs, 7 1-4c.; smaller quantities, 8 1-4c.

LINSEED OIL

Raw and Boiled

"GUARANTEED PURE"

MANUFACTURED BY

Canada Linseed Oil Mills,

LIMITED.

MONTREAL.

☞ **BARRELS WANTED!!**

We are open to **buy good sound, oak** Linseed Oil, Turpentine, Varnish, and Machine Oil Barrels.

McArthur, Corneille & Co.

MONTREAL

Glue and Gelatine

An extensive assortment, to suit all requirements.
WILL BE PLEASED TO SUBMIT SAMPLES AND PRICES.

MANUFACTURERS AND IMPORTERS OF . . .

White Lead, Oils and Colors, Prepared Paints, Window Glass, Varnishes, Etc.

SELLING AGENTS IN CANADA

For the GENUINE
Imperial French Green
of JOHN LUCAS & CO., PHILADELPHIA.

And CELEBRATED
English Varnishes
of CHAS. TURNER & SON, LONDON.

Please mention HARDWARE AND METAL when writing.

"Where Worth Works for You."

Doubtless the expert Painter realizes this trueism about as much as anybody in the world; with him a poor, out-of-date Brush, upon which he has to spend time in winding by old-fashioned methods, means loss of money and inferior work to his detriment.

BOECKH'S FLEXIBLE BRIDLED PAINT BRUSHES

are the kind that are stocked by progressive Dealers, because they are demanded now by all progressive Painters.

—The bridle can easily be removed and replaced; it is not affected by water, oil or —paint; it works on a pivot and keeps the bridles elastic.

OPERATING:
Boeckh's Toronto Factories.
Bryan's London Factories.
Cane's Newmarket Factories.

UNITED FACTORIES,

Head Office: TORONTO, ONT. LIMITED.

MONTREAL BRANCH: 1 and 3 DeBresoles St. LONDON BRANCH: 71 Dundas St.

Red Leads.—Genuine red lead, in casks, $4.25; in 100-lb. kegs, $4.50; in less quantities, $5.50 per 100 lb. No. 1 red lead, casks $3; kegs, $4.25, and smaller quantities, $5.25.

Litharge.—Ground, casks, 5c.; in less quantities, 5 1-2c.; flake litharge, casks, $5; smalls, $5.50 per 100 lb.

Linseed Oil.—Raw, 1 to 4 barrels, 46c.; 5 to 9 barrels, 45c.; boiled, 1 to 4 barrels, 49c.; 5 to 9 barrels, 48c. Terms, net cash 30 days. Delivered in Ontario between Montreal and Oshawa at 2c. per gallon advance.

Turpentine.—Single barrels 84c.; 2 to 4 barrels, 83c. Standard gallon of 8.6 pounds. Terms, net cash in 30 days.

Benzine.—25 to 26c.

Shellac Varnish.—Pure white, $2.60 to $2.80; pure orange, $2.60 to $2.80; No. 1 orange shellac, $2.40 to $2.60.

Mixed Paints.—$1.20 to $1.40 per gallon.

Castor Oil.—8 3-4 to 9 1-4c. in wholesale lots, and 1-2c. additional for small lots.

English Paris Green.—50 and 100 lb. drums, 15c. per lb.; 25 lb. drums, 15 1-2c; 1-lb. paper boxes, 16c.; 1-lb. tin boxes, 17c. Terms, 2 per cent. 30 days; 90 days net.

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TORONTO.

Business is dull, the "after-Christmas quietness." Quotations or red lead are reduced 1-4 to 1-2c. Paris green is now offering, Canadian brands, for immediate delivery and English brands for future delivery. We quote:

White Lead—Ex-Toronto, pure white lead, $4.75; No. 1, $4.30; No. 2, $4; No. 3, $3.60; No. 4, $3.35 in packages of 25 lb. and upwards; 1-2c. per lb. extra will be charged for 12 1-2-lb. packages; genuine dry white lead, in casks, $4.87 1-2.

Red Lead—Genuine, in casks of 560 lb., $4.25 to $4.50; ditto, in kegs of 100 lb., $4.75; No. 1, in casks of 560 lb., $4; ditto, in kegs of 100 lb., $4.25.

Litharge—Genuine, 6 to 6 1-2c.

White Zinc—Genuine, French V.M., in casks, $6 to $6.25; Lehigh, in casks, $6 to $6.25.

Shingle Stain—In 5-gallon lots, 60 to 85c. per gallon.

Paris White—90c. to $1 per 100 lb.

Whiting—60 to 65c. per 100 lb.; Gilders' whiting, 75 to 80c.

Shellac—Pure orange, in, barrels $2.45; white, $2.60 per gallon; No. 1, 15c. less; in less quantities 30c. extra, including price of can.

Pumice Stone—Powdered, $2.50 per cwt. in bbls., and 4 to 5c. per lb. in less quantity; lump, 10c. in smal lots and 8c. in bbls.

Linseed Oil—Raw, 1 to 2 bbls., 50c.; boiled, 53c.; 3 to 5 bbls., raw, 49c.; boiled, 52c.; 6 to 9 bbls., raw, 48c.; boiled. 51c., delivered. To Toronto, Hamitlon and London, 2c. less.

Turpentine—Single bbls., 86c.; 2 to 4 bbls., 85c., delivered; 5 bbls. and over, open. Toronto, Hamilton and London, 2c. less. For less quantites than barrels, 5c. per gallon extra will be added, and for 5-gallon packages, 50c. and 10-gallon packages, 80c. will be charged.

Glues—Broken sheet, in 200-lb. bbls., 8 to 8 1-2c. per lb.; cabinet glue, in bbls., 11 1-2 to 12c.; emery glue, in bbls., 17c.; bookbinders', ground, 10 1-2c.; finest American, white, 19c.; No. 1 American white, 15c. per lb.

Putty—Common, $1.65; pure ,bladders in barrels, $2.25; bladders, in 100-lb. kegs, $2.40; bulk, in barrels, $2.05; bulk, less than barrels and up to 100 lb., $2.95.

Plaster Paris—New Brunswick, $2 per bbl.

Liquid Paints—Pure, $1.20 to $1.40 per gallon; No. 1, $1.10 per gallon.

Barn Paints—65 to 70c. per gallon.

Castor Oil—English, in cases, 7 1-2 to 8c. per pound, and 8 1-2 to 9c. for single tins.

Paris Green—English pure (for future delivery) Petroleum bbls., 14 1-4c.; arsenic kegs, 14 1-2c.; 50 and 100-lb. drums, 15c.; 1-lb. packages, 16c.; 1-lb. tins, 17c.; 1-2-lb. packages, 1-2-lb. tins, 19c. Canadian (present delivery) Petroleum bbls., 12 1-4c.; arsenic kegs, 12 1-2c.; 50 and 100-lb. drums, 13c.; 1-lb. packages, 14c.; 1-lb. tins, 15c.; 1-2-lb. packages, 16c.

—

ST. JOHN.

Oil—In burning oil the market continues very firm. The outlook for linseeds is for low prices, with buyers backward. Turpentine is high. Lubricatings begin to have more attention. A new company have opened a warehouse on the south wharf and The Sun Oil Co. have made a change of managers. Fish oil is very scarce.

—

WINDOW GLASS.

TORONTO.

There is little doing. Prices are still being cut. We quote prices nominally as follows: Star, under 26 in., $3.10; 26 to 40 in., $3.30; 41 to 50 in., $3.70; 51 to 60 in., $4; 61 to 70 in., $5; 71 to 80 in., $4.30 net, Toronto, Hamilton and London.

—

MONTREAL.

Prices are unchanged and are now being well maintained. We quote the following prices: First break, 50 feet, $1.70; second brake, $1.80 for 50 feet. First break, 100 feet, $3.25; second break, $3.45; third break, $3.95; fourth break, $4.20.

WE WISH

that the many favors extended by our patrons in the past shall continue during 1904, and that we shall mutually enjoy a larger and more profitable business than last year.

YOU

may rely upon our best efforts to maintain the high standard of quality which our Anchor Brand goods have always been kept up to.

A HAPPY

Combination is Anchor Brand Paint and the merchant who sells it. He knows he has the only brand in Canada which contains Brandram's B. B. Genuine White Lead—the best in the world—and he enters upon the

NEW YEAR.

confident of having a successful season, and handling a line of goods that will give satisfaction to both himself and customers.

HENDERSON & POTTS, Limited, Halifax.
HENDERSON & POTTS CO., Limited, Montreal.

CHURCH'S COLD WATER

ALABASTINE

is already half sold when a dealer puts it in stock because of our GENEROUS ADVERTISING in public papers. It is not a kalsomine, but a permanant coating that hardens with age, a claim that cannot be truthfully made of any other wall-coating. The patented feature—READY FOR USE BY MIXING IN COLD WATER is a great advantage to the busy workman. He appreciates it, and to sell anything else it must be recommended as "the same thing," or "just as good." No dealer can afford to make such representation. The public knows Alabastine, and little or nothing about the just-as-goods. There is no loss in selling Alabastine—it is put up in moisture proof packages, and in the most popular shades.

We shall help to sell Alabastine in the future, just as we have for more than twenty years past. Order early either through jobber, or of

THE ALABASTINE CO., Limited, PARIS, ONT.

Two Mechanics' Novelties.

Considerable interest was aroused some time ago by a reference, with illustration, of a miniature monkey wrench made by the Mechanics' Supply Co., Quebec. This firm are now also making a miniature hammer of similar size. Either of these will be supplied the trade at 30c. each or $2.75 per dozen.

The assets of the estate of J. W. Morrow, general merchant, Robinson, are advertised to be sold.

HARDWARE AND METAL is the only journal in Canada concerning itself with the paint, oil and glass interests. Its markets are trustworthy and full.

Standard Paint & Varnish Works
Limited
Makers of High-Grade Varnishes, Japans, Paints, Colors and Enamels.
WINDSOR, ONT.

R. E. THORNE, 768 Craig St., **MONTREAL**
Wholesale Agent and Importer
Dry Colors, Ochres, Bronze Powders, Aluminum Powder, Schlag Metal, Bronze Liquids and Varnishes.
Toronto Office—29 Melinda St.

GRADE
NOBLES & HOARE · NH · LONDON
MARK

Nobles & Hoare,
CORNWALL ROAD STAMFORD STREET.
LONDON, ENG.
Manufacturers of
HIGH-CLASS VARNISHES ONLY
Which can be obtained direct from the works or from the principal Color Dealers in Canada.

Paints and Paints
Some are good, some poor. If **GLOBE PAINTS** were poor they wouldn't be 9 years on the market. It takes a good article to live as long as that. We are not only living, but growing. That means a good deal.
—When our salesman calls on you, pay good heed to what he has to say.
The Globe Paint Co., Limited
422-424 Adelaide St. W., Toronto.

"Island City" Paint and Varnish Works

Our "Island City" Enamel Paints are the best in the market—17 artistic shades.

Our "Island City" Aluminum, Gold and Silver Paints can be used with great satisfaction on Furnaces, Radiators, all sorts of Furniture and Ornaments that require renovating.

P. D. DODS & CO., Proprietors, Montreal, Toronto, Vancouver.

The Colorado Beetle or, to give him the Latin term, **DORYPHORA DECEMLINEATA,** commonly known as the Potato Bug, is an undesirable immigrant from "Uncle Sam" who does not respect the Boundry Line or the Alien Act. Like the Lily of the Valley it " toils not neither does it spin " ; unlike the lily it is not famous for its beauty and, being a vagrant, he wears ten stripes after the manner of a penetentiary bird. Moreover, the bug hath a voracious appetite, which, as Shakespeare says : " Age does not diminish nor custom stale."

Herein is the potato bug's weakness: It devours the tender leaf of the succulent potato, and, at the same time, encompasses its own destruction **PROVIDED,** however, that the vine has been judiciously sprinkled with the **CANADA PAINT COMPANY'S PURE PARIS GREEN.** This Green has been endorsed by the Department of Agriculture at Ottawa and is the noted insecticide bearing death and destruction to potato bugs, slugs and all leaf-eating insects.

The dealers who purchase the Paris Green made by the Canada Paint Company have this Canadian Company's guarantee of its purity and the security that its death-dealing qualities will bring havoc amongst the pests which are the bane of the farmer. May the use of the C. P. Co's Green be universal and bring the Potato Bug an

"UNHAPPY NEW YEAR."

DEATH TO THE BUG — **C.P. P.G.** — **LIFE TO THE POTATO**

WALL PAPER

Discoloration of Ingrain and How to Avoid It.

IN conversation with a gentleman connected with the paper-hanging trade, bearing on this topic, he gave us the result of his experience, which may be worth while putting into print for the benefit of others. He set out with the statement that he would guarantee to make a good job anywhere, and he recited this experience.

A customer came with a client and selected a paper, a blue ingrain, patterned. The painter took it away, and in due course it was hung. Within a few days complaints came to the warehouse that the paper was faulty, and had dried all in patches. To appease the "customer's" "customer," a new paper was supplied free of charge—this time a red one—and sent on to the job. This was hung, and after the usual "decent" interval the complaint came along, accentuated and emphasized by vigorous adjectival English, and demands for compensation.

It was at this stage that our informant came on the scene. He had been away on his holidays, and the transactions had all taken place during his absence. As an expert the matter was referred to him, and he took it up in earnest. He found (1) that the wall on which it was hung was a painted wall, (2) that the work had been done on a wet day, (3) that the paper hanger had religiously kept closed up every avenue of air, (4) that he had not lined the painted walls prior to papering, and (5) that he had used thin, sloppy paste.

The room was thereupon done under the direct supervision of the expert. First the walls were stripped and lined, the lining being hung horizontally. Secondly, the paste was made very strong, but stiff. Thirdly, the windows and doors were kept closed while the paper was being hung. Fourthly, the paper was pasted as "dry" as could be done with safety, and not allowed to stand; and, fifthly, as soon as the walls were hung, doors and windows were opened to circulate the air as much as possible, and, with a fire in the grate, the original blue paper was hung—and turned out an unqualified success. Our informant said that with these conditions, i.e., stiff, strong paste, free from alum, dry pasting, walls lined when the under surfaces are painted (brown paper in sheets preferred), he would guarantee the work turning out well in ninety-nine cases out of one hundred. We believe he is right ! !

From The Journal of Decorative Art.

Valuable Hints on Hanging Wall Paper.

[By E. A. Edmunds, Brooklyn.

THE manner of treatment described in the following lines has served me with unqualified success for many years :

First, prepare the walls. If they are painted, size them with washing soda ; nothing else. Make the solution strong enough so that you can see it cut the paint as you spread it on. Care should be taken to prevent it from running down over the finished woodwork. When dry it will be ready to receive the paper. The treatment makes the paint porous so that the paste can take hold and obviate the disasters of "peeling off" and "opening" at the joints on becoming thoroughly dry. It destroys grease and renders the semi-saponified paint to good purpose as a backing.

The wall should always be sand-papered to remove the small lumps after plastering up the holes and cracks.

If the walls be clean, hard-finished plaster, irrespective of their age, I treat them with a strong solution of glue and vinegar (cider vinegar preferred). Dissolve the glue in water over a slow fire, then thin down with vinegar, and apply copiously. The vinegar destroys the enemy (lime) which causes the paper to shrink apart at the joints and bleach out in spots. I cannot recall an instance where this solution has failed, even on soft, chalky, "hot" walls. All new walls or parts of walls should be treated with a coat of this vinegar size.

In no case should good papers be put on over old ones, or over kalsomine.

The factor that contributes most to the appearance of a nice room is cleanliness ; without this your work will be a failure, irrespective of the cost of paper. In order to attain this you must use your paste so heavy that it is barely possible to work it out evenly on the back of the goods without injuring them. This applies to all grades and kinds of wall hangings, whether of paper or tapestry. In the latter case (tapestry fabrics) it is often advisable to paste the wall, then "roll" the goods on.

The knife and straight-edge should be used to trim with, especially on heavy goods. For "butted" work hang the strips from a sixteenth to an eighth of an inch apart, then work them gradually together, and when you have the room all hung, carefully roll down the joints, then with a clean wet sponge moisten the joint by passing the sponge over it once only. This latter act is to remove the gloss the roller makes, and applies to ingrains or other pulp papers. Do not sponge printed or surfaced goods, the colors will run. —Carpets, Wall Paper and Curtains.

WALL PAPER

Remember this is JANUARY—in a few weeks the Spring WALL PAPER trade will be in full swing—are you ready for it? Not many dealers delay buying this late—if you are one of the "late ones" take a suggestion—ORDER NOW, before the choice is further curtailed. Write us for salesman to call or for samples.

STAUNTON'S Limited
TORONTO CANADA

YOU DON'T NEED AN ACCIDENT POLICY WITH A

"NEW GEM"

SAFETY RAZOR

in your hand. If you want a shave that's smart or a shave that smarts, take a New Gem Safety Razor for the former and any other make for the other. You will get just what you are looking for in either instance. The New Gem Safety Razor is as "bracing" in its effect as a cold plunge in early morn. Clean, healthy, safe, simple and economical. All leading dealers in Cutlery find it profitable and highly satisfactory to handle The Gem. Rock bottom quotations furnished upon application.

GEM CUTLERY CO.
34 Reade Street, - - NEW YORK CITY.

Sausage Stuffer, Lard and Fruit Press

8 Sizes and Styles

Rapid Grinding and Pulverizing Mills
10 Sizes and Styles for Hand and Power

No. 3, $5.50.

Bone, Shell and Corn Mill

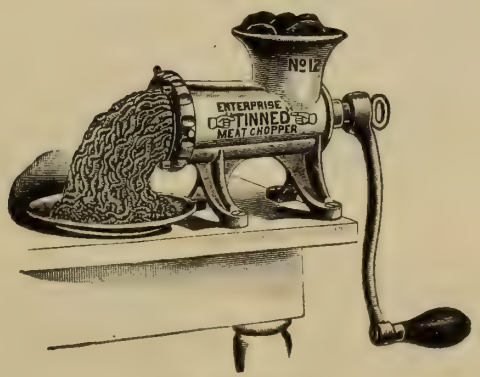
No. 750, $8.50.

TRADE "ENTERPRISE" MARK

Meat and Food Choppers

TINNED

40 Sizes and Styles for Hand and Power
from $1.00 to $300.00



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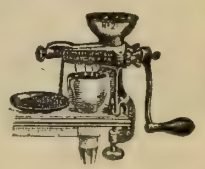

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INDUSTRIAL GOSSIP

HARDWARE AND METAL would be pleased to receive from any authoritative source industrial news of any sort, the formation or incorporation of companies, establishment or enlargement of mills, factories foundries or other works, railway or mining news, etc. All such correspondence will be treated as confidential when desired.

THE Canada Brake and Supply Co., Toronto, have been incorporated with a capital of $60,000, to manufacture and deal in brakes and other mechanism. The directors are J. L. Spink, S. C. Smoke, both of Toronto; J. L. Peacock, Buffalo; W. H. Belson, C. R. Tryon, both of Greenfell, Assa.

The Great Northern Railway has awarded the contract for the construction of 70 miles of new railroad from Gatineau Junction to Quebec. The road is being built to avoid the steep grade through the Laurentian mountains. It will cost $1,200,000, and there is a provincial subsidy of $3,200 per mile, making a total of $224,000.

The National Table Factory, Owen Sound, Ont., was almost completely destroyed by fire recently. The loss is estimated to be in the vicinity of $60,000. The origin of the fire is unknown. A member of the company says that the factory will be rebuilt as soon as the necessary building material could be obtained and the weather permitted.

It is claimed by the municipal authorities of St. Johns, Que., that The Singer Mfg. Co. have accepted the inducement made by that municipality for the removal of their Canadian plant from Montreal to St. Johns. D. J. Fraser, manager of the Montreal plant, says that it is the purpose of the company to build a plant in St. Johns with a capacity three times that of the one now at Montreal. At present the company have their cabinet work manufactured in Woodstock, Ont., but the proposed plant in St. Jonns will manufacture all requirements of the sewing machine.

A steel girder bridge over the Zambesi Falls, Africa, will be the highest in the world, 420 feet above water level. It will be 650 feet long. The erection of the bridge will take place simultaneously from both sides of the river, the weight being carried by steel cables until the two halves of the central span abut and are connected. The structure, the total weight of which will be 1,600 tons of steel, is nearly finished in England now, and will be shipped about December. During its erection a cableway will be arranged for the purpose of passing across material required for the bridge, and also for conveying railway material needed for the line north of the river.

NOTES.

There has not been a better season for logging for many years on the North Shore, E.B., and everything is encouraging.

A general reduction in wages, averaging about 10 per cent., is to be made at all non-union iron and steel plants in the United States.

J. F. Brown, architect, Toronto, is getting out plans for a Baptist church at Snellgrove. It is to be built of brick and will cost about $3,000.

The Massey-Harris Co. have decided to make a reduction of about 10 per cent. on piece work and a cut from $1.45 to $1.35 per day in laborer's wages.

A recent fire caused considerable damage to the stock in an annexed building of the Adams Bros.' harness factory on King street east, Toronto.

The Chateauguay and Northern Railway are going to erect large freight sheds at corner of Morean and St. Catherine streets, Montreal, to cost $5,000.

The Richelieu and Ontario Navigation Co. have decided to construct a marine railway at their works at Sorel. It will be the first of its kind constructed in Canada.

A recent fire damaged the planing mill and sash and door factory of D. Aitchison & Co., Hamilton, Ont., to the extent of $20,000. The loss is covered almost entirely by insurance.

During the past two weeks nearly five hundred men have been taken on the construction work at The Dominion Iron and Steel Co. There are employed now on the works in the vicinity of 1,600 men.

A despatch from Nelson, B.C., says that an important strike of silver-lead has been made at the Sullivan Mine in East Kootenay. This will place the Sullivan Mine in the front rank of silver-lead mines.

Douglas & Ratcliff, Toronto, have been incorporated with a capital of $40,000, to carry on in all its branches the business of paper dealer and to acquire the business of Douglas & Ratcliff, Toronto. The directors are S. J. Douglas, E. L. Ratcliff and Geo. Powley, all of Toronto.

FLINTCOTE ROOFING.

"Flintcote" roofing has only been on the Canadian market a short time, yet through its merits and its adaptability to understand the rigorous climate of Canada, has had a very large sale. The company is represented in Canada by Mr. J. B. Gass, of Montreal; in Toronto, by Mr. T. R. Flint, and in Winnipeg and the West by MacKenzie Bros. The great advantage claimed for this roofing over other roofings is a wonderful elasticity which permits of contraction and expansion without opening the seams in the slightest, a feature which is very necessary for such a changeable climate as ours.

INQUIRIES FOR CANADIAN TRADE.

THE following were among the recent inquiries relating to Canadian trade received at the Canadian Government office in London:

1. A Liverpool firm of commission and general merchants, offering good references, are seeking the representation of a good Canadian exporter.

2. Inquiry is made respecting the nature of the encouragement offered by any municipal authority n Canada in the event of a company or group of capitalists starting a new industry by erecting a factory for the manufacture of a staple article not at present being produced in the Dominion.

5. Application has been made for the addresses of iron works (blast furnaces) or steel works in Canada, by a firm desiring to bring before them propositions concerning the utilization of slags.

6. A Vienna commission merchant, with English experience and good references, is anxious to hea from Canadian exporters starting a Continental connection.

7. The names of parties in different parts of Canada, wi ling to act as buying agents for a large manufacturer of sauces and other similar grocers' sundries have been applied for.

8. A West of England firm have asked to be furnished with the name of a large Canadian canning house requiring representation in Great Britain.

The following enquiries were received at the Canadian Section of the Imperial Institute, London, Eng.:

9. An engineering company seeks the co-operation of some first-class Canadian manufacturers prepared to take up the manufacturing agency of their brick and tile machinery.

10. A timber manufacturing firm, in a position to place considerable orders, wishes to hear from Canadian shippers of box shooks.

11. Enquiry has been made for the addresses of Canadian manufacturers of carpets.

12. A Bristol manufacturer of fire bricks for furnaces, who can ship advantageously from Avonmouth, would like to hear from Canadian buyers of these goods.

[The names of those making inquiries may be obtained from the Editor of HARDWARE AND METAL.]

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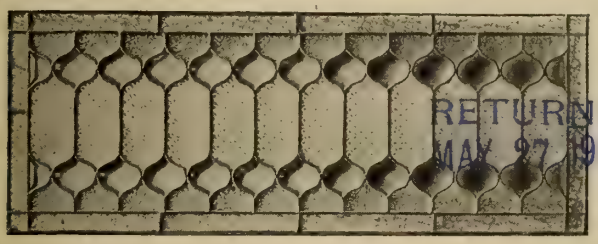

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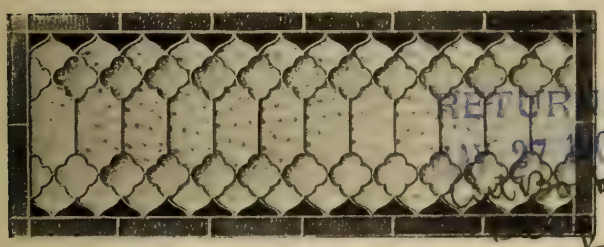

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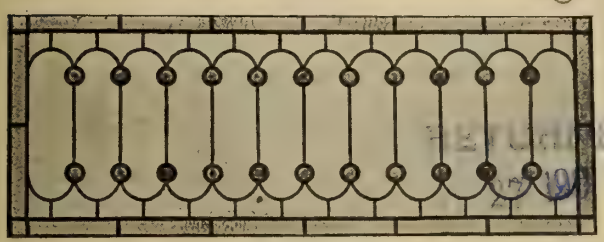

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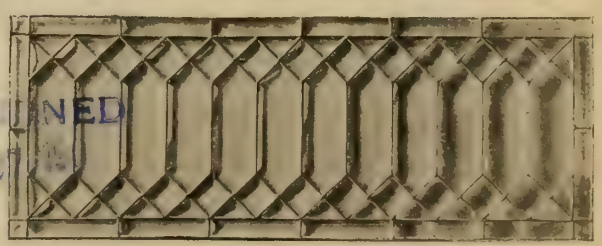

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WRITE FOR CATALOGUE AND PRICES

HEATING AND PLUMBING

PLUMBING PRACTICE—PAST AND PRESENT.*

By Geo. Clapperton.

BEFORE entering upon the subject of my paper, I think it but proper to offer a little explanation. I must confess that in choosing a subject to write on, I found it quite difficult to decide on one, which would be interesting, and at the same time somewhat instructive. For to me it apeared as if to read a paper on plumbing before plumbers, was somewhat like shipping coal to Newcastle, but be that as it may, I became bolder as I thought over the various subjects, and eventually chose "Past and Present Plumbing." While I may not be able to place before you all the facts which I would like, or you might expect, still if I can place enough to make you think a little harder and deeper into the subject of my paper, it has not been without its reward.

Having chosen our subject, next let us see what the meaning of the word Plumber is, this we find is "one who works in lead, or a lead worker." Now, while we are not told by historians that all the men of ancient days who worked in lead were plumbers, still most of you here will agree with me when I say that he could not have been called by a better name. So, we will consider all lead workers of ancient days as plumbers.

Chinese the First Plumbers.

This takes us back quite a long way, for we find that the Chinese, long before the Christian era used lead and soldered lead and other materials together. To think that the Chinese were the pioneers of our trade may not be pleasant to many of us, but it nevertheless is true. But, the Chinese were not the only ones which used lead about this time, for we find Archimedes, a Greek philosopher, who lived 200 years before the Christian era, used lead pipe.

We find it stated in the Bible, that lead is a lasting metal for letters, and that David used leaden pipes, also that in the ancient cities of Asia, Egypt, Greece and Syria, lead pipes were used. These, Mr. Chairman, will be quite sufficient to prove that there were lead workers (whom we now call plumbers) in the early days, and taking Archimedes for the first plumber we have our age, 200 years B.C., or bringing it up to the present time, makes it 2,103 years old, quite a respectable age, while this may seem a long time, it would fade into insignificence, when we compare it with the Chinese, who used lead nearly 5,000 years ago. History tells us that there was such a man as a lead worker, but does not tell us that he had a helper, who was to be an apprentice to the trade, so that we will consider his helper as a laborer or handy man, and the explanation, no doubt, will account for a lot of the lost art, if I may call it such, for none of us would care to dispute the fact, that the ancients knew secrets about which we know nothing. To thoroughly understand this one has only to turn up some of the old masters and see what wonderful wisdom and skill the ancient plumber displayed in the use of metals and hydaulics.

Having obtained our age, now let us look and see if we can trace some of the metals and articles which we now use. While many have changed their shape, as well as their material, others have retained their shape and changed their material.

Sheet Lead.

As we have no records of pipe being drawn by the ancients, it will be fair to assume that they first cast their lead into sheets, and then formed them into pipe, burning or soldering the seams, so that this must have been the style of pipe used by Archimedes, besides we read of lead being used as leaves for books. The Westminster Abbey and St. Paul's Cathedral have cast sheets of lead for roofs, the former was built in the 13th century, likewise the King's College, Cambridge, built in the 15th century, has cast sheets for a flooring between ceiling and roof. The first records we have of sheet lead being rolled was in the year 1670, when a patent was issued to Howard & Watson, and known as an engine and rollers for drawing lead into sheets. This machine did its work with cold rollers. Afterwards in 1804, Dodds patented a machine which worked with hot rollers. Burr followed him using rollers heated by hot water. Since this time lead has been rolled in a very similar way, and I am told is rolled in much the same way to the present day, only substituting steam for hot water. Rolled sheet lead was first used for sheeting of ships.

Lead Soil Pipes.

This kind of soil pipe has been used in the Eastern cities, especially in Rome, almost from the earliest recorded time. They were used in France long before they became known in England. Sir John Harrington was the great advocate of lead soil pipes in England and he lived during the reign of Queen Elizabeth which was from 1558 to 1603, A.D. So his advocacy must have been prior to 1603, or 300 years ago, but lead soil pipes must have been used long before this, as we find one Robert Brocke obtained an English patent for casting lead soil pipe in the year 1539, these were made in short lengths of 18 inches and three feet long, slightly tapered, and then joined together by burning. By this means they had a pipe resembling our present pipe, but not as good. After this they cast the lead pipe very thick, and then drew it through a die, this enabled them to make it any required thickness. This way came into use about 1800. I have no doubt but Brocke copied this idea from Braham's patent, for he invented a machine for pressing a pipe through a die, thereby getting a pipe which very much resembled the drawn pipe of to-day. His machine was worked by hand and he worked or used the lead while it was in its molten state. In 1820, or about 20 years after Bramah's patent, we find a man by the name of Burr patented an improvement on Bramah's machine by applying the hydraulic press to it, thus enabling him to do his work easier. He worked his lead, while it was hot but in a solid state.

Then came Hague, who patented a press, using, instead of the hydraulic press, one driven by a powerful screw

*A paper delivered before The Toronto Master Plumbers' Association, on Monday, Dec. 28.

A

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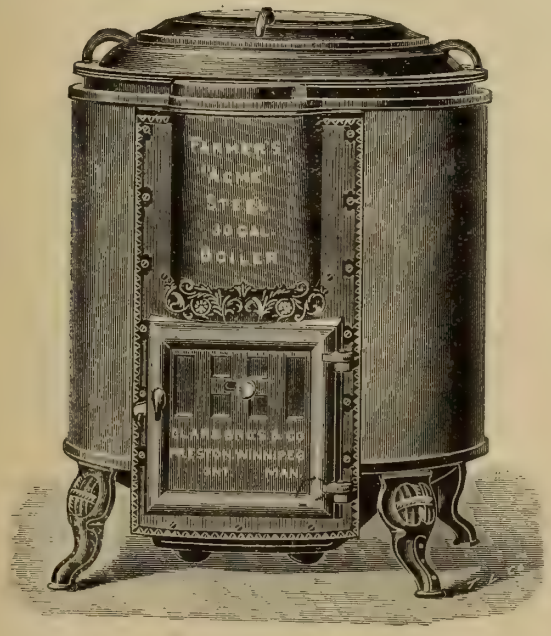

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" 45,	"	- -	1 ½ "
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and compound cogwheel. Since these there appear to have been no improvements of note for making drawn pipe. For the machine of to-day appears to be worked similar to Burr's machine.

While these machines appear to have been doing good work, it took a number of years to displace the old soil pipe made from sheet lead and seamed lengthwise, but the start having been made nothing appears to have impeded the steady progress and we passed from hand-made pipe to machine pressed pipe, then to cast iron, copper and now, wrought iron soil pipes, which brings us up to the present day with soil pipe.

Solder.

Next let us see about the metal used to mix solder, namely tin. This metal is contained in nearly everything the plumber has to do with, however, we will deal with it only as it forms solder. Here we can go a long way further back than we did with sheet lead, for we find that the Chinese have records of its use as far back at 2,200 B.C., this is nearly 5,000 years ago, besides we know the Egyptians used it and were undoubtedly A1 plumbers, for they were not satisfied with simply laying lead, and lead pipes, for imbucated vases were their delight, you will find them represented in the times of Thotimes the Third. In Malacca, tin was found in very remote ages, also soldering lead pipes is mentioned by Vitrurious. The ancient plumber, not only knew how to do his work (but unlike the plumber of to-day) took advantage in soldering with the capillary action of the solder, for we read that their soldering was so neat that it could not be seen. They wer in the habit of tapping the lead and letting the solder sweat underneath, more especially in cistern work where the water was liable to eat away the tin as they called it, in some isolated cases. This way is still used for chemical work.

Solder is one of the materials which has changed but little during the last 5,000 years and before passing away from it, it is but fair to say, that the ancient plumber, not only mixed tin and lead together to form his solder, but it often contained lead, tin, bismuth, mercury and cadmium, by adding or combining the first four of these together in proper proportions the combined metals will melt with 122 degrees of heat or only 22 degrees more than your blood heat, or 90 degrees less than would boil water. When you consider the finest solder we use, that is half-and-half requires 370 degrees of heat to melt, you will not wonder how the ancients did such fine work. Now, we have our sheet lead, soil pipe and solder.

The Earliest Trap.

Let us look back to the all important article, namely the trap. We find that the earliest trap which has been located was taken out of the Lathbury Old Church built by the famous architect, Sir Christopher Wren. This trap bears the date of 1678 A.D., 225 years ago, it was for a water closet and made of a "4-square" shape, of the style commonly called "D" traps. While this would not be copied by our modern plumber, still this one was well made and by some means unknown to the writer, the bottom was increased over one half in thickness, which is more than could be said of all the hand-made traps of more recent dates. Some of you no doubt will be skeptical about this date, but when you remember that sheet lead was rolled in 1670 or eight years before this trap was made it will no doubt remove that doubt. But the ancients did not call everything placed under a fixture by the word trap, they called our present "S" trap a syphon, and used it for syphon purposes only. As far as I can find out a trap was used first to keep back gases in chemical work so they have not changed their use in all these years, as far as keeping back gases is concerned.

They have changed their shape, but little, but that little has made a wonderful difference in the cleanness of this particular article, for we now have in our drawn trap one which is smooth inside and has no square corners to accumulate filth. This cannot be claimed of our many cast traps, be they brass or other metal, for as you are all aware they often contain a very highly polished exterior and a very rough and uneven surface on the interior.

While I am able to date back 225 years with the trap, I must admit that the records do not say that they had any particular kind of a closet bowl, but if they had used a trap for water closet purposes they must have had a bowl of some sort attached, however, we find that there was an English patent taken out by one Cumming, in the year 1775. This closet was worked with a slide valve. Two years later Prosser patented a closet (much resembling our old Demerest) with float balls to regulate the water, for he says in his description that when the basin empties, these balls act and cause the water to flow into the bowl). Then in 1878 Bramah patented a closet having two valves, one to regulate and control the water to the basin, the other to take it away. This closet had a ground in brass outlet 4 inches in size, a wooden frame and lead lined trunk.

Then came Underhay, who made the bottom valve to close on a rubber seat. His idea was to reduce the cost (a typical plumber) and guard against leakage by grit or dirt getting under valve. This invention must have been made about 1840 as that was the year India rubber was first vulcanized and made suitable for this work. He also invented a very simple air bellows, as well as an oil regulator, both for the purpose of controlling the action of the supply valve. After these closets were more or less at a stand still. In fact, they appear to have retrograded, all kinds of valves, tanks and bowls were used. Inventors, however, were in the meantime busy trying to get a closet which would fill the place, that is to remove the valve from the tank overhead. The first person to accomplish this was a Scotchman, by the name of Wm. Ross, of Glasgow. (This may not be accurate, as we only have his word for it). This brought the separate tank for each w.c. and the all-porcelain bowl and trap, of all shapes and sizes. This line of invention appears to have a lasting effect up to the present day, until we have the closet bowl of to-day with an outlet of 21-2 inches, a size which I think is altogether too small and I think that all here will admit that while the ancients erred by having everything too large, we have gone to the other extreme.

But let us hurry along. The wash basin has been somewhat improved and made more easily kept clean, also its shape has changed to a more serviceable one. Our urinals have made some rapid strides in the last few years, and not before it was needed, for this fixture is one of the most useful and at the same time the hardest to properly arrange so that it will be self-cleansing.

The Modern Kitchen Sink.

Next to the urinal, I think the kitchen sink comes; we have come from the old lead lined sink to the cast iron painted, then to the enamelled iron, and now the all-porcelain, but the greatest step was taken when the boxed in arrangement around the old sink was disposed of, with it went the store hole for everything around the kitchen. Contrast this old sink arrangement with our present cast iron enamelled sink and drainer, supported on brackets of the same ma-

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and
BLOCK TIN
PIPE.

WIPING
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PIG LEAD.

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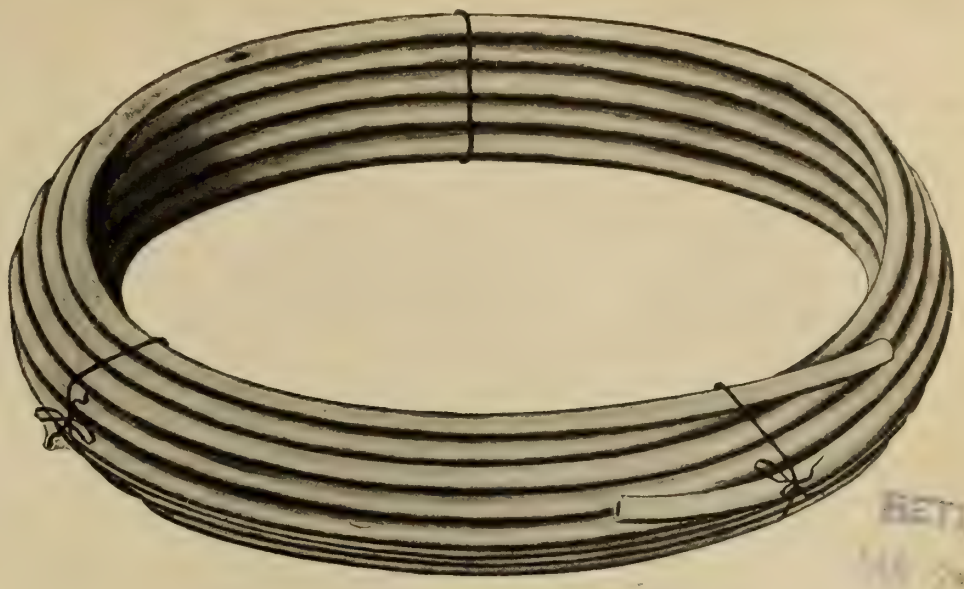

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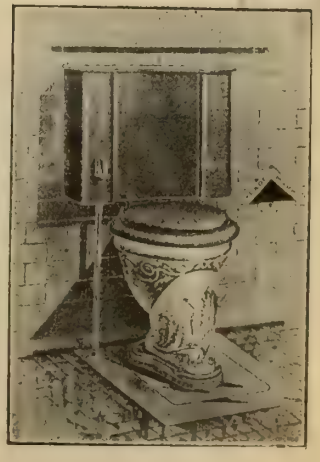
Plumbing Jobs are too important to be trifled with. Cheapness is false economy.

Workmanship is very important. This part of the contract is yours to figure on.

Supplies are equally important. This is where we come in,—with your assistance.

We are the one supply house for a majority of the plumbers from one ocean to the other in Canada. We keep busy, however, by asking for business. We ask for yours if we do not have it already.

Let us work with and through you on your 1904 tenders.



Manufacturers and Designers of Gas and Electric Fixtures.

Contractors for Electrical Wiring in all its branches.

The James Morrison Brass Mnfg. Co., Limited, Toronto.

terial and see what a difference there is, why, Mr. Chairman, one almost shudders to think of it.

Stationary wash tubs appear to be of modern invention, but like all other inventions have been considerably improved, for you are all well aware that the old wooden tubs are doomed and are gradually but surely passing away and being replaced by those made of non-absorbing material.

Pumps Ancient and Modern.

There is still another fixture which we do not often see in the present day, namely pumps, or machinery for raising water. When the first one was invented I cannot tell, but we know that the Archimedes screw was used 200 years B.C. for raising water, when it was required to raise water to a great height. A series, one obliquely above the other, was employed. After this the old chain pump came into use, such engines (if they may be called such) may be found to-day along the banks of the Nile and in Hindostan. This is one means of raising water where the atmosphere need not be taken into account. Then came the historic water ram. This was invented by a Frenchman, Montgolfer, somewhere late in 1700. This machine, while simple of construction, is perhaps one of the most difficult to adjust. This machine has been known to do some very peculiar work. There is one now in use in Hartford, Conn., where the water is brought from a little river half a mile distant and then raised to a height of 140 feet. There is another in England which raises water 134 feet, the water supply being only 4 1-2 feet above the water ram. This ram raises 262 gallons per hour. Then came the centrifugal pump. This was first exhibited and astonished the visitors at the London Exhibition in the year 1851 by Mr. Appold. The inventor claims to have raised water 67 feet 8 inches by a speed of 1,322 revolutions per minute, probably not a case exists where the adaptions of science to the arts has met with such complete success as this; the whole machine is based on the strictest principals of mechanical science and yet its construction is so simple, that few can view it without an exclamation of surprise, that its invention has been left to our times and not known long ago. Then came the force pump about 1853, this is still in use, only somewhat remodelled and improved.

Now, I think I have about exhausted your patience, so will close with a short summary.

We find the plumber of old doing his work in a very round about way, but in a thorough manner, his material was somewhat clumsy and in some cases awkward, but he nevertheless displayed considerable ingenuity to overcome difficulties. He had to take his raw material and manufacture his work, then put it in place. We, on the contrary, have our manufacturer and supply men, who get our work ready, we simply put it in place. We also have his successes and his failures in book form for our guide. Is the plumber of to-day as good a mechanic as his predecessor? This question I will leave with you.

Shelby Steel Tubing.

JOHN MILLEN & SONS, Montreal, inform "Hardware and Metal" that they have been given the Canadian distributing agency for Shelby seamless cold-drawn steel tubes. They are carrying in their Montreal and Toronto warehouses a large stock of about 150 sizes, which should be sufficient to meet the ordinary demands of the trade. Any special orders for sizes not in stock can be filled with little delay by importing from the United States.

The Shelby tubes are made from the very best open-hearth steel, the material being soft and easily worked. It welds as easily as the best iron, but is much more ductile, and has a higher tensile strength. As the metal is cold drawn it is rendered dense, tough and ductile. The cold-drawn process gives it an increased tensile strength and produces a tube true in size and gauge. Working the tubes cold also eliminates the danger of surface defects, which often occur through the presence of rolling mill scales or other dirt in the fibre of the metal.

The physical properties of the tubes are about as follows :

Tensile strength	50,000 lbs.
Electrical limit	35,000 lbs.
Elongation	33 per cent.

The introduction of this product into many fields of manufacture has been followed by the most gratifying results. Seamless steel tubing is now extensively used for various mechanical and engineering purposes. It makes possible a great economy of labor, for it can be used for many purposes for which it has formerly been the custom in most shops to undertake the tedious task of boring through the solid steel. The tubing can be put to many different uses. For example it can be used for hollow axles, roller bearings, laundry machine rollers, diamond drill rods, typewriters, hollow shafting, pneumatic tubes, etc. It can be used in all classes of artistic iron work.

The material from which these tubes are made is the best that can be obtained ; it machines readily and cuts free and clean. Soft annealed tubes suitable for bending or forming into special shapes can be furnished. Both cold-drawn and hot-drawn tubes are furnished for mechanical applications. Owing to its smooth finish and slight variation in diameter and gauge, a cold-drawn steel tube can often be used to advantage and with economy in place of an article ordinarily machined from solid stock. For such purposes as tubing is regularly used, seamless tubing possesses the maximum of strength with the minimum of weight.

Seamless tubing is now extensively used for bicycle and automobile construction. Manufacturers demand tubing of the greatest strength and rigidity, so that the construction will stand the severest shocks and vibratory strains. On this account the tubing in question is highly esteemed.

John Millen & Sons, 1,525 St. Catherine street, Montreal, will be pleased to send to "Hardware and Metal" readers fuller information regarding this tubing than we have been able to give in a short sketch, as well as price lists and all necessary particulars.

To Ascertain Weight of Steel Tubing.

THE question is often asked, what is the best method of ascertaining the weight per foot of any size and gauge of steel tubing. A Montreal firm have sent to "Hardware and Metal" the following method :

Ascertain the decimals of both outside diameter and gauge. Subtract the decimal of the gauge from the decimal of the outside diameter. Next multiply the result by the decimal of the gauge and multiply this result by 10.67.

EXAMPLE.

To ascertain the weight per foot of a tube whose outside diameter is 2 inches and whose gauge is 10. The decimal of 10 gauge is .134.

First subtract the decimal of the gauge from the outside diameter :

$$2 - .134 = 1.866.$$

Multiply this result by the decimal of the gauge :

$$1.866 \times .134 = .250044.$$

Multiply the result obtained by 10.67 :

$$.250044 \times 10.67 = 2.66896948.$$

The weight per foot of tubing 2 inches outside diameter and 10 gauge is 2.668 pounds.

The Best Door Closer is . . .

NEWMAN'S INVINCIBLE FLOOR SPRING

Will close a door silently against any pressure of wind. Has many working advantages over the ordinary spring, and has twice the wear. In use throughout Great Britain and the Colonies. Gives perfect satisfaction. Made only by

W. NEWMAN & SONS,

Hospital St., - - - BIRMINGHAM

We suspend for this occasion our usual trade news, and take the opportunity to extend to the Building, Contracting, and Hardware trade

The Compliments of the Season.

A. B. ORMSBY & CO.,

Cor. Queen and George Streets,

TORONTO, ONT.

Persons addressing advertisers will kindly mention having seen their advertisement in Hardware and Metal.

Write for free samples.

Agents being placed in every district.

Arrow Brand Asphalt Ready Roofing

Easy to lay—lasts long - needs no painting, as it comes in rolls already surfaced with gravel.

A. C. JENKING, Sole Selling Agents,

Room 215 Coristine Building, - - MONTREAL.

Will Hold Up a Shelf!

That's what a shelf bracket is for.

For this purpose there can be NOTHING BETTER, NOTHING CHEAPER than the BRADLEY STEEL BRACKET. It is well Japanned, Strong and Light. The saving in freight is a good profit, aside from the lower price at which the goods are sold. Order direct or through your jobber.

ATLAS MFG. CO.,

New Haven, Conn., U.S.A.

MADE IN ENGLAND

HACK SAW BLADES

MADE BY

CHAS. BAYNES

KNUZDEN BROOK

BLACKBURN

THE "SUN" BRAND PORTLAND CEMENT.

We make only one quality and that the best. Ask us for quotations.

The Sun Portland Cement Co., Limited

OWEN SOUND

JAS. A. CLINE, Managing Director.

$ $ $ $ $ $ $ $ $ $

CONTRACTS

mean dollars for the pockets of contractors. The weekly reports in the

CANADIAN CONTRACT RECORD

tell where contracts may be had.

$2 per year buys them. Address

THE CONTRACT RECORD

Toronto and Montreal

The Hanover Portland Cement Co., Limited

HANOVER, ONTARIO.

Manufacturers of the Celebrated **"Saugeen Brand"** **OF PORTLAND CEMENT.**

Prices on application.

"THE EMLYN" SAW BENCH

Made in 6 sizes. Best value obtainable. Specially designed for export With or without "Emlyn" Patent Guard. Sole maker—

CHARLES D. PHILLIPS,

Cables—"Machinery," Newport.

Emlyn Engineering Works, NEWPORT, MON., ENGLAND.

WORKERS in BRASS and COPPER

You often want **Tubing, Sheets** or **Rods** of special sizes—We serve these needs, quickly, cheaply.

Write us about it.

The Booth Copper Co.,

LIMITED,

119-123 Queen St. East,

TORONTO.

Galt Carpet Stretcher

Away Ahead of All Others

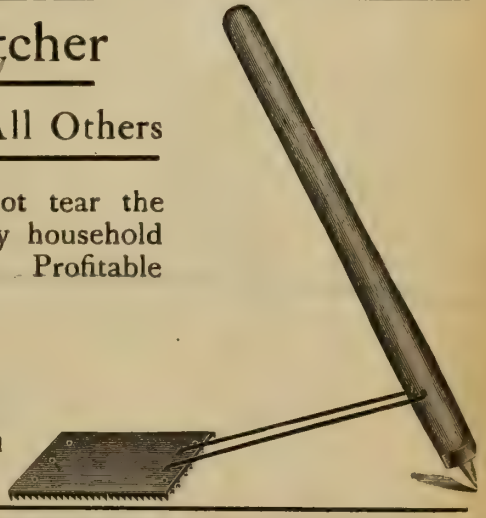
Simple, Effective. Will not tear the finest carpet. Will sell to every household on the score of price and utility. Profitable to dealer.

SEND FOR BOOKLET.

Grand River Metal Works,

Limited

Galt, - Ont.



ATKINS HIGH-GRADE, CROSS-CUT SAWS ARE SUPERIOR TO ALL OTHERS IN MATERIAL, TEMPER, WORKMANSHIP, FINISH AND CUTTING QUALITIES.

OUR VICTOR, TUTTLE TOOTH AND SEGMENT GROUND SAWS ARE THE FAVORITES IN THE CAMPS

E. C. ATKINS & CO.,

INCORPORATED.

LEADING MANUFACTURERS OF HIGH-GRADE, CROSS-CUT, HAND, BAND, CIRCULAR, HACK, BACK, WOOD AND SMALL SAWS OF ALL KINDS.

Factories and Home Office: INDIANAPOLIS, IND., U.S.A.

Write for Catalogue and Prices

H. P. HUBBARD, Sales Agent for Canada. Toronto Office; 30 Front St. East. Tel. Main 1896.

TORONTO PLUMBERS IN SOCIAL CONVENTION.

AMPLE proof of the success of the monthly social evenings instituted last month by the Toronto Master Plumbers' Association was furnished at the meeting on Monday evening in the association rooms, Richmond street west.

When President Robert Ross arose to "give the glad hand" there were over one hundred members of the association present, as well as many guests. Among the latter were noticed:

P. McMichael and W. Cluff, of The Dominion Radiator Co.

T. Alcock, E. Brewer, and W. L. Helliwell, of The Gurney Foundry Co.

W. A. Porter and F. W. Armstrong, of The James Morrison Co.

A. D. McMichael and M. Sheppard, of The James Robertson Co.

W. P. Malcolm and W. S. Jackson, of The Ideal Mfg. Co.

Secretary Meredith read regrets from F. N. Cullen, of Cullen & Johnston, E. R. Rogers, of the James Robertson Co., and Fred Somerville, of the Ontario Lead and Wire Co.

Mr. Ross extended a hearty welcome to those who had responded to the invitation to be present at the evening's entertainment. The attendance was, he thought, a satisfatcory proof of the good fellowship existing between the manufacturers and supply men and the master plumbers.

The feature of the evening was a paper on "Past and Present Plumbing," read by Mr. George Clapperton, of the Bennett & Wright Co. This most interesting and comprehensive report is published (at the request of many who heard it) verbatim in "Hardware and Metal."

A live discussion of the paper ensued. The representatives of the manufacturing and jobbing houses extended greetings to their friends, the master plumbers, in their usual jolly and affectionate manner. The universal keynote was that of harmony, good-will and mutual interest. One supply man caught the spirit of the occasion. "Indeed," he remarked, "our interests are one; we cannot do without you nor can you do without us; if we are to be successful we must work together; and we wish the master plumbers of Toronto to make dollars during 1904 in place of the cents they made in 1903, and that the trade may continue to flourish and develop like a green bay tree."

The splendid undercurrent of comaraderie was manifest during the evening, whether in the lighter vein of entertainment or when one member eulogized another or indulged perchance in a bit of pleasantry at his expense.

After a fine vaudeville and musical programme had been provided, to which several of the members contributed in addition to first-class professional talent, the evening's meeting, characterized by a distinct flavor of "old Scotch" and cigars, adjourned with the singing of "Auld Lang Syne" and the National Anthem.

New Foundry for Maisonneuve.

FOR some time past there have been numerous references in the Montreal daily papers to the new foundry which Warden King & Son, of that city, are proposing to erect in Maisonneuve. When seen by "Hardware and Metal," Mr. King has courteously but persistently declined to speak for publication until the matter is finally settled, claiming that the newspaper reports are premature and for the most part incorrect.

It is no secret, however, that Warden, King & Son have been negotiating with the town of Maisonneuve in the outskirts of Montreal relative to the establishment in that town of a large foundry to employ several hundred men. The town made some offers with regard to exemption from taxation of the new buildings and plant, but sought to impose some restrictions which were not agreeable to the company. At least 50 per cent. of the employes were to reside in Maisonneuve and the buildings were to be put up within a stated time.

These conditions were not agreeable to Warden, King & Son, and there has been some delay in reaching a basis of settlement which would be acceptable to both parties. It is now pretty well understood that an agreement has been made which is awaiting signature to make it binding. Mr. King states that he considers nothing settled until the contract is signed, but it is understood that the agreement which now awaits signature is somewhat as follows:

All restrictions as to time in which the buildings for the foundry, workshops, etc., are to be built are swept away entirely. The proposed clause with regard to the place of residence of the employes has also been eliminated. The firm are quite at liberty to choose their own employes without reference to their place of residence, but in all probability most of their workmen will find it convenient to live in Maisonneuve. It seems likely that the town will get what it wants, but a hard and fast regulation would have been irksome in the extreme.

It is the intention of Warden King & Son to erect buifdings costing $300,000 within three years with the plant and machinery necessary for their proper equipment. It is understood that they have given the Town Council every assurance that this intention will be carried out, but they have been unwilling to enter into any hard and fast contract to that effect. Refusing to be bound by contracts, they have accepted a commutation of municipal taxes instead of an exemption. For 20 years they undertake to pay a tax of $200 per annum but no more.

Both Warden King & Son and the town of Maisonneuve will receive important advantage from this agreement No matter how large or costly the buildings and plant which the firm may erect during the next 20 years their taxes are not to exceed $200 per annum. On the other hand the town can not fail to benefit from the presence of large iron works employing several hundred men. Moreover a tax of $200 per year will be derived from a property which at present pays less than $2 per year in taxes to the corporation. The arrangement should be for the benefit of all concerned.

At time of writing the agreement has not yet been signed, but active preparations are already being made to commence building operations in the early Spring. The total area of the land secured for the works is 400,000 square feet. The property has a depth of 1,013 feet, and the frontage is on the line of the Chateauguay and Northern Railway.

Chadwick & Beckett, architects, are getting out plans for a modern brick and stone residence for Mrs. V. Chadwick, Poplar Plains road, Toronto; also for a brick residence for T. G. Blackstock, 20 Homewood avenue, Toronto.

FORTY DIFFERENT

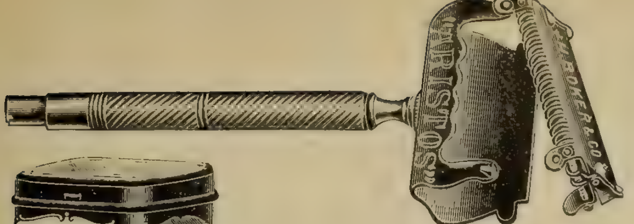
sorts of sheet iron and steel; all steel but Wood's Patent-Planished charcoal iron—the modern version of old-fashioned Russia.

It was good iron, that Russia! No better than Wood's; but how did they ever make it in Russia?

We make Wood's; some think it the better, and some prefer Russia.

Quick service. Return a whole sheet for an inch of fault.

American Sheet Steel Company, New York
Representatives for Canada
B. & S. H. Thompson & Company
53 St. Sulpice Street
Montreal



ARISTOS

H. Boker & Co.'s

Roller-Guard Safety Razor

with finest hollow-ground blades.

TREE

BRAND

Best Combination of Handiness and Quality.

CURRENT MARKET QUOTATIONS.

January 1, 1904.

These prices are for such qualities and quantities as are usually ordered by retail dealers on the usual terms of credit, the lowest figures being for larger quantities and prompt pay. Large cash buyers can frequently make purchases at better prices. The Editor is anxious to be informed at once of any apparent errors in this list, as the desire is to make it perfectly accurate.

METALS.

TIN.

Lamb and Flag and Straits 56 and 28-lb. ingots, 100 lb. $29 50 $30 50

TINPLATES.

Charcoal Plates—Bright.

M.L.S., equal to Bradley—		Per box.
I C, usual sizes	...	$6 50
I X "	....	8 00
I X X "	....	9 50
Famous, equal to Bradley—		
I C	....	6 75
I X	...	8 25
I X X	....	9 75
Raven and Vulture Grades—		
I C, usual sizes	....	4 50
I X "	....	5 50
I X X "	....	6 50
I X X X "	....	7 50

"Dominion Crown Best" Double Coated, Tissued.

		Per box.
I C	....	5 50
I X	....	6 50
I X X	....	7 50

"Allaway's Best" Standard Quality.

I C	....	4 50
I X	....	5 50
I X X	....	6 50

Coke Plates—Bright.

Bessemer Steel—		
I.C., usual size, 14x20	....	3 65
I.C., special sizes, base ..	....	3 90
20x28	....	7 75

Charcoal Plates—Terne.

Dean or J. G. Grade—		
I.C., 20x28, 112 sheets	6 75	7 50
IX., Terne Tin	....	10 50

Charcoal Tin Boiler Plates.

Cookley Grade—
X X, 14x56, 50 sheet bxs. }
" 14x60, " } ... 7 00
" 14x65, " }

Tinned Sheets.

72x30 up to 24 gauge	....	7 50
" " 26 "	....	8 00

IRON AND STEEL.

Common bar, per 100 lb	....	2 00
Refined " "	....	2 40
Horseshoe Iron "	....	2 40
Hoop steel, 1½ to 3-in. base ..	....	2 90
Sleigh shoe steel, "	....	2 10
Tire steel	2 30	2 50
Reeled machinery	....	3 00
Toe calk steel	2 85	3 00
T. Firth&Co.'s tool steel, per lb	0 12½	0 13
Jessop's tool steel	....	0 14
Morton's tool steel	0 12½	0 13
Black Diamond and "B.C." tool steel	0 10	0 11
Chas. Leonard's tool steel	0 08	0 09
Jonas & Colver's tool steel	0 10	0 20
" "Air Hardening"	....	0 70
Drill steel, per lb	0 08	0 10
Russia Iron—		
Genuine	....	0 11
Imitation Dom. Crown	....	0 06

STEEL BOILER PLATE.

¼ in	2 50	2 60
3-16 in	2 60	2 70
⅜ in. and thicker	2 50	2 60

BABBIT METAL.

"Tandem," A ......per lb.	0 27
" B ...... "	0 21
" C ...... "	0 11½
Frictionless Metal ...... "	0 23

Syracuse Smelting Works:

Aluminum, genuine	0 45
Government, "	0 44
Tough, "	0 40
Hard, "	0 40
Dynamo	0 30
Special	0 25
Harmony	0 22
Car Box	0 20
Extra	0 15

The Canada Metal Co.:

Imperial, genuine,	0 40
Metallic	0 30
Hercules	0 20
Star	0 15
No. 1	0 12
No. 2	0 10
No. 3	0 06
No. 4	0 05

Geo. Langwell & Son.

No. 1	0 08
No. 2	0 07
No. 3	0 05½
Extra	0 09½

BLACK SHEETS.

	Montreal.	Toronto
10 and 16 gauge	2 25	2 55
18 gauge	2 30	2 60
20 "	2 30	2 60
22 to 24 gauge	2 35	2 70
26 "	2 40	2 80
28	2 40	2 90

COPPER WIRE.

Discount, 50 per cent.

CANADA PLATES.

Ordinary	2 65
All bright	3 50

Galvanized Canada Plates—

	Ordinary.	Dom. Crown.
18x24x52	4 25	4 35
" 60	4 50	4 60
20x28x80	8 50	8 70
" 94	9 00	9 20

GALVANIZED SHEETS.

	Fleur-de-Lis.	Comet	Bell.	Queen's Head
16 gauge	3 65	....	....	....
18 to 24 gauge	3 75	3 75	3 75	4 05
26 "	4 00	4 00	3 90	4 25
28 "	4 25	4 25	4 05	4 50

American brands, $4 40 for 28 gauge.
Less than case lots 10 to 15c. extra.

CHAIN.

Proof coil, 3-16 in., per 100 lb.	....	....
" ¼ "	....	6 10
" 5-16 "	....	4 70
" ⅜ "	....	4 00
" 7-16 "	....	3 80
" ½ "	....	3 70
" 9-16 "	....	3 55
" ⅝ "	....	3 35
" ¾ "	....	3 30

Halter, kennel and post chains, 40 to 40 and 5 per cent.

Cow ties	40 p.c.
Tie out chains	65 p.c.
Stall fixtures	35 p.c.
Trace chain	45 p.c.

Jack chain, iron, single and double, discount 35 p.c.
Jack chain, brass, single and double, discount 40 p.c.

COPPER.

	Ingot.	Per 100 lb.
Casting	13 50	14 00

Bars.

Cut lengths, round, ½ to ⅞ in.	23 00	25 00
" round and square, 1 to 2 inches	23 00	25 00

Sheet.

Plain, 16 oz., 14x48 and 14x60	20 00
Plain, 14 oz.	21 00
Tinned copper sheet	24 00
Planished	32 00

Braziers' (in sheets).

4x6 ft., 25 to 30 lb. each, per lb.	0 22
" 35 to 45 " "	0 21
" 50-lb. and above "	0 20

BOILER AND T.K. PITTS.

Plain tinned, per lb	0 28
Spun, per lb	0 32

BRASS.

Rod and Sheet, 14 to 30 gauge, 15 per cent

Sheets, hard-rolled, 2x4	0 23
Tubing, base, per lb.	0 23½

ZINC SPELTER.

Foreign, per 100 lb	6 00	6 25
Domestic " "	....	....

ZINC SHEET.

5-cwt. casks	6 15	6 50
Part casks	6 50	7 00

LEAD.

Imported Pig, per 100 lb.	3 20	3 30
Bar, per lb	....	0 05
Sheets, 2½ lb. sq. ft., by roll ..	....	0 06¼
Sheets, 3 to 6 lb. "	....	0 06

NOTE.—Cut sheets ½c. per lb., extra. Pipe, by the roll, usual weights per yard, lists at 7c. per lb. and 35 p.c. dis. f.o.b. Toronto.

NOTE. Cut lengths, net price, waste pipe 8-ft. lengths, lists at 8c.

ANTIMONY.

Cookson's ......per lb. 7 50 8 00

SHOT.

Common, $6.50 per 100 lb.; chilled, $7.00 per 100 lb.; buck, seal and ball, $7.50. Discount, 17½ p.c. Prices are f.o.b. Toronto, Hamilton, Montreal, St. John and Halifax. Terms, 3 p.c. cash, freights equalized.

PLUMBING GOODS.

BATH TUBS.

Zinc 6 00
Copper, discount 20 per cent. off revised list.

BATHS.

Standard Enameled.

5½-ft. rolled rim, 1st quality	23 00
5½ " " " 2nd "	20 00

CLOSETS.

	Net.
Plain York or Ontario Syphon Jet	$9 60
Emb. " " "	10 20
Fittings	1 00
Plain Simplex Syphon Jet	9 00
Emb. " " "	7 50
Fittings	1 25
Low Down Elgin or Teutonic, plain	6 00
Low " " " emb.	6 50
Plain Richelieu	4 25
Emb. "	4 50
Connections	1 25
Closet connection	1 25
Basins, P.O., 14-in	0 63
Basins, oval, 17 x 14-in.	1 50
Basins, " 19 x 15-in.	2 00

IRON PIPE.

Black pipe		Per 100 feet.
⅛ inch	....	3 25
¼ "	2 30	2 40
⅜ "	2 55	2 55
½ "	2 85	2 85
¾ "	3 65	3 65
1 "	....	5 20
1¼ "	....	7 35
1½ "	....	8 95
2 "	....	12 55
2½ "	....	17 25
3 "	....	22 75
3½ "	....	28 75
4 "	....	35 25
4½ "	....	41 00
5 "	....	44 00
6 "	....	57 50

Galvanized pipe—

¼ inch	....	3 20
⅜ "	....	3 45
½ "	....	3 90
¾ "	....	5 00
1 "	....	7 20
1¼ "	....	10 05
1½ "	....	12 20
2 "	....	16 85

Malleable Fittings Discount 15 p.c.
Cast Iron Fittings—
On unions, 55 per cent.; on nipples, 60 per cent.; headers and flanged unions, 52½ per cent.; bushings, plugs and other than standard 57½ per cent.

PLUMBERS' BRASS GOODS.

Standard Compression work, dis. 60 per cent.
Cushion work, discount 50 per cent.
Fuller work, discount 65 per cent.
6 dozen lots and over of the above, extra discount 10 per cent.
Lever handle Stops and Waste, discount 60 per cent. With, in lots of 2 dozen and over an extra discount of 10 per cent.
Globe, Angle and Check Valves, discount 55 per cent.
Standard Globe, Angle and Check Valves, discount 60 per cent.
Radiator Valves discount 55 per cent.
Standard Radiator Valves, discount 60 per cent.
Patent Quick-Opening Valves, discount 65 per cent.

No. 1 compression bath cock ......net	2 00
No. 4 " " ...... "	2 00
No. 7 Fuller's ...... "	2 20
No. 4½, " ...... "	2 35
Patent Compression Cushion, basin cock, hot and cold ......per doz.	15 00
Patent Compression Cushion, bath cock, No. 2208	2 25

Square head brass cocks, discount 55 per cent
" " iron " " 50 to 60 "
Competition Globe, Angle and Check Valve discount 70 per cent.
Thompson Smoke-test Machine $25.00

RANGE BOILERS.

Dominion, 30 gallon	net	5 50
" 35 "	"	6 50
" 40 "	"	7 50
Ronald's Galvanized, 30 gallon,	"	7 40
" " 35 "	"	8 40
" " 40 "	"	9 60
Copper, 30 gallon	"	22 00
" 35 "	"	24 00
" 40 "	"	28 00

Discount off copper boilers 15 per cent.

SOIL PIPE AND FITTINGS.

Light soil pipe, discount, 50 and 10 per cent
" " fittings, discount 50 and 10 p.c.
Med. and Extra heavy pipe and fittings, dis. 55 and 5 per cent.
7 and 8-in. pipe, discount 40 and 5 per cent.

SOLDER.

		Per lb
Bar, half-and-half, guaranteed	....	0 19
Bar, half-and-half, commercial	....	0 18
Refined	....	0 18
Wiping	....	0 17

PAINTS AND OILS.

BLUESTONE.

Casks, for spraying,	5 50
100-lb. lots do per lb.	0 08

COLORS IN OIL.

25-lb. tins, Standard Quality.

Venetian red, per lb.	0 03½	0 05
Chrome yellow	0 12	0 14
Golden ochre	0 07	0 10
French "	....	0 06
Marine black	....	0 04
Chrome green	....	0 10
French Imperial green	....	0 14
Signwriters' black	....	0 16
Umber	0 04	0 06
Sienna	0 04	0 07

THOS. GOLDSWORTHY & SONS

MANCHESTER, ENGLAND.

EMERY { Cloth Corn Flour

We carry all numbers of Corn and Flour Emery in 10-pound packages, from 8 to 140, in stock. Emery Cloth, Nos. OO., O., F., FF., 1 to 3.

JAMES HUTTON & CO., Wholesale Agents for Canada, **Montreal.**

COLORS, DRY.

Common ochre, bbls.	1 15	1 30
Yellow ochre (J.F.L.S) bbls.,	....	2 00
Brussels ochre	....	2 00
Venetian red, bbl	1 50	2 25
English oxides, per cwt	3 00	3 25
American oxides, bbls	1 25	2 75
Canadian oxides, bbls	1 25	1 75
Super magnetic oxides, 93 p.c.	2 00	2 25
Burnt sienna, pure, per lb	....	0 10
" umber, " "	0 08	0 10
Raw umber	0 08	0 10
Drop black, pure	....	0 10
Chrome yellow, pure	....	0 18
Chrome greens, pure per lb	0 09	0 10
Golden ochre	0 03	0 04
Ultramarine blue, in 28-lb. boxes, per lb.	0 06	0 12
Fire proof mineral, per 100 lb.	....	1 00
Genunie Eng. Litharge, per lb	....	0 07
Mortar color, per 100 lb	1 25	1 5[illegible]
Pure Indian red, No. 45, lb	0 08	0 1[illegible]
Whiting (common), bbl	0 55	0 [illegible]0
English vermilion in 30-lb. bgs.	...	0 85

CASTOR OIL.

British, 1st. qual, in cases, per lb	0 08½	0 09½
" " small lots	0 10	0 10½

COD OIL, ETC.

Cod oil, per gal	0 50	0 55
Pure olive	....	1 40
" neatsfoot	....	0 90

WHITE LEAD. Per 100 lb.

Pure	....	4 75
No. 1	....	4 50
No. 2	....	4 25
No. 3	....	3 87½
No. 4	....	3 50
Munro's Select Flake White	....	4 75
Elephant and Decorators' Pure	....	4 75
Brandram's Genuine	....	....
" Decorative	....	....
" " No. 1	....	....
"Monarch" brand	....	....
Decorator's Pure	....	4 75
Sterling Pure	....	5 00
Island City Pure	....	5 00
Essex Genuine	..	5 25
Ramsay's Pure Lead	4 75	5 00
Ramsay's Exterior	4 50	4 75

RED LEAD.

Genuine, 560 lb. casks, per cwt	$4 75	$5 00
Genuine, 100 lb. kegs, "	5 25	5 50
No. 1, 560 lb. casks, per cwt	4 00	4 25
No. 1, 100 lb. kegs, per cwt	4 25	4 50

WHITE ZINC.

Extra Red Seal	0 06	0 08
No. 1	0 05½	0 07
No. 2	0 05	0 06

DRY WHITE LEAD.

Pure, casks	....
Pure, kegs	....
No. 1, casks	....
No. 1, kegs	....

PREPARED PAINTS.

In ¼, ½ and 1-gallon tins.

Pure, per gallon	....	1 20
Second qualities, per gallon	....	1 00
Barn (in bbls.)	0 60	0 90
The Sherwin-Williams paints	....	1 40
Canada Paint Co.'s pure	....	1 25
Toronto Lead & Color Co's pure	....	1 25
Sanderson Pearcy's pure	....	1 20
Standard Co.'s "New Era."	....	1 30
"Globe" barn	60	70
Francis-Frost Co.'s "Ark" B'd	....	1 25
" British Navy deck	....	1 50
Henderson & Potts's "Anchor"	....	1 35
Globe Paint Co.'s mixed	....	1 30
" barn and bridge	....	0 75
Ramsay's paints, Pure, per gal.	....	1 20
" Thistle, "	....	1 00
" Outside, bbls	0 55	0 65
Island City House Paint	....	1 25
" Floor "	....	1 25
National	....	1 05

PUTTY.

Bulk in bbls	1 70
Bulk in less quantity	1 95
Bladders in bbls	2 00
Bladders in kegs, boxes or loose	2 25
25-lb. tins	2 25
12½ lb. tins	2 50
Bladders in bulk or tins less than 100 lb.	2 50

VARNISHES.

In 5-gal. lots.	Per gal.	Net.
Carriage, No. 1	1 50	1 60
Pale durable body	4 10	4 25
" rubbing	2 85	3 20
Gold size, japan	1 50	1 60
No. 1 brown japan	0 85	0 90
Elastic oak	....	1 50
Furniture, extra	1 10	1 25
" No. 1	0 90	1 00
Hard oil finish	1 35	1 50
Light oil finish	1 60	1 70
Damar	1 75	2 00
Shellac, white	2 40	2 50
" orange	2 30	2 40
Turpentine, brown japan	1 10	1 20
" black japan	1 10	1 20
" " No. 1.	0 85	0 90
Elastilite varnish, 1 gal. can, each		2 00
Granitine floor finish, per gal		2 75

Maple Leaf coach enamels; size 1, $1.20; size 2, 70c.; size 3, 40c. each.

Sherwin-Williams' kopal varnish, assorted case, from to 1 gal., $2.50.

GLUE.

Common	0 08	0 09
French medal	0 10	0 14
White, extra	0 18	0 22
Gelatine	....	....
Strip	0 18	0 20
Coopers	0 19	0 20
Huttner	....	....
Ground	0 12	0 16
Cologne, genuine	....	....

HARDWARE.

AMMUNITION.

Cartridges.

B. B. Caps Dominion, 50 and 5 per cent.
Rim Fire Pistol, discount 40 p.c., American.
Rim Fire Cartridges, Dominion, 50 and 5 p.c.
Central Fire Pistol and Rifle, 10 p.c., Amer.
Central Fire Cartridges, pistol sizes, Dominion, 30 per cent.
Central Fire Cartridges, Sporting and Military, Dominion, 15 per cent.
Central Fire, Military and Sporting, American, add 5 per cent. to list. B.B. Caps; discount 40 per cent., American.
Loaded and empty Shells, "Trap" and "Dominion" grades, 25 per cent. Rival and Nitro, 10 per cent. advance on list.
Brass Shot Shells, 55 per cent.
Primers, Dom., 30 per cent.; American, $1.60.

Wads.	per lb.
Best thick white felt wadding, in ¾-bags	$ 00
Best thick brown or grey felt wads, in ½-lb. bags	0 70
Best thick white card wads, in boxes of 500 each, 12 and smaller gauges	0 99
Best thick white card wads, in boxes of 500 each, 10 gauge	0 35
Best thick white card wads, in boxes of 500 each, 8 gauge	0 55
Thin card wads, in boxes of 1,000 each, 12 and smaller gauges	0 20
Thin card wads, in boxes of 1,000 each, 10 gauge	0 25
Thin card wads, in boxes of 1,000 each, 8 auge	...

Chemically prepared black edge grey cloth wads, in boxes of 250 each— Per M.

11 and smaller gauge	0 60
9 and 10 gauges	0 70
7 and 8 "	0 90
5 and 6 "	1 10

Superior chemically prepared pink edge, best white cloth wads, in boxes of 250 each—

11 and smaller gauge	1 15
9 and 10 gauges	1 40
7 and 8 "	1 65
5 and 6 "	1 90

ADZES.

Discount 20 per cent.

ANVILS.

Wright's, 80-lb. and over	0 10¾
Hay Budden, 80-lb. and over	0 09¼
Brook's, 80-lb. and over	0 11¼

AUGERS.

Gilmour's, discount 65 and 5 per cent. off list.

AXES.

Chopping Axes		
Single bit, per doz.	7 00	10 00
Double bit, "	10 00	18 00
Bench Axes, 40 per cent.		
Broad Axes, 25 per cent.		
Hunters' Axes	5 50	6 00
Boys' Axes	6 25	7 00
Splitting Axes	7 00	12 00
Handled Axes	7 50	10 00

AMERICAN AXE AND TOOL CO.

Red Ridge, boys', handled	5 75
" hunters	5 25

AXLE GREASE

Ordinary, per gross	5 75	6 00
Best quality	13 00	15 00

BELLS.

Hand.

Brass, 60 per cent.
Nickel, 55 per cent.

Cow.

American make, discount 63¾ per cent.
Canadian, discount 45 and 50 per cent.

Door.

Gongs, Sargant's	5 50	8 00
" Peterboro', discount 46 per cent.		

Farm.

American, each	1 25	3 00

House.

American, per lb.	0 35	0 40

BELLOWS.

Hand, per doz.	3 35	4 75
Moulders', per doz.	7 50	10 00
Blacksmiths', discount [illegible]0 per cent.		

BELTING.

Extra, 60 per cent.
Standard, 60 and 10 per cent.
No. 1, not wider than 6 in., 60, 10 and 10 per cent.
Agricultural, not wider than 4 in., 75 per cent.

BITS.

Auger.

Gilmour's, discount 60 and 5 per cent.
Rockford, discount 50 and 10 per cent.
Jennings' Gen., net list.

Car.

Gilmour's, 47½ to 50 per cent.

Expansive.

Clark's, 40 per cent.

Gimlet.

Clark's, per doz	0 65	0 90
Diamond, Shell, per doz	1 00	1 50
Nail and Spike, per gross	2 25	5 20

BLIND AND BED STAPLES.

All sizes, per lb.	0 07¾	0 12

BOLTS AND NUTS	Per cent.
Carriage Bolts, common ($1 list)	
" " 3-16 and ¼	60
" " 3-16 and ⅜	55 and 5
" " 7-16 and up	55
" " full sq. ($2.40 list)	60
" " Norway Iron ($3 list)	60
Machine Bolts, all sizes, ⅜ and less	60
Machine Bolts, 7-16 and up	55 and 5
Plough Bolts	55 and 5
Blank Bolts	55 and 5
Bolt Ends	55 and 5
Sleigh Shoe Bolts	70
Coach Screws, cone point	70

Nuts, square, all sizes, 4c. per lb. off.
Nuts, hexagon, all sizes, 4¼c. per lb. off.
Stove Rods, per lb., 5½ to 6c.

BOOT CALKS.

Small and medium, ball .... per M.	4 25
Small heel "	4 50

BRIGHT WIRE GOODS.

Discount 62½ per cent.

BROILERS.

Light, discount 65 to 67½ per cent.
Reversible, discount 65 to 67½ per cent.
Vegetable, per doz., discount 37½ per cent.

Henis, No. 8 .... per doz.	6 00
Henis, No. 9 "	7 00
Queen City "	7 50

BUTCHERS' CLEAVERS.

German .... per doz.	6 00	11 00
American "	12 00	20 00

BUTCHER KNIVES.

Bailey's .... per doz.	0 60	6 30

BUILDING PAPER, ETC.

Tarred Felt, per 100 lb.	1 85
Ready roofing, 2-ply, not under 45 lb. per roll	0 90
Ready roofing, 3-ply, not under 65 lb., per roll	1 15
Carpet Felt .... per ton	45 00
Heavy Straw Sheathing .... per ton	35 00
Dry Sheathing ..... per roll, 400 sq. ft.	0 40
Tar " " 400 "	0 50
Dry Fibre " 400 "	0 55
Tarred Fibre " 400 "	0 65
O. K. & I. X. L " 400 "	0 70
Resin-sized " 400 "	0 45
Oiled Sheathing " 600 "	1 00
Oiled " " 400 "	0 70
Roof Coating, in barrels ...... per gal.	0 17
Roof " small packages "	0 25
Refined Tar .... per barrel	5 00
Coal Tar "	4 00
Coal Tar, less than barrels .... per gal.	0 15
Roofing Pitch .... per 100 lb.	1 10

BULL RINGS.

Copper, $2.00 for 2½-inch, and $1.90 for 2-inch.

BUTTS.

Wrought Brass, net revised list.

Cast Iron.

Loose Pin, discount 60 per cent

Wrought Steel.

Fast Joint, discount 65, 10 and 2½ per cent.
Loose Pin, discount 65, 10 and 2½ per cent.
Berlin Bronzed, discount 70, 70 and 5 per cent

Gen. Bronzed .... per pair	0 40	0 65

CARPET STRETCHERS.

American .... per doz.	1 00	1 50
Bullard's "	....	6 50

CASTORS.

Bed, new list, discount 55 to 57½ per cent.
Plate, discount 52½ to 57½ per cent.

CATTLE LEADERS.

Nos. 31 and 32 ..... per gross	8 50	9 50

CHALK.

Carpenters' Colored, per gross	0 45	0 75
White lump .... per cwt.	0 60	0 65
Red	0 05	0 06
Crayon .... per gross	0 14	0 18

CHISELS.

Socket, Framing and Firmer.

Broad's, discount 60 and 10 per cent.
Warnock's, discount 50 and 10 per cent.
P. S. & W. Extra, discount 60 and 10 per cen

CHURN

Revolving Churns, metal frames—No. 0, $8 No. 1, $8.50; No. 2, $9.00; No. 3, $10.00 No. 4, $12.00; No. 5, $16.00 each. Ditto wood frames, 20c. each less than the above Discounts: Factories, 30 and 30 per cent f.o.b. Ottawa, Kingston and Montreal, 40 and 15 per cent. Terms 4 months or 3 per cent. cash in 30 days.

Churn frames, including bearings, levers, etc. Nos. 0, 1, 2 and 3, wood, $2.40; and 4 and 5, $2.65. Metal frames, 25c. extra. Discount 15 per cent., net 30 days.

CLIPS.

Axle, discount 65 per cent.

"Same Quality as Last"

These are the words used by our old customers when ordering more goods, and their meaning is easily understood.

Our Building Papers, Roofing Felts and Wire Edged Ready Roofing are made to give satisfaction to the **User,** and those are the kind of goods the Dealer wants.

The Paterson Mfg. Co., Limited

Toronto and Montreal.

COMPASSES, DIVIDERS, ETC.

American, discount 62½ to 65 per cent.

CONDUCTOR PIPE.

Plain or Corrugated.

2-inch	per 100 feet		3 00
3 "	"	"	4 00
4 "	"	"	5 25
5 "	"	"	6 75
6 "	"	"	9 00

CRADLES, GRAIN.

Canadian, discount 20 to 25 per cent.

CROSSCUT SAW HANDLES.

S. & D., No. 3	per pair	0 17½
S. & D., " 5	"	0 22½
S. & D., " 6	"	0 15
Boynton pattern	"	0 20

DOOR SPRINGS.

Torrey's Rod (15 p.c.), per doz.		....	2 00
Coil	"	0 88	1 60
English	"	2 00	4 00

DRAW KNIVES.

Coach and Wagon, discount 50 and 10 per cent.
Carpenters' discount 60 and 10 per cent.

DRILLS.

Hand and Breast.

Millar's Falls, per doz., net list.

DRILL BITS.

Morse, discount 37½ to 40 per cent.
Standard, discount 50 and 5 to 55 per cent.

FAUCETS.

Common, cork-lined, discount 35 per cent.

EAVETROUGHS.

10-inch ....per 100 ft. 10

ELBOWS (stovepipe.)

and 6-inch, common	per doz.	1 20
7-inch	"	1 35

Polished, 15c. per dozen extra.

ESCUTCHEONS.

Discount 40 per cent.

ESCUTCHEON PINS.

Iron, discount 40 per cent.

FACTORY MILK CANS.

Discount off revised list, 40 per cent.

FILES AND RASPS.

Great Western	70 and 10 per cent.
Arcade	70 " 10 "
Kearney & Foot	70 " 10 "
Disston's	70 " 10 "
American	70 " 10 "
J. Barton Smith	70 " 10 "
McClellan	70 " 10 "
Eagle	70 " 10 "
Nicholson, 60 and 10 to 60, 10 and 5	"
Royal	80 "
Globe	70 to 75 "

Black Diamond, 60 and 10 to 60, 10 and 5 per cent.
Jowitt's, English list, 25 to 27½ per cent.
Nicholson File Co.'s "Simplicity" file handle, per gross 85c. to $1.50

GLASS.

Window. Box Price.

Size United Inches.	Star Per 50 ft.	Star Per 100 ft.	D. Diamond Per 50 ft.	D. Diamond Per 100 ft.
Under 26	....	3 10	....	6 75
26 to 40	....	3 30	....	7 25
41 to 50	....	3 70	....	8 75
51 to 60	....	4 00	....	10 00
61 to 70	....	5 00	....	11 5[illegible]
71 to 80	....	5 30	....	12 50
81 to 85	....	....	....	14 00
86 to 90	....	....	....	16 50
91 to 95	....	....	....	18 00
96 to 100	....	....	....	20 00

A discount of 25 per cent. is offered on "Double Diamond."

GAUGES.

Marking, Mortise, Etc.

Stanley's, discount 50 to 55 per cent.

Wire Gauges.

Winn's, Nos. 26 to 33 ....each 1 65 2 40

HALTERS.

Rope, ⅜-inch	per gross	....	....
Rope, ½ "	"	....	9 00
Rope, ⅝ to ¾-inch	"	....	14 00
Leather, 1-inch	per doz.	3 87½	4 00
Leather, 1¼ "	"	5 15	5 20
Web	"	1 87	2 45

HAMMERS.

Nail.

Maydole's, discount 5 to 10 per cent. Canadian discount 25 to 27½ per cent.

Tack.

Magnetic ....per doz. 1 10 1 20

Sledge.

Canadian..............per lb. 0 07½ 0 08½

Ball Pean.

English and Canadian, per lb. 0 22 0 25

HANDLES.

Axe, 2nd growth, per doz. net 3 00 4 00
Store door.........per doz. 1 00 1 50

Fork.

C. & B., discount 40 per cent., revised list.

Hoe.

C. & B., discount 40 per cent., revised list.

Saw.

American............per doz. 1 00 1 25

Plane.

American .... per gross 3 15 3 75

Hammer and Hatchet.

Canadian, discount 40 per cent.

Cross-Cut Saws.

Canadian............per pair 0 13½

HANGERS. doz. pairs.

Steel barn door	5 85	6 00
Stearns, 4-inch	....	5 00
" 5-inch	....	6 50

Lane's covered—

No. 11, 5-foot run	....	8 40
No. 11½, 10-foot run	....	10 80
No. 12, 10-foot run	....	12 60
No. 14, 15-foot run	...	21 00
Lane's O.N.T. track, per foot	....	0 04½

HARVEST TOOLS.

Discount 60 per cent.

HATCHETS.

Canadian, discount 40 to 42½ per cent.

HAT ENAMEL.

Henderson & Potts' "Anchor Brand'

HINGES.

Blind, Parker's, discount 16⅔ per cent.

Heavy T and strap, 4-in., per lb.	......	0 06½
" " 5-in., "	......	0 06¼
" " 6-in., "	......	0 06
" " 8-in., "	......	0 05¾
" " 10-in., "	......	0 05½

Light T and strap, discount 65 and 5 per cent.
Screw hook and hinge—

6 to 10 in......... per 100 lb.	....	4 50
12 in. up "	....	3 25
Spring.......... per gro. pairs	....	10 50

HOES.

Garden, Mortar, etc., discount 60 per cent.
Planter.............. per doz. 4 00 4 50

HOLLOW WARE.

Discount 45 and 5 per cent.

HOOKS.

Cast Iron.

Bird cage	per doz.	0 50	1 10
Clothes line	"	0 27	0 63
Harness	"	0 72	0 88
Hat and coat	per gro.	1 00	3 00
Chandelier	per doz.	0 50	1 00

Wrought Iron.

Wrought hooks and staples Canadian discount 47½ per cent.

Wire.

Hat and coat, discount 45 per cent.
Belt ....per 1,000 .... 0 60
Screw, bright, discount 55 per cent.

HORSE NAILS.

"C" brand, 40, 10 and 7½ per cent. off list } Oval
"M" brand, 55, per cent. } head
Countersunk, 55 per cent.
"Monarch," 50 and 7½ per cent.
"Peerless" 50 per cent. dis.

HORSESHOES.

F.O.B. Montreal

Iron Shoes.	No. 2 and larger.	No. 1 and smaller.
Light, medium and heavy	3 65	3 90
Snow shoes	3 90	4 15

Steel Shoes.

XL, sizes 1 to 5	....	5 35
Light, No. 2 and larger	....	3 80
No. 1 and smaller	....	4 05
Featherweight, all sizes 0 to 4.	....	5 35
Toeweight, all sizes 1 to 4	....	6 60

JAPANNED WARE.

Discount and 5 per cent. off list, June 1899

ICE PICKS.

Star... ....per doz. 00 3 25

KETTLES.

Brass spun 7½ per cent. discount off new list.
Copper............... per lb. 0 30 0 50
American, 60 and 10 to 65 and 5 per cent.

KEYS.

Lock, Canadian dis. 40 to 40 and 10 per cent.
Cabinet, trunk and padlock, American .... per gross 0 60

KNOBS.

Door, japanned and N.P., per doz.		1 50	2 50
Bronze, Berlin	per doz.	2 75	3 25
Bronze, Genuine	"	6 00	9 00
Shutter, porcelain, F. & L. screw	per gross	1 30	4 00
White door knobs	per doz.	....	1 00

HAY KNIVES.

Net prices.

LAMP WICKS.

Discount, 60 per cent.

LANTERNS.

Cold Blast	per doz.	7 00
No. 3, "Wright's"	"	8 50
Ordinary, with O burner	"	4 00
Dashboard, cold blast	"	9 00
No. 0	"	5 75

Japanning, 50c. per doz. extra.

LEMON SQUEEZERS.

Porcelain lined	per doz.	2 20	5 60
Galvanized	"	1 87	3 85
King, wood	"	2 75	2 90
King, glass	"	4 00	4 50
All glass	"	0 50	0 90

LINES.

Fish	per gross	1 05	2 50
Chalk	"	1 90	7 40

LAWN MOWERS.

Woodyatt, 12-in. wheel	7 50
Star "	5 50
Daisy " (net)	2 45
Philadelphia, 12-in. wheel	6 50
Ontario, "	14 25

Discount, 50 per cent.

Maxwell & Sons:

10½-in. high wheel	7 50	10 00
9-in	5 50	6 25
8-in	49 0	5 50

Discount 50 per cent.

LOCKS.

Canadian, 40 to 40 and 10 per cent.
Russell & Erwin......per doz. 3 00 3 25

Cabinet.

Eagle, discount 30 per cent.

Padlocks.

English and Am..... per doz. 0 50 6 00
Eagle, discount 20 to 25 per cent.

MACHINE SCREWS.

Iron and Brass.

Flat head, discount 25 per cent.
Round head, discount 20 per cent.

MALLETS.

Tinsmiths'	per doz.	1 25	1 50
Carpenters', hickory,	"	1 25	3 75
Lignum Vitae	"	3 85	5 00
Caulking, each		0 60	2 00

MATTOCKS.

Canadian............ per doz. 5 50 6 50

MEAT CUTTERS.

American, discount 33⅓ per cent.
German, 15 per cent.
Gem ....each 1 15

MILK CAN TRIMMINGS.

Discount 25 per cent.

NAILS.	Cut.	Wire.
2d and 3d	3 45	3 45
3d	3 10	3 12
4 and 5d	2 85	2 95
6 and 7d	2 75	2 80
8 and 9d	2 60	2 60
10 and 12d	2 55	2 55
16 and 20d	2 50	2 50
30, 40, 50 and 60d (base)	2 45	2 45

Cut nails in carlots 5c. less.
Wire nails in carlots are $2.40.
Steel cut nails 10c. extra.
Miscellaneous wire nails, discount 75 per cent.
Coopers' nails, discount 30 per cent.

NAIL PULLERS.

German and American 1 75 50

NAIL SETS.

Square, round and octagon, per gross.................... 3 38
Diamond .... 1 00 ? 0

POULTRY NETTING.

2-in. Mesh, 19 w.g., dis. 60 per cent.
2-in. Mesh, 16 w.g. and heavier, 50 p.c.

OAKUM.

U. S. Navy ....per 100 lb. 6 75
Plumbers .... " 3 00

OILERS.

McClary's Model galvanized oil can, with pump, 5 gallon, per dozen 10 00
Zinc and tin, discount 50, 50 and 10 per cent.
Copper .... per doz. 1 25 3 50
Brass.............. " 1 50 3 50
Malleable, discount 25 per cent

GALVANIZED PAILS.

Dufferin pattern pails, discount 45 per cent
Flaring pattern, discount 45 per cent.
Galvanized washtubs, discount 45 per cent.

PIECED WARE.

Discount 40 per cent off list, June, 1899.
10-qt. flaring sap buckets, discount 40 per cent
6, 10 and 14-qt. flaring pails, dis. 40 per cent.
Creamer cans, discount 40 per cent.

PICKS.

Per dozen 6 00 9 00

PICTURE NAILS.

Porcelain head ......per gross 1 35 1 50
Brass head.......... " 0 40 1 00

PICTURE WIRE.

Tin and gilt, discount 75 per cent.

PINE TAR.

½ pint in tins ....per gross ... 7 80
1 " " " 9 60

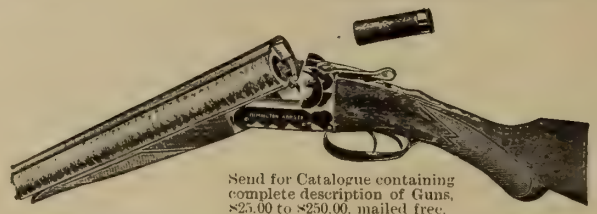
PLANES.

Wood bench, Canadian discount 40 per cent., American discount 50 per cent.
Wood, fancy Canadian or American, 37½ to 40 per cent.

Remington Hammerless Shot Gun

GUARANTEED FOR NITRO POWDERS

Grade K. Made with Remington blued steel barrels.



Send for Catalogue containing complete description of Guns, $25.00 to $250.00, mailed free.

Grade K E D. Made with Damascus barrels and Automatic Ejector.

REMINGTON ARMS CO., ILION, N.Y., 313-317 Broadway, New York. 86-88 First St., San Francisco, Cal.

SOLD BY LEADING CANADIAN DEALERS. NOT RETAILED BY THE MANUFACTURERS.

PLANE IRONS.

English ..... per doz.	2 00	5 00

PLIERS AND NIPPERS.

Button's genuine, per doz. pairs,		discount 37½ to 40 per cent.
Button's imitation.... per doz.	5 00	9 00
German ..... "	0 60	60

PRESSED SPIKES.

Discount 20 per cent.

PULLEYS.

Hothouse ..... per doz.	0 55	1 00
Axle ..... "	0 22	0 33
Screw ..... "	0 27	1 00
Awning ..... "	0 35	2 50

PUMPS.

Canadian cistern	1 80	3 60
Canadian pitcher spout	1 40	2 10

PUNCHES.

Saddler's ..... per doz.	1 00	1 85
Conductor's ..... "	9 00	15 00
Finners', solid ..... per set	....	0 72
" hollow ..... per inch	....	1 00

RAKES.

Wood ..... per doz. net	1 20	up.

RAZORS.

	per doz.	
Elliot's	4 00	18 00
Geo. Butler's & Co.'s	4 00	18 00
Boker's	7 50	11 00
" King Cutter	12 50	15 00
Wade & Butcher's	3 60	10 00
Theile & Quack's	7 00	12 00
Bailey's	6 00	12 00
Bailey's Brantford	10 00	11 00
Carbo Magnetic	....	15 00
Griffon Barber's Favorite	....	10 75
Griffon No. 65	....	13 00
Griffon Safety Razors	....	13 50
Griffon Stropping Machines ..	....	13 50
Lewis Bros. "Klean Kutter"	8 50	10 50

REGISTERS.

Discount 40 per cent.

RIVETS AND BURRS.

Iron Rivets, black and tinned, discount 60 and 10 per cent.
Iron Burrs, discount 55 per cent.
Extras on Iron Rivets in 1-lb. cartons, ½c. per lb.
Extras on Iron Rivets in ½-lb cartons, 1c. per lb.
Copper Rivets, with usual proportion burrs, 45 per cent. discount. Cartons, 1c. per lb. extra, net.
Copper Burrs only, discount 30 and 10 per cent.
Extras on Tinned or Coppered Rivets, ½-lb. cartons, 1c. per lb.

RIVET SETS.

Canadian, discount 35 to 37½ per cent.

ROPE, ETC.

Sisal	0 11½
Pure Manilla	0 14½
"British" Manilla	0 12
Cotton, 3-16 inch and larger	0 00
" 5-32 inch	0 00
" ⅛ inch	0 00
Russia Deep Sea	0 15
Jute	0 08
Lath Yarn, single	0 11
" double	0 11½
Sisal bed cord, 48 feet ..... per doz.	0 65
" " 60 feet ..... "	0 80
" " 72 feet ..... "	0 95

RULES.

Boxwood, discount 55 per cent.
Ivory, discount 37½ to 40 per cent.

SAD IRONS.

Mrs. Potts, No. 55, polished ....per set	0 70
" No. 50, nickle-plated, "	0 80

SAND AND EMERY PAPER.

B. & A. sand, discount, 40 and 5 per cent
Emery, discount 40 per cent.
Garnet (Rurton's), 5 to 10 per cent. advance on list

SAP SPOUTS.

Bronzed iron with hooks ....per 1,000	9 50.	

SAWS.

Hand, Disston's, discount 12½ per cent.
S. & D., discount 40 per cent.
Crosscut, Disston's....per foot 0 35 0 55
S. & D., discount 35 per cent. on Nos. 2 and 3.
Hack, complete ..... each 0 75 2 75
" frame only 0

SASH WEIGHTS.

Sectional ..... per 100 lb.	....	2 25
Solid ..... "	....	1 75

SASH CORD.

Per lb.	0 22	0 25

SAW SETS.

	per doz.
Lincoln and Whiting	4 75
Hand Sets, No. 1 Woodyatt (Morrill)	4 25
X-Cut Sets, No. 3 Woodyatt (Morrill)	9 50

SCALES.

Gurney Standard, 40 per cent.
Gurney Champion, 50 per cent.
Burrow, Stewart & Milne—
Imperial Standard, discount 40 per cent.
Weigh Beams, discount 35 per cent.
Champion Scales, discount 50 per cent.
Fairbanks standard, discount 35 per cent.
" Dominion, discount 55 per cent
" Richelieu, discount 55 per cent.
Warren's new Standard, discount 40 per cent.
" " Champion, discount 50 per cent.
" Weighbeams, discount 35 per cent.

SCREW DRIVERS.

Sargent's ..... per doz.	0 65	1 00

SCREEN DOORS.

Common doors, 2 or 3 panel, walnut stained, 4-in. style ..... per doz.	6 80
Common doors, 2 or 3 panel, yellow and green stained, 4-in. style.... per doz.	7 00
Common doors, 2 or 3 panel, in natural colors, oil finish ..... per doz.	8 15

3-in. style 20c. per dozen less.

SCREWS.

Wood, F. H., bright and steel, discount 87½ per cent.
Wood, R. H., bright, dis. 82½ per cent.
" F. H., brass, dis. 80 per cent.
" R. H., " dis. 75 per cent.
" F. H., bronze, dis. 75 per cent.
" R. H., " dis. 70 per cent.
Drive Screws, dis. 87½ per cent.

Bench, wood ..... per doz.	3 25	4 00
" iron ..... "	4 25	5 00

Set, case hardened, dis. 60 per cent.
Square Cap, dis. 50 and 5 per cent.
Hexagon Cap, dis. 45 per cent.

SCYTHES.

Per doz. net	6 00	9 00

SCYTHE SNATHS.

Canadian, discount 40 per cent.

SHEARS.

Bailey Cutlery Co., full nickeled, discou and 2½ per cent.
Bailey Cutlery, Japan Handles, discount 67½ per cent.
Seymour's, discount 50 and 10 per cent.

SHOVELS AND SPADES.

Canadian, discount 45 per cent.

SINKS.

Cast iron, 16 x 24	....	0 85
" 18 x 30	....	1 00
" 18 x 36	....	1 40

SNAPS.

Harness, German, discount 25 per cent.

Lock, Andrews'	4 50	11 50

SOLDERING IRONS.

1, 1½-lb. ..... per lb.	....	37
2-lb. or over ..... "	....	0 34

SQUARES.

Iron, No. 493 ..... per doz.	2 40	2 55
" No. 494 ..... "	3 25	3 40

Steel, discount 60 to 60 and 5 per cent.
Try and Bevel, discount 50 to 52½ per cent.

STAMPED WARE.

Plain, discount 75 and 12½ per cent. off revised list.
Retinned, discount 75 per cent. off revised list.

STAPLES.

Galvanized	...	3 00
Plain	....	2 80

Coopers', discount 45 per cent.
Poultry netting staples, discount 40 per cent.

STOCKS AND DIES.

American discount 25 per cent.

STONE.

Washita ..... per lb.	0 28	0 60
Hindostan ..... "	0 06	0 07
" slip ..... "	0 09	0 09
Labrador ..... "	....	0 13
" Axe ..... "	....	0 15
Turkey ..... "	....	0 50
Arkansas ..... "	....	1 50
Water-of-Ayr ..... "	....	0 10
Scythe ..... per gross	3 50	5 00
Grind, 2-in., 40 to 200 lb., per ton	....	25 00
" " under 40 lb., "	....	28 00
" under 2 in. thick, "	....	29 00

STOVEPIPES.

5 and 6 inch, per 100 lengths	....	7 00
7 inch ..... "	....	7 50

ENAMELINE STOVE POLISH.

No. 4, 3 doz. in case .. net cash	....	4 80
No. 6, 3 doz. in ase .. "	....	8 40

TACKS, BRADS, ETC.

Carpet tacks, blued	80 and 15
" " tinned	80 and 20
" " (in kegs)	40
Cut tacks, blued, in dozens only	80
" ½ weights	60
Swedes cut tacks, blued and tinned—	
In bulk	80 and 10
In dozens	75
Swedes, upholsterers', bulk 85,	12½ and 12½
" brush, blued and tinned bulk	70
Swedes, gimp, blued, tinned and japanned	75 and 12½
Zinc tacks	35
Leather carpet tacks	55
Copper tacks	50
Copper nails	52½
Trunk nails, black	65 and 5
Trunk nails, tinned	65 and 10
Clout nails, blued	65 and 5
Chair nails	35
Patent brads	40
Fine finishing	40
Lining tacks, in papers	10
" " in bulk	15
" " solid heads, in bulk	75
Saddle nails, in papers	10
" " in bulk	15
Tufting buttons, 22 line, in dozens only	60
Zinc glaziers' points	5
Double pointed tacks, papers ..	90 and 10
" " " bulk	40
Clinch and duck rivets	45

TAPE LINES.

English, ass skin ..... per doz.	2 75	5 00
English, Patent Leather	5 50	9 75
Chesterman's ..... each	0 90	2 85
" steel ..... each	0 80	8 00

TINNERS' SNIPS.

Bailey's, discount 25 per cent.

THERMOMETERS.

Tin case and dairy, discount 75 to 75 and 10 per cent.

TRAPS (steel.)

Game, Newhouse, discount 25 per cent.
Game, H. & N., P. S. & W., 65 per cent.
Game, steel, 72½, 75 per cent.

TROWELS.

Disston's, discount 10 per cent.		
German ..... per doz.	4 75	6 00
S. & D., discount 35 per cent.		

TWINES.

Bag, Russian ..... per lb.	....	0 27
Wrapping, cotton, 3-ply	....	0 19
" 4-ply	....	0 23
Mattress ..... per lb.	0 33	0 45
Staging ..... "	0 27	0 35

VISES.

Wright's	....	0 13½
Brook's	....	0 12½
Pipe Vise, Hinge, No. 1	....	3 50
" " " No. 2	....	5 50
Saw Vise	4 50	9 00

Columbia Hardware Co.
Blacksmiths' (discount) 60 per cent.
" parallel (discount) 45 per cent.

ENAMELLED WARE.

White, Princess, Turquoise, Blue and White discount 50 per cent.
Diamond, Famous, Premier, discount 50 and 10 per cent.
Granite or Pearl, Imperial, Crescent, discount 50, 10 and 10 per cent.

WIRE.

Smooth Steel Wire.

No. 0-9 gauge		$2 50
10 "		6c. extra.
11 "		12c. "
12 "		20c. "
13 "		30c. "
14 "		40c. "
15 "		55c. "
16 "		70c. "

Add 60c. for coppering and $2 for tinning.
Extra net per 100 lb.—Oiled wire 10c., spring wire $1.25, special hay baling wire 30c., best steel wire 75c., bright soft drawn 15c., charcoal (extra quality) $1.25, packed in casks or cases 15c., bagging and papering 10c., 50 and 100-lb. bundles 10c., in 25-lb. bundles 15c., in 5 and 10-lb. bundles 25c., in 1-lb. hanks, 50c., in ½-lb. hanks 75c., in ¼-lb. hanks $1.
Fine Steel Wire, discount 25 per cent. List of extras: In 100-lb. lots: No. 17, $5—No. 18, $5.50—No. 19, $6—No. 20, $6.65—No. 21, $7—No. 22, $7.30—No. 23, $7,65—No. 24, $8—No. 25, $9—No. 26, $9.50—No. 27, $10—No. 28, $11—No. 29, $12—No. 30, $13—No. 31, $14—No. 32, $15—No. 33, $16—No. 34, $17. Extras net—tinned wire, Nos. 17-25, $2—Nos. 26-31, $4—Nos. 32-34, $6. Coppered, 5c.—oiling, 10c.—in 25-lb. bundles, 15c.—in 5 and 10-lb. bundles, 25c.—in 1-lb. hanks, 25c. —in ½-lb. hanks, 38c.—in ¼-lb. hanks, 50c.—packed in casks or cases, 15c.—bagging or papering, 10c.
Brass wire, discount 60 per cent. off the list.
Copper wire, discount 60 per cent. net cash 30 days, f.o.b factory.
Galvanized wire, per 100 lb.—Nos. 4 and 5, $3.70 to $3.70—Nos. 6, 7, 8, $3.15 to $3.15—No. 9, $2.55 — No. 10, $3.20 to $3.20—No. 11, $3.25 to $3.25 — No. 12, $2.65—No. 13, $2.75—No. 14. $3.75 to $3.75—No 15, $4.30—No. 16. $4.30. Base sizes, Nos. 6 to 9, $2.27½ f.o.b. Cleveland. In carlots 12½c. less.
Clothes Line Wire, regular 7 strand, No. 17, $4.65; No. 18. $2.90; No. 19, $2.60. Hollow 6 strand, No. 17, $4.30; No. 18, $2.70; No. 19, $2.35; No. 20, $2.30, f.o.b. Hamilton, Toronto, Montreal.

WIRE FENCING.

Galvanized barb	2 80
Galvanized, plain twist	2 90

Galvanized barb, f.o.b. Cleveland, $2 55½ in less than carlots, and $2 45 in carlots.

COILED SPRING WIRE.

High Carbon, No. 9	$2 75
" No. 11	3 40
" No. 12	2 95

WIRE CLOTH.

Painted Screen, per 100 sq. ft., net ..	1 50

Terms, 3 per cent. off 30 days.

WASTE COTTON.

Colored ..... per lb.	0
White ..... "	0 02

WRENCHES.

Acme, discount 35 to 37½ per cent.
Agricultural, discount 60 per cent.
Coe's Genuine, discount 20 to 25 per cent.

Towers' Engineer ..... each	2 00	7 00
" S. ..... per doz.	5 80	6 00
G. & K.'s Pipe ..... "	....	3 40
Burrell's Pipe ..... each	....	3 00
Pocket ..... per doz.	0 25	2 90

WRINGERS.

Leader ..... per doz.	30 00	33 00
Royal Canadian ..... "	....	24 00
Royal American ..... "	....	24 00
Sampson ..... "	....	24 00
Lightning ..... "	....	27 00

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WROUGHT IRON WASHERS.

Canadian make, discount 40 per cent.

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NIAGARA FALLS, CANADA.

Manufacturers of **FLATWARE, CUTLERY and ELECTRO PLATE. . . .**

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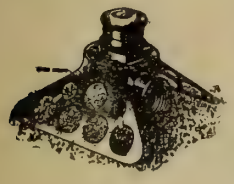

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Send for Folder No.14.

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Rochester, N.Y., U.S.A.

ONTARIO WIND ENGINE & PUMP CO.,

Limited.

GALVANIZING.

Phone Park 822

Atlantic Ave., Toronto

Have about 100 dozen

HOCKEY STICKS

left over from the manufacture of this season, which I can offer at a reduced rate such as

Men's X, - - $1.50

" Culls, - $1.10

You will find some very good lines among the Men's Culls, and Men's X are clear sticks.

E. B. SALYERDS, Preston, Ont.

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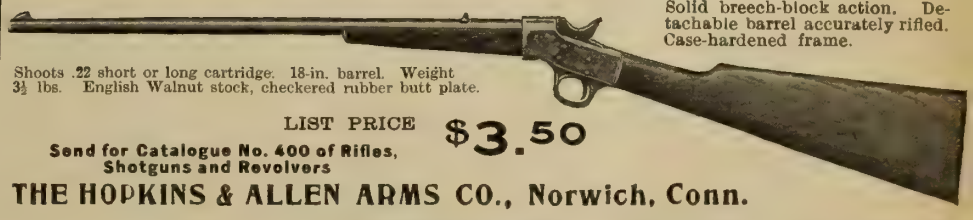
The very best "First Gun" for a boy.



Solid breech-block action. Detachable barrel accurately rifled. Case-hardened frame.

Shoots .22 short or long cartridge. 18-in. barrel. Weight 3½ lbs. English Walnut stock, checkered rubber butt plate.

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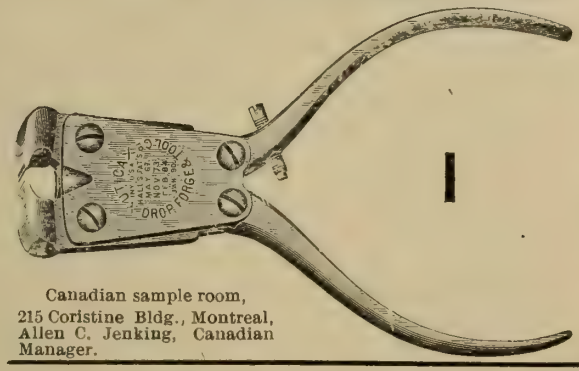

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IMPROVED COMPOUND CUTTING NIPPER.

The most powerful one on the market, forged from the best tool steel, and guaranteed to be free from defects.

All parts are interchangeable, and can be kept as good as new.

Send for the Green Book of Hardware Specialties for further particulars and price.

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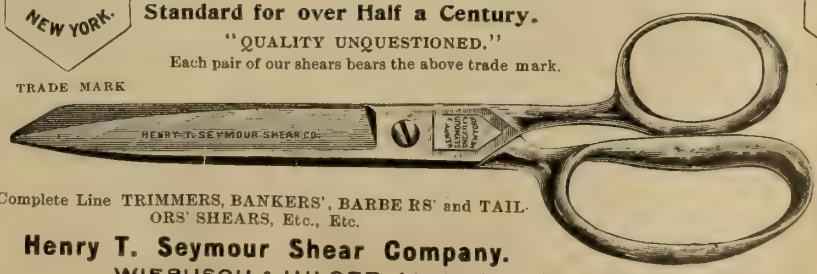

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Hutton, Jas., & Co., Montreal.
Oakey, John, & Sons, London, Eng.

Milk Cans and Trimmings.

Davidson, Thos., Mfg. Co., Montreal.
Kemp Mfg. Co., Toronto.
McClary Mfg. Co., London, Ont.

Nickel-Plated Ware.

Coltart & Cameron. Winnipeg.

Paints, Oils and Glass,

Alabastine Co., Paris, Ont.
Canada Linseed Oil Mills, Montreal.
Canada Paint Co., Montreal.
Dods, P. D., & Co., Montreal.
Globe Paint Co., Toronto.
Grant-Hamilton Oil Co., Toronto.
Henderson & Potts, Montreal and Halifax.
Hobbs Mfg. Co., London, Ont.
Jamieson, R. C., & Co., Montreal.
Lewis Bros. & Co., Montreal.
McArthur, Corneille & Co., Montreal.
McCaskill, Dougall & Co., Montreal.
Nobles & Hoare, London, Eng.
Queen City Oil Co., Toronto.
Ramsay & Son, Montreal.
Sherwin-Williams Co., Montreal.
Standard Paint and Varnish Works, Windsor, Ont.
Thorne, R. E., Montreal.
Toronto Plate Glass Imp. Co., Toronto.

Perforated Sheet Metals.

Greening, B., Wire Co., Hamilton.

Plumbers' Supplies.

Frankel Bros., Toronto.
Morrison, Jas., Brass Mfg. Co., Toronto.

Portland Cement.

Grey and Bruce Portland Cement Co., Owen Sound.
Hanover Portland Cement Co., Hanover, Ont.
Hyde, F., & Co., Montreal.
Sun Portland Cement Co., Owen Sound.

Radiators, Furnaces, Stoves, Tinware, etc.

Adams Co., Dubuque, Iowa.
Clare Bros. & Co., Preston, Ont.
Dominion Radiator Co., Toronto, Ont.
Gurney Foundry Co., Toronto.
Kemp Mnfg. Co., Toronto.
Sterne, G. F., Brantford, Ont.
Telephone City Stoves, Brantford.
Western Foundry Co., Wingham.

Roofing Supplies.

Jenking, A. C., Montreal.
Lockerby & McComb, Montreal.
Metallic Roofing Co., Toronto.
Ormsby, A. B., & Co., Toronto.
Paterson Mfg. Co., Toronto & Montreal.

Rubber Stamps.

Young, C. G., & Co., Toronto.

Sates.

Ford & Featherstone, Hamilton.
Taylor, J. & J., Toronto.

Scales.

Fairbanks Co., Montreal and Toronto.

Screws, Bolts, Etc.

Canada Screw Co. Hamilton.

Sewer Pipes.

Canadian Sewer Pipe Co., Hamilton.
Hyde, F., & Co., Montreal.

Shelf Boxes.

Bennett Mfg. Co., Pickering, Ont.

Shelf Brackets.

Atlas Mfg. Co., New Haven, Conn.
Grand River Metal Works, Galt, Ont.

Silver-Plated Ware.

Ontario Silver Co., Niagara Falls.
Toronto Silver Plate Co., Toronto.
Standard Silver Co., Toronto.

Skates.

Boker, Henry, Montreal.
Howland, H. S., Sons & Co., Toronto.
Lewis Bros. & Co., Montreal.
Lewis, Rice, & Son, Toronto.
Nott, W. G., & Co., Toronto.

Sporting Goods.

Mast, J. M., Mfg. Co., Lititz, Pa.

Springs.

Wallace, Barnes Co., Bristol, Conn.

Steel Castings.

Montreal Steel Works, Montreal.

Steel Rails.

Jackson, C. F., & Co., Vancouver, B.C.
Sessenwein Bros., Montreal.

Stencils. Stamps, etc.

Hamilton Stamp and Stencil Works, Hamilton, Ont.

Tea Strainer.

Imperial Tea Strainer Co., Montreal.

Toasters.

Fairgrieve Mfg. Co., Toronto.
Harkins & Willis, Ann Arbor, Mich.

Traps.

Lewis Bros. & Co., Montreal.
Mast, J. M., Mfg. Co., Lititz, Pa.

Tubes.

Millen, John, & Sons, Montreal.

Wall Paper.

Staunton's Limited, Toronto.

Warehousing and Warehouse Trucks.

Coltart & Cameron, Winnipeg.
Fairbanks Co., Montreal.
Slingsby, H. C., Montreal.

Washing Machines, etc.

Connor, J. H., & Son, Ottawa, Can.
Dowswell Mfg. Co., Hamilton, Ont.

Watches.

Ingersoll, Robt. H., & Bro., New York.

Waterproof Covers & Clothing.

Guelph Waterproof Clothing Co., Guelph.

Whips.

Lewis Bros. & Co., Montreal.

Wholesale Hardware.

Birkett, Thos., & Sons Co., Ottawa.
Bowman, John, Hardware & Coal Co., London, Ont.
Canada Hardware Co., Montreal.
Caverhill, Learmont & Co., Montreal.
Howland, H. S., Sons & Co., Toronto.
Kennedy Hardware Co,, Toronto.
Lewis Bros. & Co., Montreal.
Lewis, Rice, & Son, Toronto.

Woodenware.

United Factories, Toronto.

Wire, Wire Rope, Cow Ties, Fencing Tools, etc.

American Steel and Wire Co., New York, Montreal, Chicago.
Dennis Wire and Iron Co., London, Ont.
Dominion Wire Mnfg. Co., Montreal and Toronto.
Greening, B., Wire Co., Hamilton.
Ironside, Son & Co., London, Eng.
Meadows, Geo. B., Co., Toronto.
Oneida Community, Niagara Falls.
Walter. E. F. & Co., Montreal.

Wrapping Papers.

Canada Paper Co., Toronto.

Want Ads.

In this paper cost 2 cents per word first insertion, 1 cent per word subsequent insertions. Contractions count as one word, but five figures (such as $1.000) may pass as one word. Cash remittance to cover cost **must in all cases** accompany orders, otherwise we cannot insert the advertisement. When replies come in our care 5 cents additional must be included for forwarding same. Many large business deals have been brought about through advertisements of 20 or 30 words. Clerks can be secured, articles sold and exchanged, at small expenditure.

MacLEAN PUBLISHING CO., Limited
Montreal and Toronto

SOLID STEEL SCISSORS

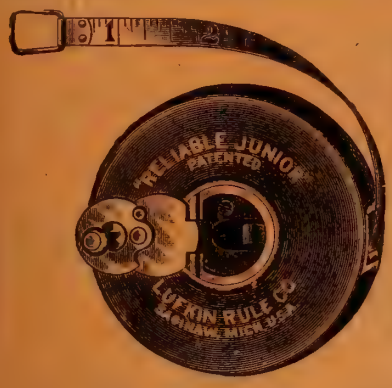
Made in Canada and fully warranted.

You will save money and give your customers better satisfaction by placing your cutlery orders with

BAILEY CUTLERY CO., Limited

BRANTFORD, ONTARIO.

Razors, Shears, Scissors, Tinners' Snips and Butcher Knives.



LUFKIN MEASURING TAPES

Steel, Metallic, Linen, Pocket, Ass Skin, Pat. Leather, Bend Leather, Etc.

ARE THE BEST AND MOST POPULAR TAPES IN THE WORLD.
YOUR STOCK IS NOT COMPLETE WITHOUT THEM.

LUFKIN RULE CO., Saginaw, Mich, U.S.A.

New York City Branch—280 Broadway.

For sale by ALL PROMINENT CANADIAN HARDWARE JOBBERS.

A Happy New Year

and a continuance of Prosperity is our wish for all our kind friends and patrons. Our success depends upon yours and we are confident of more business coming our way than ever before, therefore we have put ourselves in better shape than ever to give prompt service at right prices, in our line of

"Huron" Stoves and Ranges

We shall have a number of new lines for this year, that it will pay you to see before ordering elsewhere.

Cordially yours,

F. J. TAYLOR, J. J. CUNNINGHAM,
W. D. VAREY, of

The Western Foundry Co., Limited, Wingham, Ont.

Est. 1868. Inc. 1895.

Black Diamond File Works

G. & H. Barnett Company

PHILADELPHIA

Twelve Medals

Awarded
By **JURORS** at
International Expositions
Special Prize
Gold Medal at Atlanta, 1895

RUBBER HOSE

FOR

Water	Air	Suction
Steam	Acids	Fire Protection
Gas	Brewers	Pneumatic Tools

SUPERIOR IN QUALITY.
SATISFACTORY IN SERVICE.

"Redstone" Sheet Packing

for High Pressures.

Does not Burn out or Blow out and requires no following up.

THE GUTTA PERCHA AND RUBBER MFG. CO.

OF TORONTO, LIMITED.

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TORONTO,

Factories—115-165 West Lodge Ave.
124-148 O'Hara Ave.

CANADA.

TO MANUFACTURERS OF

Stoves and Ranges.

Write us with particulars of your requirements, and we shall be pleased to make you lowest quotations for all qualities of sheets.

Patent Planished Sheet (Russia) Iron, Dewees Wood.
Hammered Polished Steel.
Wellsville Polished.
American Blue.
Oak Stove Body Sheets.
Range Steel (Dead Flat).
Open Hearth Steel Sheets.
American Bessemer Steel Sheets.
Bessemer Blue Annealed.

B. & S. H. THOMPSON & CO.

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53 St. Sulpice Street,

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Dominion of Canada Sales Agents for American Sheet Steel Company and American Tin Plate Company.

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McCASKILL, DOUGALL & CO.

Manufacturers MONTREAL

Standard Railway and Carriage Varnishes
Standard Boat and Spar Varnishes
—Won't turn white from the effects of water and sun
Standard Piano, Furniture and Decorative Varnishes
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OFFICES:

161 Summer St., BOSTON, Mass., U.S.A.

30 St. John St., MONTREAL

Classified Index to Advertisements on page 63.

Neither Fictitious nor Exorbitant
Get LANGWELL'S BABBIT, MONTREAL.

HARDWARE AND METAL

A Weekly Newspaper devoted to the Hardware, Metal, Machinery, Heating and Plumbing Trades in Canada.

VOL. XVI. MONTREAL AND TORONTO, JANUARY 9, 1904. NO. 2

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H. BOKER & Cos
IMPROVED
TREE BRAND
TRADE MARK
RAZORS CUTLERY SCISSORS
FOR SALE BY LEADING WHOLESALE HARDWARE HOUSES.

"QUEEN'S HEAD" IRON

J L B L
CANADA

Sold on merit,

but price is also right.

JOHN LYSAGHT, Limited, Makers, BRISTOL, ENG.
A. C. LESLIE & CO., MONTREAL
Managers Canadian Branch.

"SAFFORD" RADIATORS SAVE MONEY AND MAKE SOLID COMFORT.

No red lead, bolts or packing used in their construction. Built in all designs for windows, curves, angles, and to go around columns.

FOR STEAM OR HOT WATER HEATING.
POSITIVELY NON-LEAKABLE.

Recommended by all leading architects and contractors throughout the civilized world. Suitable for all classes of buildings. Illustrated catalogue free for the asking.

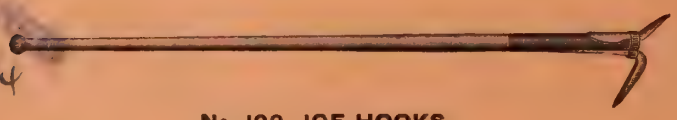
THE DOMINION RADIATOR CO., Limited
Head Office: TORONTO, CAN.
BRANCHES: Montreal, Quebec, St. John, N.B., Winnipeg and Vancouver, B.C.

ICE TOOLS

OF ALL KINDS.

No. 1—ICE MARKER WITH SWING GUIDE.

No. 35—FORK BARS.



No. 100—ICE HOOKS.

No. 31½—SPLITTING FORK.

No. 7—ICE PLOW.

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PLOWS
C HOOKS
MARKERS
E CHISELS

ETC.

WRITE FOR TRADE PRICES.

RICE LEWIS & SON

LIMITED

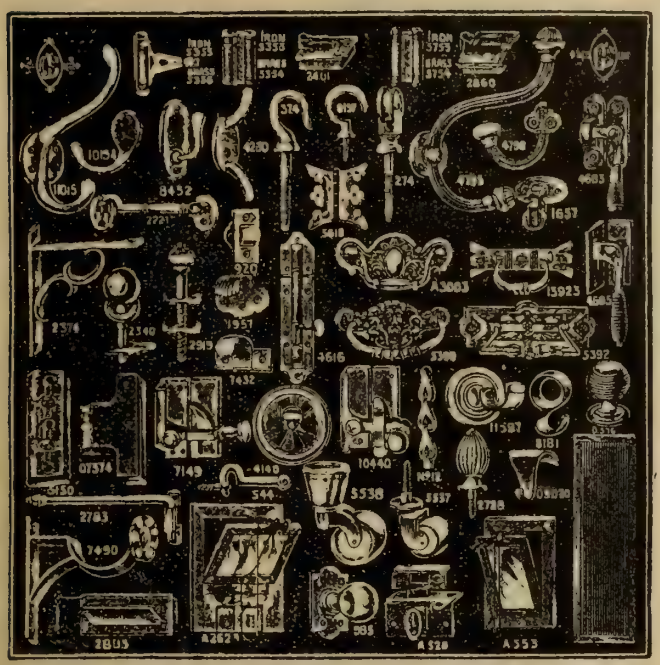
COR. KING AND VICTORIA STS., TORONTO.

James Cartland & Son

Manufacturers of every description of Limited

CABINET BUILDERS' FURNISHING AND NAVAL BRASSFOUNDRY

BIRMINGHAM, ENGLAND.



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THE CANADIAN RUBBER CO.

of Montreal.

MANUFACTURERS OF

Rubber Belting, Hose, Packing, Valves, Gaskets,

ETC., ETC.

We make a specialty of

HORSE SHOE PADS

the best in the market.

Write for Prices and Circulars.

Head Office : : MONTREAL

BRANCHES—TORONTO, WINNIPEG and VANCOUVER

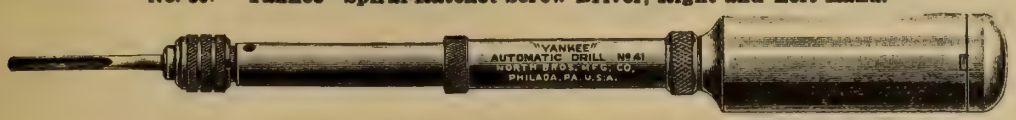
Other Tools are very good Tools, but

"YANKEE TOOLS"

ARE BETTER

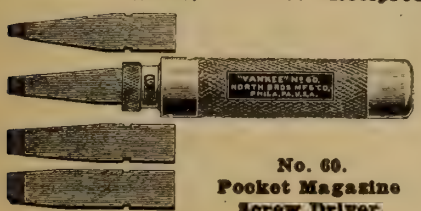
No. 15. "Yankee" Ratchet Screw Driver, with Finger Turn on Blade.

No. 30. "Yankee" Spiral-Ratchet Screw Driver, Right and Left Hand.



No. 41. "Yankee" Automatic Drill, Eight Drill Points in Handle.

No. 50. "Yankee" Reciprocating Drill for Iron, Steel, Brass, Wood, etc.



No. 60. Pocket Magazine Screw Driver.

Our "YANKEE" Tool Book tells all about them. Mailed free on application. . . . . .

Manufacturers also of

LIGHTNING, GEM and BLIZZARD Ice Cream Freezers.

Toy Freezers, Ice Shaves and Ice Chippers.

Fluting Machines, Hand Fluters.

Sold by Leading Jobbers in Canada.

NORTH BROS. MFG. CO.,

Philadelphia, Pa., U.S.A.

THOS. BIRKETT & SON CO., LIMITED

OTTAWA, ONT.

WHOLESALE HARDWARE.

We have a large assortment of

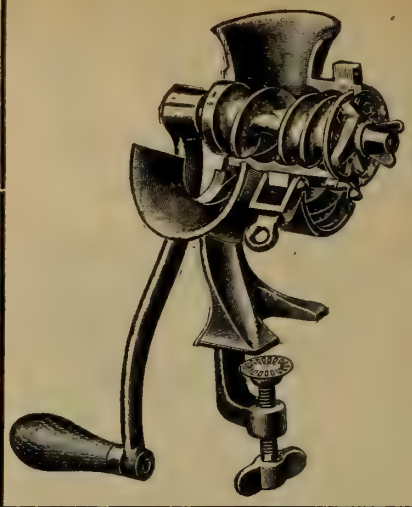
CARVERS SETS or PAIRS,

IN SILK LINED AND LEATHER BOUND CASES

Seasonable Goods Always Ready for Prompt Shipment.

Skates, Cross-Cut Saws, Horse Blankets.

Lumbermen's Supplies



The Russwin Food Cutter.

CLEANLINESS.

There is no drip from the Russwin to soil clothing and floors. The gutter carries all juices to the dish—they are not deposited upon the floor. The machine itself is quickly cleaned with the least possible effort. Write for Booklets, Posters and Electrotypes to assist you.

Russell & Erwin Mfg. Co.

New Britain, Conn., U.S.A.

BRASS

SHEETS, RODS, TUBES.

M. & L. SAMUEL, BENJAMIN & CO.

General Importers and Exporters and Metal Merchants

27 Wellington St. West, TORONTO, ONT.

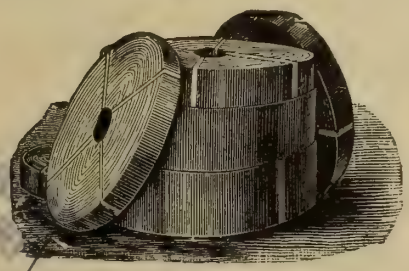
EUROPEAN HOUSE—16 PHILPOT LANE, LONDON, ENG.

Engine and Boiler Room Supplies.

OUR STOCK IS COMPLETE. WHY NOT LET US MAKE YOURS SO?

Rubber Belting

IN ALL QUALITIES.

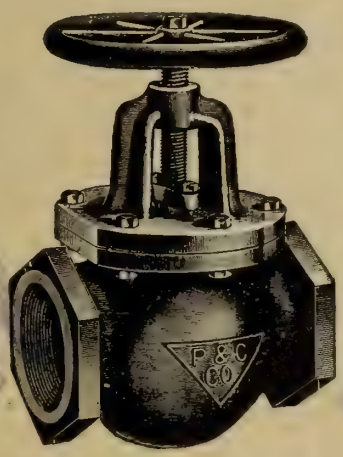


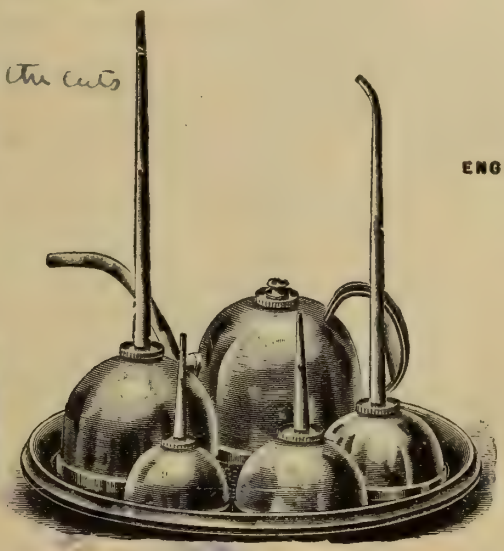
Leather Belting

"EXTRA"
"STANDARD"
"AGRICULTURAL"

Art Booth 14
P. 76
A.W.D for all the cuts

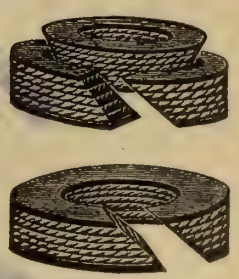
VALVES,
OIL CUPS,
STEAM AND WATER GAUGES,
PIPE FITTINGS,
PIPE WRENCHES,
PIPE THREADING MACHINES.





ENGINEERS' FILLERS,
COPPER OILERS WITH STRAIGHT AND BENT SPOUTS.

PISTON AND SHEET RUBBER PACKING,
COTTON WASTE,
JUTE, ASBESTOS,
OAKUM.



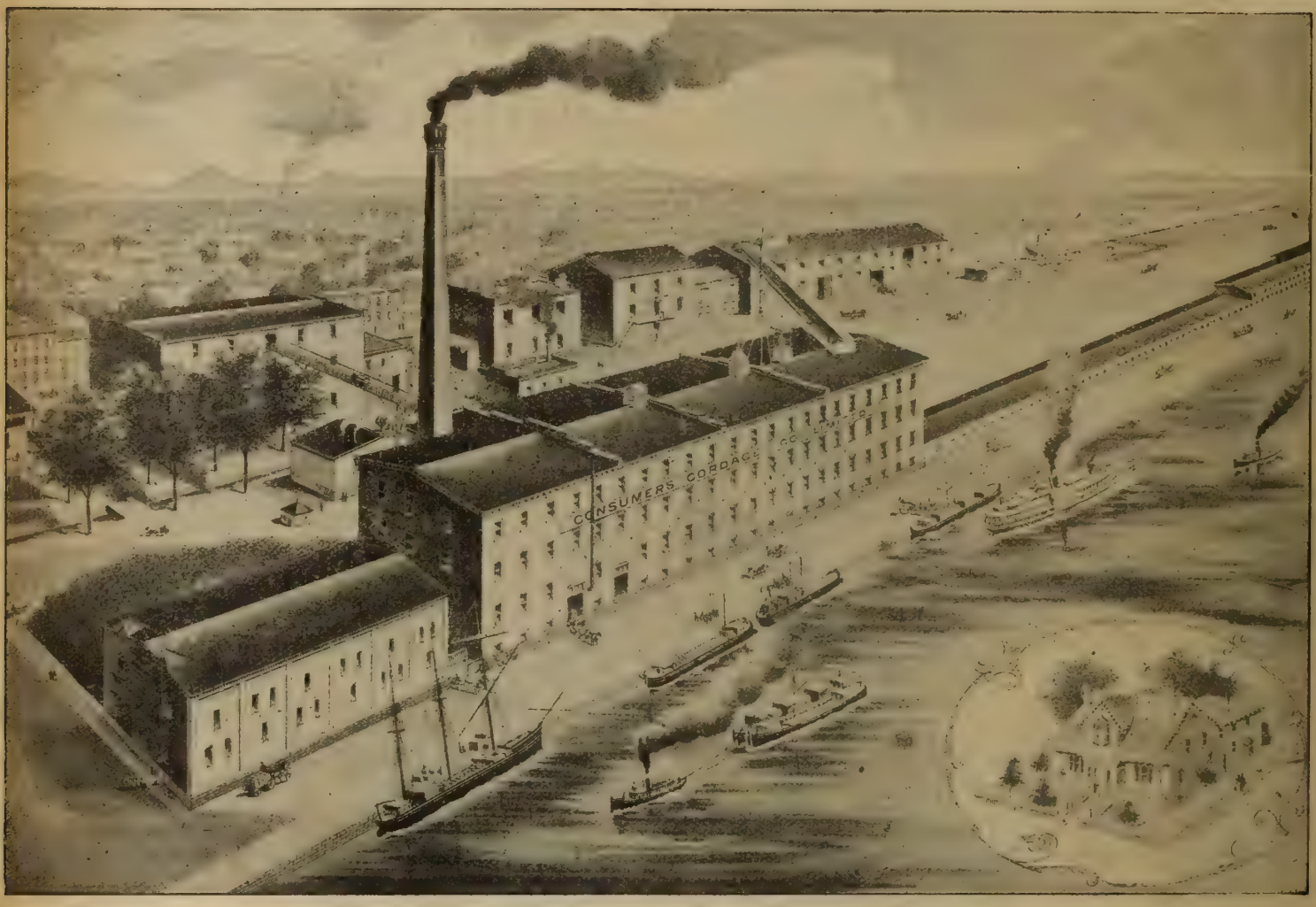
SEND US YOUR MAIL ORDERS. WE'LL HANDLE THEM AS YOU WISH THEM HANDLED.

LEWIS BROS. & CO.,

Address all correspondence to **MONTREAL.**

TORONTO, 87 YORK ST.
OTTAWA, 54 QUEEN ST.
VANCOUVER, 141 WATER ST.

CONSUMERS CORDAGE COMPANY, Limited



MONTREAL MILL, ESTABLISHED 1825.

BINDER TWINE.

We manufacture the following brands:

Blue Ribbon	-	650 ft. per pound.
Red Cap	- -	600 ft. " "
Tiger	- - -	550 ft. " "
Golden Crown		500 ft. " "
Standard	- -	500 ft. " "
Sisal	- - -	500 ft. " "

The above Brands have stood the test for years, and are the Farmers' Favorites.

Out of 14 lots of Binder Twine, seized and confiscated by the Government Binder Twine Inspector this year, only one was Canadian.

Dealers, who handle our Twine, will secure a satisfactory article, and, at the same time, help to build up one of our oldest industrles.

See our Samples before placing your order elsewhere.

Consumers Cordage Company, Limited. Head Office, Montreal, Que.

Man, Horse and Carriage Clothing

THE LION BRAND.

Branch Agency :
W. LOUIS HALDIMAND, Jr.,
36 St. Dizier Street,
MONTREAL, - - QUE.,

Branch Agency :
CHAS. THOMPSON,
420 Cordova St.,
VANCOUVER, B.C.

Fishermen's Clothing, Horse Covers, Dash Aprons,
Teamsters' Clothing, Wagon Covers, Knee Rugs

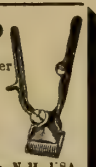
ASK FOR QUOTATIONS.

The Guelph Waterproof Clothing Co., Guelph, Ontario.

COVERT MFG. CO.
West Troy, N.Y
Auto Screw Jack
Harness Snaps, Chain, Rope and Web Goods, etc.
FOR SALE BY JOBBERS AT MFRS. PRICE

PRIEST'S CLIPPERS

Largest Variety, Toilet, Hand, Electric Power
ARE THE BEST.
Highest Quality Grooming and Sheep-Shearing Machines.
WE MAKE THEM.
SEND FOR CATALOGUE TO
American Shearer Mfg. Co., Nashua, N.H., U.S.A.



Oneida Community Goods

HALTERS, COW TIES, SNAPS, etc., etc.,
in all sizes and styles. May be had of all jobbers throughout Canada.
Factory—**NIAGARA FALLS, ONT**

"Just as good" is not Solarine.
For 1904—Buy
SOLARINE
The very best **METAL POLISH**
Order through your Jobber, or write
SOLARINE DEPOT, 60 George St., TORONTO

We desire to call your attention to some of our specialties which are handled extensively by the general hardware trade.

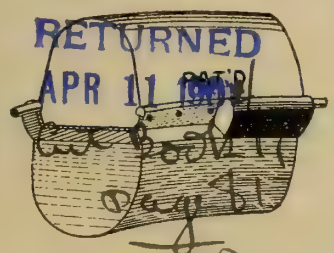
Horse Blankets (all kinds) Burlington-Stay-on Blankets
Rubber and Oiled Knee Rugs Plush and Woollen Knee Rugs

If you handle the above, it will be of interest to you to write us.

The Trees, Spriggs Co., Limited, Winnipeg, Man.
Samuel Trees & Co., Toronto
Importers and Manufacturers of Saddlery Goods.

That Side Wire Tired Feeling.

All through the trade is getting that feeling of confidence in the Dunlop Side Wire Tire. The points of it are so simple that its merits are plain at a glance. The retaining wires do not pass through the centre of the rubber tire but to either side of it, on the outside, close to the rim of the wheel, and these retaining wires do not press against the rubber, but against across bars vulcanized into it at regular intervals. The wearing, eating-into force of the wire is therefore counteracted. The tire may be fastened to the wheel with as tight a pressure as the rim will carry without the wire cutting into the rubber, and the grip is so tight that sand and gravel cannot work between the tire and the rim of the wheel.



WE ARE THE SOLE MANUFACTURERS IN CANADA.

THE DUNLOP TIRE CO., Limited.
TORONTO, CANADA.

Agencies: Montreal, St. John, Winnipeg, Vancouver.

The Sales You Lose...

represent just so much money lost. In the matter of robes, for example, you can do a clean cut, profitable business if you sell the right sort of robes.

"Arctic" Buffalo Robes

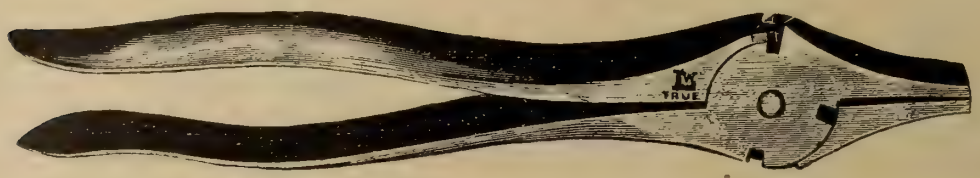
are sensible, durable, attractive, profitable. They are easily sold, for they sell themselves, with a very little talk on your part. Order a sample.

Made of rich, dark brown fur, lined with red or dark green Astrachan cloth, interlined with rubber; nicely trimmed; rain, wind and moth proof; 52 x 54; 62 x 54; 72 x 54.

Berlin Robe & Clothing Co., LIMITED
Berlin, Ontario.

DO IT NOW

Buy True Brand



Fencing Plyers

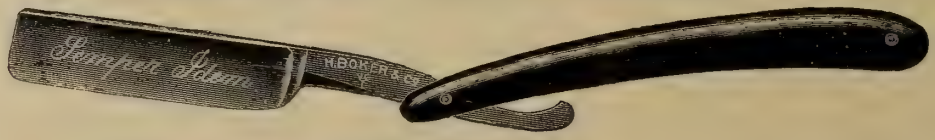
BEST GOODS **RIGHT PRICES**

E. F. WALTER & CO., 166 and 168 McGill St., Montreal

H. S. HOWLAND, SONS & CO., Limited

37-39 West Front Street, TORONTO.

"Semper Idem" Razor.



"ALWAYS THE SAME"

This Razor is made by Henry Boker, is the same quality as the "King Cutter," but with ***our*** brand, "Semper Idem" stamped on the blade. If you desire a first-class Razor, try the "Semper Idem."

YOU WILL LIKE IT.

Steel Frame Churn.

DAVID MAXWELL & SONS

ST. MARYS, ONT., CANADA.

"Maxwell Favorite Churn"

PATENTED FEATURES: Improved Steel Stand, Roller Bearings, and Foot and Hand Lever Drive, and Detachable Driving Link. Improved for season of 1904. Steel or Wood Frame as desired.

Lawn Mowers. High and Low Wheels, from 12 in. to 20 in. widths. Cold Rolled Steel Shafting, Crucible Steel Knives and Cutting Plate.

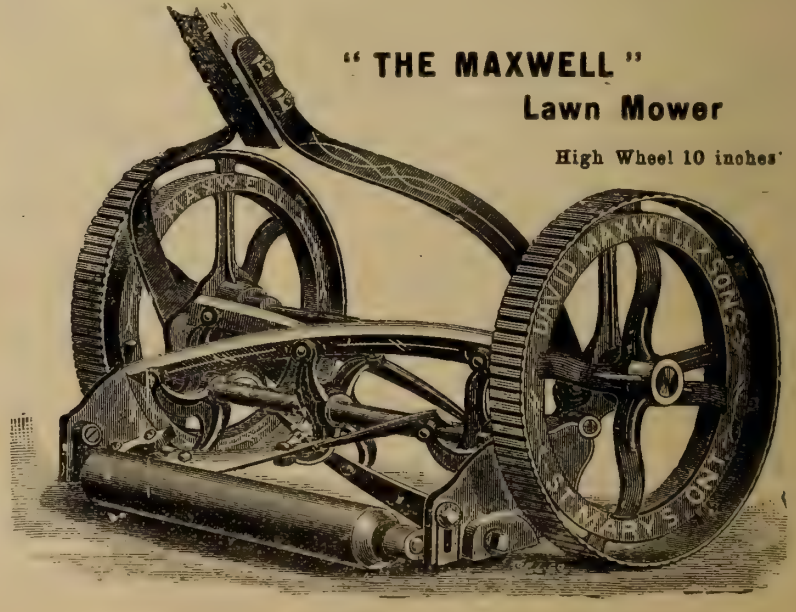
Wheelbarrows. In Four Different Sizes.

If your Wholesale House does not offer you these articles

SEND DIRECT TO US.

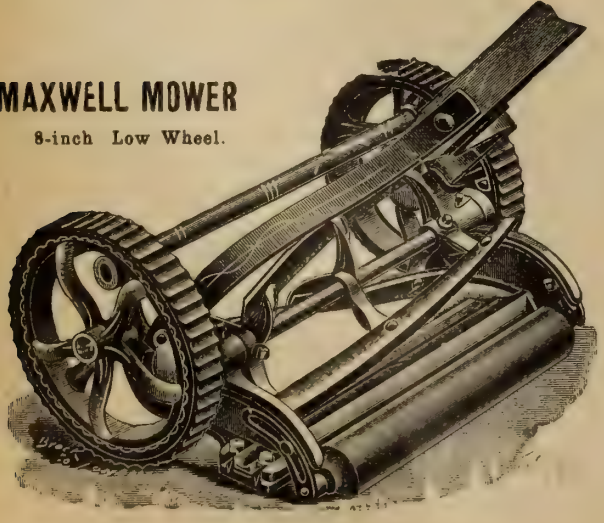
"THE MAXWELL" Lawn Mower

High Wheel 10 inches



MAXWELL MOWER

8-inch Low Wheel.



IRON

Bars in Flats, Rounds, Squares, Ovals, Half-Ovals, Half-Rounds and Bands. Also Wrought Washers.

GOOD QUALITY. PROMPT SHIPMENT.

London Rolling Mill Co.
Limited,
LONDON, CANADA.

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PAGE-HERSEY IRON & TUBE CO.,

GUELPH, CANADA, Limited

MANUFACTURERS OF

BLACK AND GALVANIZED

WROUGHT MERCHANT PIPE

OF SUPERIOR QUALITY AND FINISH.

The New Century Ball-Bearing Washing Machine.

Not the cheapest but decidedly the best Washing Machine made.

Five to seven minutes only required for a tubful.
The operator need not stand when using it, and there is practically no wear on garments.
Full information given on application.

THE DOWSWELL MANUFACTURING CO.,
Limited.
Hamilton, Ont.

W. L. HALDIMAND & SON, Montreal, - Eastern Agents.

HARDWARE NOVELTY.

THE *Ingersoll*

American Watches.

RETAIL PRICES, **$1.25 to $2.50**

ARGUMENT.

We now offer a practical time piece for the Hardware Trade of Canada, and base our statement upon the following:

First—It is absolutely guaranteed to keep accurate time.

Second—It stands rough usage and does not get out of order easily, **making it the only watch for dealers outside of the jewelery trade to handle,** and also making it a practical one for sportsmen, boys and all men who give a watch hard usage.

Third—Its low price and high quality insure a tremendous sale, which we further augment by furnishing many handsome advertising devices for your store.

Fourth—Last but not least, these watches offer a handsome profit. Price cutters are not supplied.

Sold by several leading Hardware Jobbers of Canada. We will tell you who they are upon request.

Trial Offer—To any Hardware Dealer who will write to us upon his **business letter head** and inclose 75c. we will send a sample watch (duty not paid) and our catalogue, so that he can test its accuracy and durability.

INFORMATION ON REQUEST.

ROBT. H. INGERSOLL & BRO.

51-53 Maiden Lane, - - - NEW YORK, U.S.A.

Write at Once

for our proposition on Bright Steel Shafting. It's a money-making line that every energetic and enterprising hardware dealer should carry.

The Dodge Mfg. Co., of Toronto, Limited,

TORONTO, ONT.

DOMINION

We desire to extend to our many friends our sincere thanks for their kind patronage during the past year.

It is our earnest wish that the New Year may be a Prosperous and Happy one for all.

Dominion Wire Manufacturing Co.
LIMITED.

MONTREAL AND TORONTO.

DOMINION

PERFORATED SHEET METALS in Brass, Copper, Steel, etc.

All sizes of Perforations an thickness of metals for

MINERS' USE,
GRAIN CLEANING MACHINERY,
BEE KEEPERS,
MALT KILN FLOORS,
ETC.

THE B. GREENING WIRE CO., LIMITED, Hamilton, Ont. Montreal, Que.

American Steel & Wire Co.

New York — Empire Building
Montreal — N. Y. Life Building
Chicago — The Rookery

BARBED WIRE GALVANIZED PLAIN WIRE
PLAIN TWIST CABLE FENCING

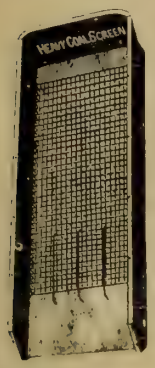
Telegraph and Telephone Wire; Mattress, Broom, Weaving Wires of every description; Rail Bonds, Bale Ties, Special Wires for all purposes, Springs, Horse Shoes, Wire Rope, Cold-drawn Steel Shafting.

Established 1854
Phone Main 1706

THE GEO. B. MEADOWS

Toronto Wire, Iron an Brass Works Company, Limited. Manufacturers of Wire Window Guards, Wire Cloth, Moulders' Riddles, Children's Cots, Bank and Office Railings, Ornamental Iron Fencing, Window Fixtures, Wire Work, Architectural Wrought Iron Work.

117 King St. West, TORONTO, ONT.



Coal Screens
Sand Screens
Ash Screens

Dennis Wire & Iron Co.,

LONDON, Ont.

New Catalogue ready Feb. 1904. Send in your name.

Ice Tools

of all sorts. A good line for the hardware dealer.

SEND FOR CATALOGUE AND PRICE LIST

ROBT. DONALDSON & SONS.

30 Youville Square, - - - MONTREAL.

TRADE WITH ENGLAND

Every Canadian who wishes to trade successfully with the Old Country should read

"Commercial Intelligence"

(The address is 168 Fleet St., London, England.)

The cost is only 6c. per week. (Annual subscription, including postage, $4.80.)

Moreover, regular subscribers are allowed to advertise without charge in the paper. See the rules.

Buy the Best.

HERCULES

Sash Cord.

Star Brand Cotton Rope
Star Brand Cotton Clothes Lines
Star Brand Cotton Twine

For Sale by all Wholesale Dealers.

The Hamilton Rifle No. 19.

In the Peerless Hamilton "Take-Down" we offer a simple, safe, accurate, and beautifully finished 22-cal. rifle, which retails for **$2.50**. It is built by special machinery and of the best material, and alike in design, finish and shooting powers, it is the peer of many 22 rifles costing thrice its price. Its manifold and surpassing virtues are set forth in a little folder that never fails to interest the live merchant on the lookout for new and attractive additions to his stock. Shall we mail you a copy? 'Tis well worth five minutes of your time.

The HAMILTON RIFLE CO.,

Box No. 71. PLYMOUTH, MICH.

C.H. HENKELS PHILA.

IRONSIDE FOR IRON

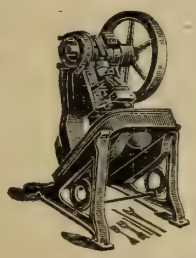
Our Specialties are **British** and **Foreign Iron** and **Steel, Metals, Bars, Plates, Sheets, Bolts** and **Nuts, Tin Plates, etc.**

We are sole Licencees for **Page's Patent Wire Stretcher** and also for **Ironside's Patent Wire Cutters.**

We Publish Monthly a "CANADIAN METAL PRICE LIST," giving quotations in Dollars and Cents, (C.I.F.), also "WEEKLY MARKET REPORT."

Let us have your name and address for "PRICE LIST" and "MARKET REPORT."

IRONSIDE, SON & CO., 16 Water Lane, Great Tower St., E.C., **London, England.**



G. A. Crosby & Co. of Ontario, LIMITED

SARNIA, ONT.

Manufacturers of

Patent Automatic Can Making Machinery, Presses, Dies and Special Machinery for Working Sheet Metal

H. W. Petrie, 141-145 Front Street West, TORONTO—Selling Agent.

H. & R. SINGLE GUN AUTOMATIC AND NON-EJECTING

12, 16 and 20 Guage.
Steel and Twist Barrels

Superior in Design, Workmanship and Finish, and the most popular Gun on the Market.

Simplest "Take Down" Gun Made

HARRINGTON & RICHARDSON ARMS CO.
Also makers of H. & R. Revolvers.
Catalog on request. Worcester, Mass., U.S.A.

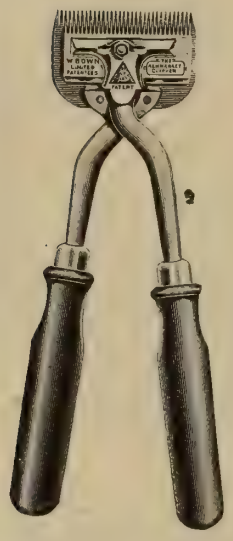
BURMAN'S CELEBRATED CLIPPERS

——Contractors to the War and India Offices——

PATENTEES AND MANUFACTURERS OF

Horse Clippers, Barbers' Clippers, Dog Clippers, Leg Clippers,
Fetlock Clippers, Body Clippers, Mane Clippers
and Clippers of all descriptions.

310



Bown's "Newmarket" Clipper.

The Improved B. PATTERN "NEWMARKET"

Detachable Plates.

Improved Cap with Long Bearing.

Rigidity and Easy Running.

Accurately Machined and Perfectly Fitted.

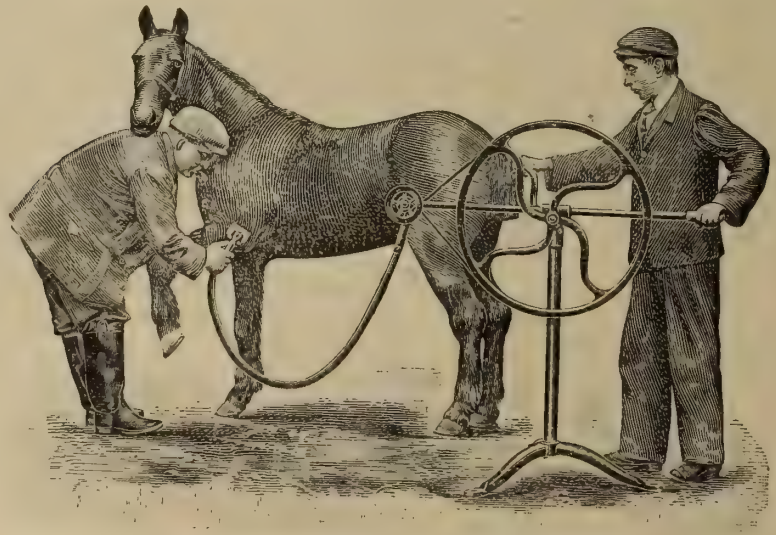
ALL PARTS INTERCHANGEABLE.

274, A

The "Handicap" Clipper.
The cheapest centre-adjustment clipper made.

Our goods are stocked by all the leading Jobbers throughout the Dominion.

For Beauty of Design and Superiority of Workmanship



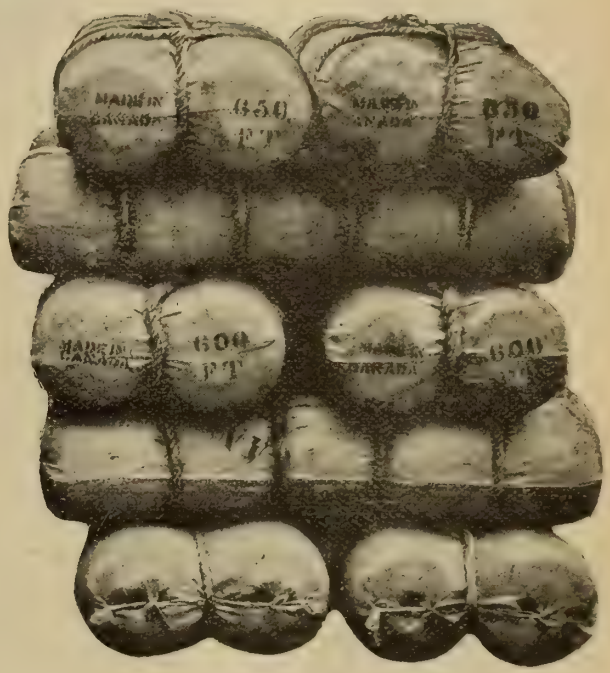
The "NEWMARKET" POWER CLIPPER stands Supreme and Unassailable.

The "Newmarket" Power Clipper.

Strong and Reliable. Speedy and Durable. Simple and Effective.

BURMAN & SONS, Limited, LEE BANK WORKS, BIRMINGHAM ENGLAND

CANADIAN CORDAGE
& MFG. CO., Limited.
BINDER TWINE.



"ROYAL" MANILA, 650 ft. to the pound.
"ROYAL" MANILA, 600 ft. to the pound.
"ROYAL" MANILA, 550 ft. to the pound.
"ROYAL" MANILA, 500 ft. to the pound.
STANDARD, - 500 ft. to the pound.
SISAL, - - 500 ft. to the pound.

Our "ROYAL" Brand of Binder Twine is manufactured of the finest raw material that can be obtained, and with the utmost care. For length and strength we have no competitors. Our Twine is manufactured with the latest machinery, and dealers desiring to have exclusive agencies should apply at once. Will name lowest prices, or will enter contracts without price named until The International Harvester Co. announces prices.

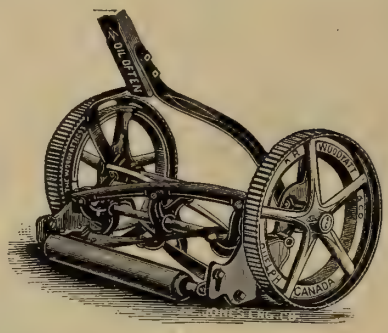
Wire, Write or 'Phone.

CANADIAN CORDAGE & MFG. CO., Limited
Peterborough, Ont.

EASY RUNNING

A CHILD
CAN
USE
IT.

The Woodyatt
Lawn Mower



SIMPLE IN CONSTRUCTION

A MECHANIC
CAN
APPRECIATE
IT.

NOT HIGH PRICED

A MAN
CAN
AFFORD
IT.

PATENTED IN CANADA, GREAT BRITAIN AND UNITED STATES.

Manufactured by

Taylor - Forbes Co., Limited.
Guelph, Ont.

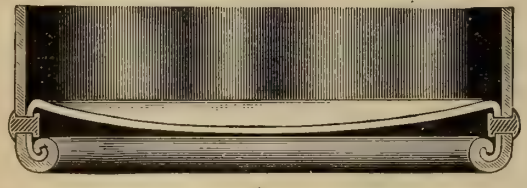
At the Largest and Best Equipped Hardware Factory in Canada.

QUALITY THE BEST

A DEALER
CAN
GUARANTEE
IT.

THE BEST RESULTS ALWAYS FOLLOW THE SALE AND USE OF

KEMP'S BROAD HOOP ROLL RIM BOTTOM MILK CAN TRIMMINGS



A criticising public have used them for the past five years and the increasing demand is proof of their superiority, also evidence of the satisfaction which they give.

The Roll Rim Bottom having no sharp turns does not break the grain of the metal or lessen its wearing qualities.

Narrow Top Hoops can be supplied in place of Broad Top Hoops if desired.

For Strength, Durability and Finish our Trimmings are unexcelled.

They cost no more than inferior qualities.

We also carry in stock a full line of **First Quality Tinned Iron,** cut suitable for the different size of Trimmings, which we will supply at the lowest current market quotations.

KEMP MANUFACTURING CO., TORONTO, CANADA.

TRAVELLERS' ANNUAL DINNER.

Twenty-Ninth Function of The Dominion Association.

THE twenty-ninth annual banquet of the Dominion Commercial Travellers' Association was held at St. Lawrence Hall, Montreal, on Wednesday evening, December 30th. To state that the attendance was large, that the toasts were loyal and enthusiastically responded to, that the speeches were of a characteristically high order, and that everybody enjoyed themselves as only commercial travellers can, goes without saying.

The large dining hall was profusely and handsomely decorated with flags, bunting, streamers and the tables ornamented with ferns and flowers. Shields bearing the arms of the different provinces of the Dominion hung on the walls. On a raised platform at one end of the diningroom an orchestra was stationed and to the strains of sweet music the excelent menu provided by Boniface Brown was done ample justice to.

Mr. J. S. N. Dougall, president of the association, was in the chair with Hon. Sidney Fisher, Minister of Agriculture, on his immediate right and Hon. Raymond Prefontaine, Minister of Marine and Fisheries, on his left. Among the other distinguished guests occupying seats at the president's table were Mr. R. L. Borden, M.P., leader of the Opposition in the Dominion House, Hon. J. I. Tarte, Mr. F. D. Monk, K.C., M.P., Mr. Robert Bickendike, M.P., Ald. Nelson, Mr. Arthur J. Hodgson, president of the Board of Trade, and Mr. D. M. Stewart, general manager of the Sovereign Bank of Canada.

After the good things provided for the inner man had received appreciative attention at the hands of the guests, President Dougall arose amidst loud applause. Before proceeding with the toast list he asked the indulgence of the guests to give a few statistics regarding the association. Organized in 1875 its membership had increased from 251 at the end of the year of organization to its present magnificent roll of 4,434. Since 1881, when the mortuary benefit scheme was established, $366,000 had been paid to deceased members' families. A surplus at the end of the first year of $534 had grown to a surplus at the end of the present year of $19,942, making the present capital $226,172. The commercial travellers had every reason to be proud of the position of their association. He then proposed the toast of "Our King." This having been duly honored, the toast of "The President of the United States" was also drunk. This was done no doubt in deference to the presence at the banquet of the president of the Commercial Travellers' Union of the United States, as well as in honor of a large number of American-born members of the association. Mr. George Wilkins then read letters of regret at inability to attend from Lord Minto, Governor-General; Sir Wilfrid Laurier, Hon. Chas. Fitzpatrick, Sir Wm. Mulock, Hon. R. W. Scott, Hon. Clifford Sifton, Hon. W. S. Fielding, Hon. A. Turgeon, Lord Dundonald and Hon. A. W. Edwards, Consul-General of the United States.

The toast of "The Dominion Government" was proposed by Mr. D. M. Lefebvre, vice-president of the association, and responded to by Hon. Sidney Fisher, and Hon. Raymond Prefontaine, the former in English and the latter in French. Both speakers acknowledged the services rendered to Canada by such a body of live business men as the Commercial Travellers' Associations, and the widespread influence of travelling men on the trade of the country. It was the duty of all travellers to use their influence to further the best interests of the country and, as Mr. Fisher expressed it, "the electors frequently looked to the commercial traveller for information, hints and inspiration." A few remarks were made by the Honorable Minister of Agriculture on the material progress that had been made in the country's trade.

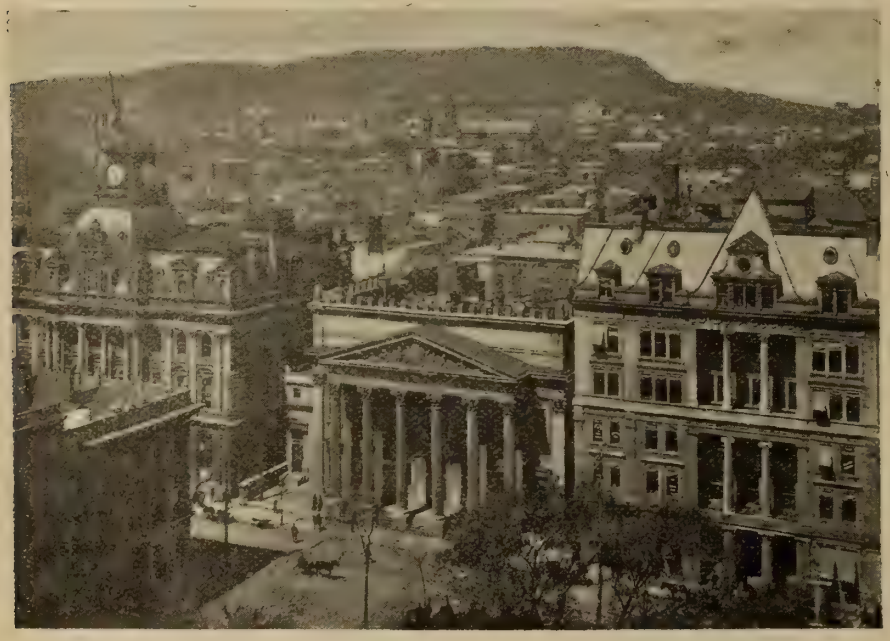
Hon. Mr. Prefontaine described commercial travellers as the advance guard of civilization, and declared that the Government was proud of them. Mr. Prefontaine referred to the opening up of new railway and shipping routes, and said it would not be long before the ubiquitous drummer would be finding new avenues to explore and develop.

Mr. Fred L. Cains, treasurer of the association, in a few words proposed the toast of "The Dominion Parliament" coupling with it the names of Mr. R. L. Borden, Hon. J. I. Tarte and Mr. F. D. Monk. The applause which greeted these speakers, particularly the respected leader of the Conservative party, must have been most flattering to these gentlemen. Mr. Borden claimed the privilege of being considered a commercial traveller as he had during the present year been on the road offering a good article to the public, he claimed he had a "good policy," and was endeavoring to lay its merits before the people. Speaking of the Dominion Parliament he considered that institution as one of great credit to the country. References had been made by previous speakers to the Dominion but he did not think that any of them had greater confidence in the future of Canada than he had. Every commercial traveller should realize to the fullest extent the greatness of this country and he thought the proper way for them to grasp its great magnificence was for them to take the trip from ocean to ocean. He asked them all to remember their duties to their country. They were the pioneers, living factors in the progress and development of the land; their fingers were ever on the pulse of trade and must be acknowledged the best judges of material changes.

Hon. J. I. Tarte, who spoke in English, in replying, referred to the great number of Canadians that had left their native land for the United States. He would encourage every one to remain here and assist in developing our national resources, and urged them all to assist in building up Canada. He also in a modest way referred to the part he had taken in developing the waterways of Canada and his efforts to make the Canadian route the best. Canada now had the shortest route between the great West and Europe, and the improvement of the Canadian route had been taken advantage of not only by Canadians, but also Western United States shippers. Mr. Tarte, on repeated cries of "en Francais, en Francais" from the guests, repeated the gist of his

remarks in the language of his compatriots. That this was appreciated was evidenced by the applause that greeted him on rising.

Mr. F. D. Monk also replied to this toast, speaking first in French and concluding in English. He fully endorsed the sentiments expressed by Hon. Mr. Fisher and Hon. Mr. Prefontaine, as to our living in a great country, that the progress of our young nation was great and that we were on the road to success. Are we going to sit by in the midst of this great era and see our friends to the south of us surpass us? This question was answered with vociferous "Never, never." He called on commercial men to use their abilities and great opportunities to advance still further the country's trade.



Montreal from Notre Dame.

The toast of "The Provincial Legislature" was proposed by Mr. W. J. Eagan, a director of the association, and replied to by Hon. J. D. Rolland, an ex-president of the Dominion Commercial Travellers' Association. Mr. Rolland pointed out what the Legislature had done towards doing away with the tax at one time levied by municipalities upon commercial travellers, and this was a proof of the Legislature's interest in, and appreciation of the services of travelling men. The question of improved hotel accommodation was a matter somewhat difficult to regulate, but no efforts would be spared to make the traveller more comfortable. This sentiment was loudly applauded by every traveller. Hon. Mr. Rolland also referred to the progress made by the Dominion Commercial Travellers' Association during the 29 years of its existence, and said that it stood to-day on an equal basis with any life insurance company in the Dominion.

Ald. Nelson, in the absence of his Worship Mayor Cochrane (who was confined to his home through illness) replied to the toast of "The City of Montreal." Mr. Arthur J. Hodgson, responded to the toast of "The Board of Trade."

A vote of thanks proposed to the president, Mr. Dougall, for the very excellent manner in which he had presided, was drunk with enthusiasm, and after he had responded, the National Anthem was sung.

The highest praise is due the president and directors and officers of the association for the magnificent manner in which the banquet was arranged and conducted, everything went off smoothly and well.

ATTRACTIONS OF A HARDWARE WINDOW.

THE window of McLean's hardware store, 389 Talbot street, formerly the London Hardware Company, proved to have a too irresistible attraction for a turkey of a peculiarly large and "tough" disposition yesterday afternoon. The big bird, brought to market by an Indian, flew up to a near-by building, and could not be coaxed down, until shortly after noon, when it became curious to see something of the world. Selecting an attractive window, that of the McLean store, it made a dash straight for it. The 16-pound bird struck the thick plate glass with terrific force, shivering the glass into a hundred fragments. Despite its adventurous passage, the bird was apparently uninjured, for it proceeded full speed into the body of the store, creating a scene of wild excitement amongst the clerks and the large crowd of customers. The intruder was finally captured and turned over to its dusky owner. The broken sheet of glass over seven feet square, was a total loss, the insurance company having to pay Mr. McLean $34 just because this turkey was unable to resist the too tempting allurements of the bright hardware, which shows that even the turkeys know where to go for a good thing.—London Free Press.

OPENED OFFICE IN MONTREAL.

TAYLOR-FORBES CO., hardware manufacturers, Guelph, Ont., have leased a portion of the Lamplough warehouse, 9 De Bresoles street, Montreal, where they will immediately open up an office and showrooms, as well as a large warehouse, where a well-assorted stock of various lines will be kept on hand. This move on the part of this firm should meet with the approval of the hardware trade generally, especially the jobbers, for whose trade they exclusively solicit. The business will be in charge of Harry F. Moulden, general sales agent, who has been with the firm for a great many years, and is thoroughly competent to give the necessary attention to the business which it requires.

Taylor-Forbes Company have increased their business, under the present management over 150 per cent. during the past 12 months. They have also recently opened agencies in Halifax, St. John, and Vancouver. They are now completing an entire new plant for bronze goods, and this department will be in charge of one of the most experienced men in the country.

WIRE NAILS
TACKS
WIRE

Prompt Shipment

The ONTARIO TACK CO.
Limited
HAMILTON, ONT.

CATALOGUES, BOOKLETS, ETC.

HARDWARE AND METAL would be pleased to review catalogues, booklets or other such publications issued by manufcturers or wholesale dealers selling to the hardware, plumbing, machinery or metal trades. Retailers desiring such publications may also have inserted a note to that effect. No charge will be made for these services.

CHRISTMAS GREETINGS.

One of the daintiest greetings of the season was issued by the D. Moore Co., Limited, Hamilton. The feature of the card is an attractive bunch of holly tied with a bow of bright red ribbon. On the back the firm extend their compliments to their friends and customers and incidentally refer to their hopes of increased business during the new year.

THE READING HARDWARE CO.

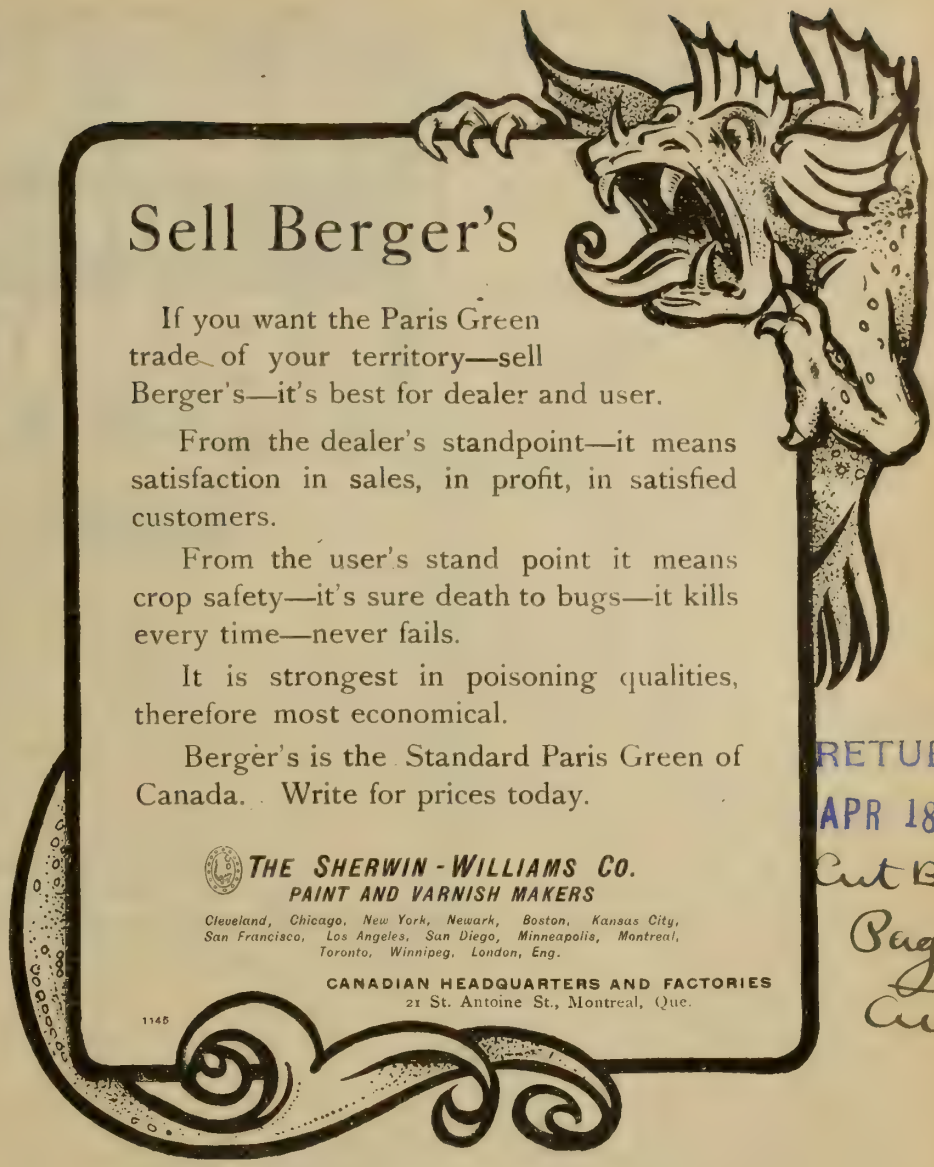
The Reading Hardware Co., Reading, Pa., have demonstrated their progressiveness and good taste by issuing a beautiful souvenir book of the ninth annual convention of the National Hardware Association of the United States, held in Atlantic City in November. The book is full of excellent illustrations showing the many attractions and delights of the far-famed seaside resort. The booklet is one that will be preserved by all recipients, who will not fail to appreciate the courtesy of the company in sending it out. The Reading Hardware Co. are also sending out a catalogue of their "Vassar" front door lock sets, their bit-key front door locks and their door checks and holders. As the goods in this catalogue are among the most modern and fashionable offered to the trade the booklet is likely to be in great request, so if readers of "Hardware and Metal" desire one it would be wise to write early for it.

A RED LETTER YEAR.

Anyone who gets a copy of the New Year's greetings sent out by Henderson & Potts, Limited, Montreal, cannot fail to be interested. The message it bears is "With compliments and best wishes for a red letter year." This is followed by an original drawing of four men —or monkeys—each of whom is attaching the red letter to his neighbor's back. The card is indeed unique. Get one.

THE WATSON FOSTER CO.

The Watson Foster Company, wall paper manufacturers, Montreal, have sent out a beautiful New Year's card with greetings and best wishes. The card is a four-fold white sheet of fine quality, with an embossed stamp and a sprig of holly on the front, and inside, the compliments of the season. The entire design is very neat and tasty, and does not savor of advertisement.



RETURNE
APR 18 19
Cut Boo
Bagel
Cus

A HABITANT'S REQUEST.

OF the many appreciative remarks made about the calendar issued by the Canada Paint Co. the following is possibly the most interesting: Messrs. La Canada Paint Compagnie, Limited, Montreal.

Voulez vous send to me par le poste, not hexpress, wan of doze almanach with chat noir (black cat).

I seed wan in ze magasin generale (general store) and offer 2 dozaine ecks (eggs?) pour le same but ze mans say, "calendaire not for traid."

Le Bon Cure, Pere Ambrose, parlez to me, "what for you not rite to la gentlemans in la belle Montreal?"

I mak' my excuses to you.

In Printempts (Spring time) mebbe you come Metis to feesh? I drive leetle horse "Phil Sheridan." She go on le Hice in 2.40 to Brockville buggy-top wid two rubbaire tie on ze front wheel behind and rouge gear! We go Lac Gravelle, ze trout fat. Meme (same) a la Pete Demers grande prix cochen (prize pig). Gring la Mouche speckel' (speckled fly) for bate and Madam she fill big tin pale wid pee soupe pour la diner and pied de cochen marines (pickled pigs feet!) Bon, Bon. Plenty tobac Canadian aromatique. Bring pip (pipe) and petit boutelle de Walker! Madam and Marie-Louise, Josephine, Napoleon, Alphonse, Octave and all de oder feefteen enfants send respecks to you. Responde sil vous plais (Reply if you please). votre devotement, Francois Xavier Champignen, cultivateur de Lagumes (market gardener).

P.S.—Mebbe you know my cousin? Hees big man! Work in Mills Rolling in zee tak factory since long time.

F.X.C.

Petit Cote, St. Flavie, County de Rimouski, Quebec.

Business Changes

ONTARIO.

J. Moag, general merchant, Smith's Falls, is dead.

Z. Regimbal, general merchant, Azilda, has obtained an extension of time.

J. C. Anderson, coal and wood dealer, Windsor, has assigned to W. Horne.

The premises of A. Ross, harness maker, Lucknow, have been burned.

E. Bergerow, general merchant, Clarence Township, has assigned to Wm. A. Cole.

The planing mill of G. T. Browning, builder, Aurora, has been destroyed by fire.

Bramm Bros., bricklayers and millers, Berlin, have advertised their brick plant for sale.

Moses & Co., hardware merchants, Toronto, have sold out to J. C. McFadden, Toronto.

J. Stirrell, general merchant, Camlachie, has been succeeded in business by W. Trusier.

The premises of T. McIlwraith, coal dealer, Hamilton, have been damaged by fire. Loss covered by insurance.

A chattel mortgage against the Stouffville Brass and Steel Co., Stouffville, has been foreclosed. Their assets were advertised to be sold January 6.

QUEBEC.

J. M. Tardival, painter, Quebec, has registered.

The Tiger Metal Co., Montreal, have registered.

J. Lavoie, general merchant, East Broughton, is dead.

A curator has been appointed to W. Tolbat, trader, Isle Berte.

The Acme Lithographing Co., Montreal, have dissolved partnership.

Curators have been appointed to J. Dufee & Co., general merchants, Martinville.

J. Roy, tinsmith, St. Guillaume D'Upton, has assigned to Lamarche & Benoit.

A. Lesser, general merchant, Webbwood, has assigned to Kent & Tuhcott, Montreal.

IVER JOHNSON
AUTOMATIC
REVOLVERS

The Revolver that made the name of Iver Johnston famous.

Absolutely Safe. Accidental Discharge Impossible

Safe because Iver Johnston genius devised a mechanism that is unfailing and perfect—a feature not possessed by any other revolver made.

OTHERS CLAIM, BUT WE SHOW THE GOODS.

Send for both firearms and cycle catalogues.

Automatic Hammer.

IVER JOHNSON'S ARMS & CYCLE WORKS,

New York Office, 99 Chambers Street. FITCHBURG, MASS.

The assets of L. A. Levesque & Co., hardware merchants, Ville Marie, have been sold.

The assets of J. C. Lemire & Co., general merchants, St. Giullaume D'Upton, have been sold.

NEW BRUNSWICK.

H. Heustis, of Heustis & Hagerman, farm machinery and carriage dealers, Fredericton, is dead.

The business of Price & Shaw, carriage makers, St. John, has been taken over by H. Hilyard, who is advertising it for sale.

NOVA SCOTIA.

L. P. Churchill & Co., wholesale and retail general merchants, Lockport, have made an assignment.

Consent has been registered for E. Pickles, general merchant, Nictaux Falls, to do business in her own name.

MANITOBA AND N.W.T.

G. H. Brown, general merchant, Condie, has been succeeded by F. J. Lipton.

The premises of I. Kent, harness maker, Olds, have been damaged by fire.

J. J. Story, general merchant, Wawanesa, has advertised his business for sale.

J. J. Taylor, general merchant, Yellow Grass, has been succeeded by F. R. Elliott.

Peterson & Anderson, hardware merchants, Netaskiwin, have dissolved partnership.

F. M. McDonald, hardware merchant, Okotoks, has assigned to H. W. Nevin and N. McKelvie.

Collin & Co., general merchants, St. Boniface, have been succeeded by the Collin Co., Limited.

The Nickelson-Steinberg Co., general merchants, Napinka, have advertised their business for sale.

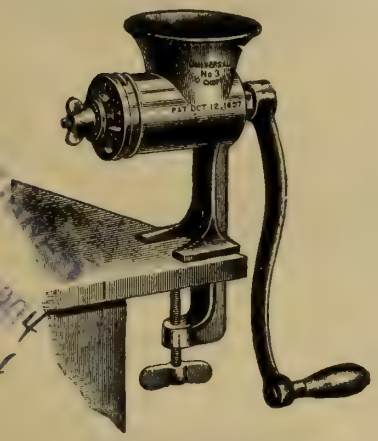
The Moose Jaw Machine Works, Moose Jaw, have been burned. Loss partially covered by insurance.

Marshall & Hunter, grocers, hardware and shoe merchants, Medicine Hat, have been succeeded by the W. B. Marshall Co.

H. S. HOWLAND, SONS & CO., LIMITED

WHOLESALE ONLY — 37-39 West Front Street, **Toronto.** — ONLY WHOLESALE

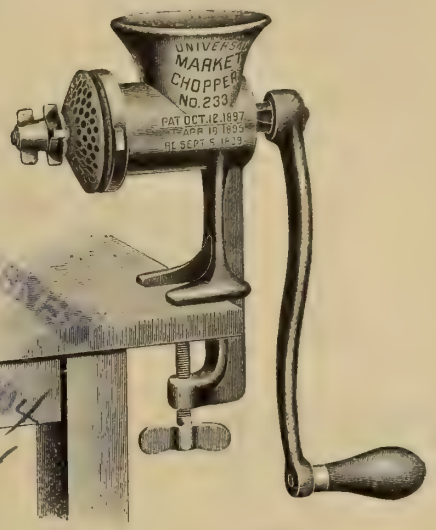
THE "UNIVERSAL" MEAT CHOPPERS.



Food Choppers.

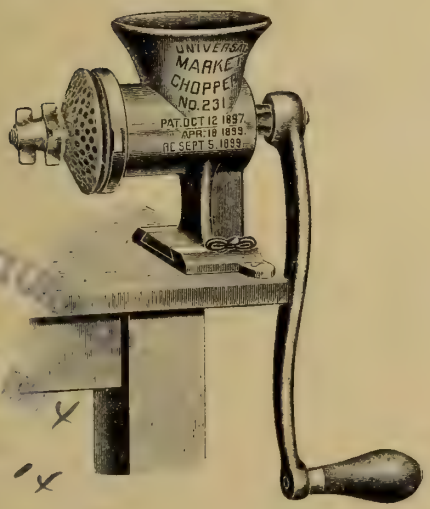
Will also chop meat to perfection.

No.	Size	Chops	Weight	Cutters
1	Small, Family	2 lbs. per min.	4 lbs.	3
2	Medium	2½ " "	5 "	3
3	Large	3½ " "	8 "	4



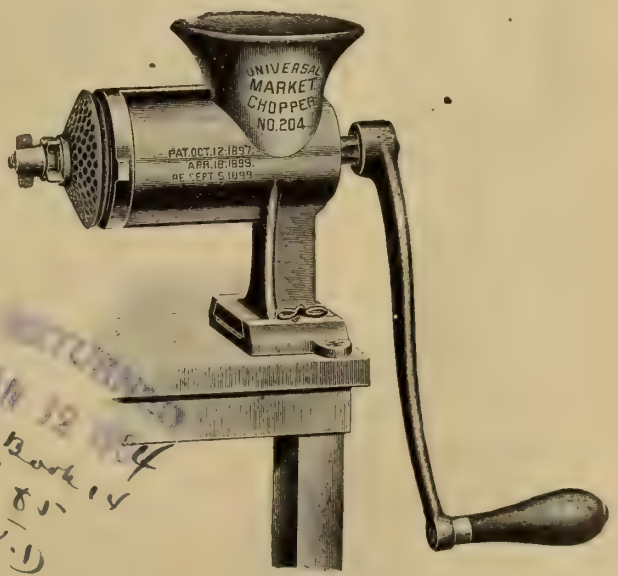
No.	Size	Chops	Weight
233	Farmers'	4 lbs. per min.	8 lbs. 1 oz.

Each machine fitted with one extra three-tooth Cutter for coarse chopping.



No.	Size	Chops	Weight.
231	Farmers'	4 lbs. per min.	8½ lbs.

Each machine provided with one extra three-tooth Cutter for chopping coarse and for use with Stuffing Attachment.



No.	Size	Chops	Weight
204	Butcher	6 lbs. per min.	14½ lbs.

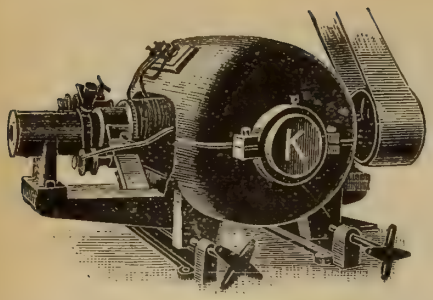
Provided with one extra three-tooth Cutter for chopping coarse, or for use with Stuffing Attachment.

FOR OTHER MAKES SEE OUR HARDWARE CATALOGUE.

H. S. HOWLAND, SONS & CO. LIMITED, Toronto.

WE ship promptly — **GRAHAM NAILS ARE THE BEST.** — **OUR** prices are right

Factory: Dufferin Street, Toronto



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Manufacturers of Dynamos and Motors for all purposes, both direct and alternating currents. Special attention given to repairs.

Office and Works, 219-221 Queen St. East, Toronto.
'Phone Main 1251. Estimates cheerfully given.

"THE PEERLESS"

is the best Bolster Spring ever produced. A fine line for the hardware trade. **Write Us for Prices**

JAMES WARNOCK & CO., - GALT, ONT.

WOOD SCREWS, MACHINE SCREWS,

WIRE NAILS, BRIGHT WIRE GOODS, WIRE IN COILS AND STRAIGHT LENGTHS.

TORONTO HAMILTON MONTREAL

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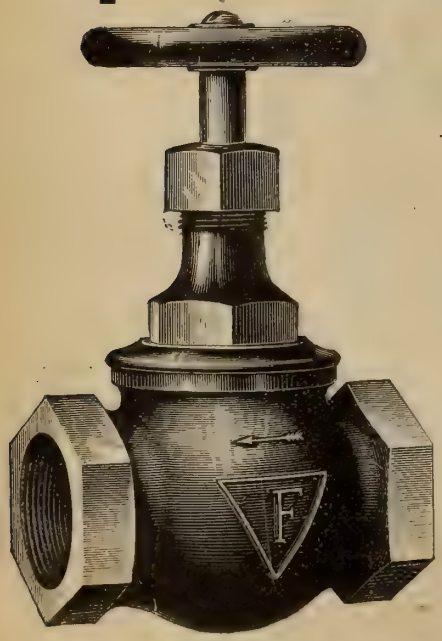
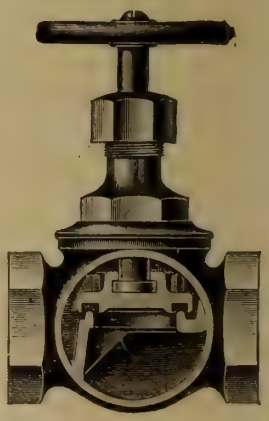
THE BEST VALVES THAT MONEY AND SKILL CAN PRODUCE



You are Cheating Yourself

if you have not inquired into the merits of Fairbanks Valves, because if you want the Best, and think you have the best when you are using some other make of valves than "Fairbanks" you are laboring under a false impression.



When you buy Fairbanks Valves you Know you Have the BEST.

Their many points of superiority have been fully demonstrated by the severe test of actual service, and for this reason Fairbanks Valves are specified by the leading architects and engineers everywhere.

SEND FOR VALVE CATALOGUE.

THE FAIRBANKS COMPANY

MONTREAL. TORONTO. WINNIPEG. VANCOUVER.

MACHINERY

The Machinery Market.

TORONTO.

THE machinery market is reported to be quiet this week, there having been a slight falling off ever since last week. This quietness has reference to the amount of actual business transacted, not to prospective business. Of course this state of affairs is quite natural, and has been expected for some time, since not many enquiries were received during the last few weeks, which would lead to immediate business, and the business of those two weeks consisted chiefly in the filling of booked orders. This week's business has been the reverse of that, not very much actual business has been transacted but enquiries have been very numerous. In deed the past week has been rather remarkable for enquiries. They have not been confined to any special lines of machinery, but have been very general. Except for this unusual amount of prospective business, the market is rather featureless this week. It is expected that this market condition will extend itself throughout next week. Then the actual business of the year will commence. All Toronto machinery dealers seem well satisfied with the way things have been shaping themselves during the past week. They did not expect so many enquiries to be forthcoming during the first week in the year, and were consequently agreeably surprised at the number that did come in. So, considered from all points of view, this week has been as promising for a busy time to come as can be expected.

The A. R. Williams Machinery Co. report the market rather quiet, which was expected the week before. Prospective business is good, and therefore the prospects for a picking up of the trade in a couple of weeks are good. The market has been rather featureless this week, sales in no special lines of machinery attracting much attention.

The H. W. Petrie Machinery Co. report business quiet this week, there being quite a noticeable decrease of orders even since the previous week. However, that is very usual for the first week in the year, so that the firm are not at all disappointed in the amount of business transacted. The number of enquiries they have received during the past week are remarkable, and are very promising for a busy Winter and Spring. Otherwise there is no special feature on the market this week.

The Levy, Weston & McLean Machinery Co. report that they have not noticed much difference in the market this week. The falling off in orders have not been felt to any great extent by the company. They have had numerous enquiries and the prospects for a busy year are good.

The Jones & Moore Electric Co. say that business has been slacker during the past week than during the two previous weeks. They found it slacker in that they did not receive so many orders; but they had numerous enquiries which in all probability will lead up to substantial orders in the future. For the last three or four weeks Jones & Moore have been been trying to catch up on orders during the slack time. Mr. Moore says that during the past year they have doubled the capacity of their factory and consequently their staff have also been nearly doubled.

The Dominion Motor Machine Co. have been quite busy this week repairing automobiles. They are looking forward to a bright Winter and Spring.

The Fairbanks' Machinery Co. have not got their machinery department completely installed yet. They are expecting some machinery from Cincinatti and also from headquarters at Montreal.

—

MONTREAL.

A round of the various Montreal machinery houses shows a general feeling of optimism as to the immediate future of the Canadian market unless disturbed by conditions in the United States. This optimistic feeling prevails in spite of the recent failure of the James Cooper Mfg. Co. and the embarrassments of the Locomotive and Machine Company. In both these instances, it is held that the trouble was due to special circumstances and that the embarrassments of these firms can not fairly be interpreted as indicating a gloomy outlook for this market. The Locomotive and Machine Company were forced to ask for an extension of time of three, six, nine, and twelve months for different amounts owing for which they are giving notes. It is understood that they have secured the assent of the majority of their creditors to these terms and that they will continue in business. Those interested in the company have subscribed a sufficient sum for working capital. In the meantime any orders which they may place are guaranteed by some personal representative of the stockholders. It is further understood in Montreal business circles that the liabilities of the firm amounted to $850,000, of which $400,000 are held by the banks and $450,000 by trade creditors. The arrangement made is considered quite satisfactory in local circles and as indicating the confidence which is felt in Montreal as to the ability of the company to meet their obligations it might be mentioned that a couple of rather large sales by Montreal firms to the Locomotive and Machine Company are reported to us this week.

Montreal machinery men say that the embarrassments of these two firms have not so far, had the effect of keeping American machinery houses out of the Canadian market. The number of travellers who represent American machinery houses coming to this section of the country is on the increase and there are rumors of a slashing of prices. Local houses would not be sorry if American machinery houses were to take the alarm and decide to stay away. But they think this is too much to hope for.

The local market has not yet recovered from the quiet season which is always experienced during the holidays. Actual business this week has not been of very great volume and most houses report that inquiries are not quite so numerous as they would like to see. No serious alarm is felt, however, for the season is not far advanced and it is early yet to look for much business. Some large sales of machine tools are certain to be made before long to the Grand Trunk and Canadian Pacific

Railways. Both have been building new shops and neither has yet bought an adequate supply of machine tools with which to equip them. Other large buyers will soon place their orders. Hence the outlook in machine tools is good unless a depression in the American market should play havoc with values. In heavy machinery, large boilers and engines of considerable horse-power, prospects are also good.

The Laurie Engine Company report no particular change in conditions as described by them in our last issue. They have several contracts on hand for engines of very large horse-power and they are busy executing them in their St. Catherine street works. The demand for engines of small horse-power came during 1903 from a very wide area. Actual business in engines is still quiet but inquiries are numerous and the outlook is considered quite satisfactory. In machine tools and woodworking machinery, actual business during the week, although small, is considered quite satisfactory for the season. Inquiries for delivery two or three months hence are now coming in freely from a wide area. The Laurie Engine Company do not assume the role of prophets and are not prepared to forecast the future, but they are confident that if nothing happens in the United States to demoralize values there the Canadian machinery business should continue to prosper even more than in 1903 which was a record year.

The Fairbanks Company report some good business this week in machine tools. Inquiries for delivery two or three months hence are numerous and the general outlook is considered very satisfactory. Trade has not yet recovered from the slackness which is always incidental to the holiday season but that slackness has not been so pronounced as in some other years. Now that the holidays are over, some large sales are confidently expected.

Mr. Alfred Rubra, of the Machinery Exchange, reports that general conditions remain much the same as last week. Trade has not yet emerged from the dullness which is always experienced at this season. Prospects on the whole are bright unless the competition of American machinery firms has the effect of breaking values. Actual business this week is quiet, but some inquiries are coming in and a good trade is confidently expected during the next few months.

Mr. W. H. Nolan, of the Canadian Machinery Agency, reports business this week fairly active. Like other machinery men the only thing which he fears is a break in the American markets followed by sales in Canada at slaughter prices.

Williams & Wilson report a quiet, steady trade this week which is considered satisfactory for the season.

NEW YORK.

Manufacturers of machinery are expecting a normal year's business in 1904. All who were seen report that the year just closed has been equal to or better than previous years, and that in the beginning of the year business promised to be much in advance of the normal, but that it fell off in the later months. December, though, has in all cases shown a decided improvement, and the indications are that the opening months of 1904 will continue to show improved conditions.

Louis L. Brinsmeade, manager of the Westinghouse Machine Company, said: "We are looking for a much better business next year than any we have had. This is due to the fact that we are the leading manufacturers of steam turbines and gas engines, and that these machines are rapidly replacing others that were formerly used. The steam turbines in particular are in constanly increasing demand. All the big units that are being installed now are turbines, and we, of course, are getting the benefit of that business. The electric roads and big electrical power plants are all taking to this class of engine now to the exclusion of the Corliss engine, and our business in this line is growing right along. Business with us did slack up a little a couple of months ago, but it has fully recovered now, and we can see nothing in present conditions to indicate that it will not continue to improve. We have not experienced any difficulty with collections. The nature of our business is such that we seldom do have any difficulty in getting our money. Most of our customers are large corporations that are amply provided against any temporary stringency."

Machinery and Electrical Notes.

The Moose Jaw Machine Works, Moose Jaw, Assa., were completely destroyed by fire on Christmas day. The estimated loss is $4,500, which is partially covered by insurance.

The time for receiving tenders for the plant of the James Cooper Mfg. Co., Montreal, has been extended to Monday, January 11th.

The commission to go to Europe to investigate the different methods of electric smelting, has been appointed by the Government. It consists of Dr. Haanel, superintendent of mines, and C. E. Brown, assistant and works engineer for the Canadian General Electric Co., Peterboro. Dr. Haanel will secure in Europe the services of an expert metallurgist and such additional assistance as he may require to make a thorough investigation of the processes, and to determine the possibility of adopting any of them profitably in Canada.

Fire in Laurie Engine Co.'s Plant.

ON Wednesday, January 6th, a fire completely gutted the patent storage building of the Laurie Engine Company's works on St. Catherine street, Montreal, and resulted in a loss of between $15,000 and $20,000. The loss of the valuable patterns is a very serious matter for the company as it will be almost impossible to replace them.

The building was situated in the rear of the big engine works on St. Catherine street east. The foundry proper was saved, the only damage resulting from water and smoke.

The alarm sounded about 12.30 o'clock and when the firemen arrived at the foundry they found the pattern department burning fiercely. In a very few minutes the entire eastern division of the fire department were on the spot and very soon a dozen or more streams were playing on the flames. At one time it looked as if the engine works were going to be destroyed, but the work of the firemen was well directed and this disaster was fortunately averted.

It is understood that the loss is covered by insurance, but it can not fail to cause the Laurie Engine Company considerable inconvenience.

Iron Works to be Sold.

IN our advertising columns will be found reference to an important sale of the Northrop Iron Works, of Valleyfield, Que. These works consist of a valuable manufacturing plant including a machine shop, iron and brass foundry and carpenter shop. The plant is complete with modern equipment and there is some stock on hand. The buildings are thoroughly equipped with automatic sprinkler system, and they are

Bread, Milk and Trade Checks

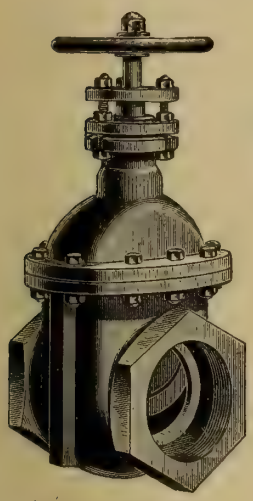
Made of BRASSor ALUMINUM.

SEND FOR PRICES

STENCILS, STEEL STAMPS,
RUBBER STAMPS, Etc.

Hamilton Stamp & Stencil Works,

HAMILTON, ONT.

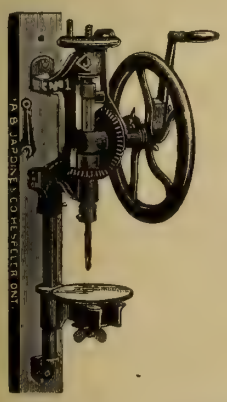


We Make Good

VALVES

Write for Catalogue. It tells all about them.

The Kerr Engine Co.
LIMITED
Walkerville, Ont.



TRADE MARK REGISTERED

Blacksmiths' Hand Drills.

The very best.

A. B. JARDINE & CO.
HESPELER, ONT.

"Say, Friend,"

your aim should be to start up for yourself.

Why Work

from morn till night for somebody else instead of pushing a business for yourself and thus reap the full profit of your labor ?

We Will

start men of ability and good character in every County in the Dominion.

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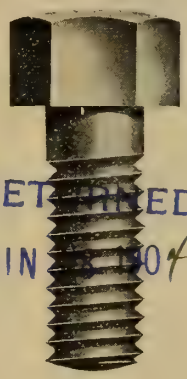
The Empire Machine and Metal Stamping Co. Limited

1012 Yonge St. - TORONTO,

Canadian Metal for Canadians.

IMPERIAL BABBITT. — Perfect anti-friction, no matter what the speed or the crushing weight. Satisfactory wherever and whenever used. Why experiment with new and foreign-made metals, when a Canada-made, thoroughly tried and absolutely reliable metal is at your command ?

THE CANADA METAL CO., WILLIAM STREET, **TORONTO**



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Square and Hexagon

COLD PRESSED NUTS

FINISHED. SEMI-FINISHED.

Canada Foundry Company,
LIMITED.

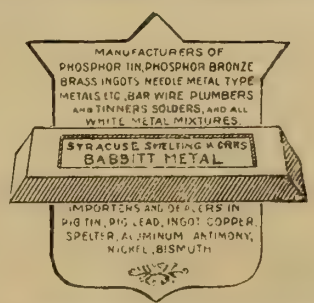
Head Office, TORONTO, ONT.

District Offices — Montreal, Halifax, Ottawa, Winnipeg Vancouver, Victoria, Rossland.

Use Syracuse Babbit Metal

IT IS THE BEST MADE.

Wire, Triangular and Bar Solder, Pig Tin, Lead, Ingot Copper, Ingot Brass, Antimony, Aluminum, Bismuth, Zinc Spelter, Phosphor Bronze, Nickel, etc., always in stock.



FOR

Paper and Pulp Mills,
Saw and Wood-Working Machinery,
Cotton and Silk Mills,
Dynamos, Marine Engines,
and all kinds of
Machinery Bearings.

Canadian Works, Montreal, P.Q.
American Works, Syracuse, N.Y.
Head Office American Works, 94 Gold St., New York.

SYRACUSE SMELTING WORKS

piped through for steam heating. The entire plant is run by electricity and there is also a complete electric lighting plant. The shipping facilities are of the best, both by rail and water. The Canada Atlantic Railway side track runs through the works.

This is a remarkably desirable manufacturing plant and the situation could hardly be excelled. It is only 35 miles from the city of Montreal by rail, either by C. A. R. or N. Y. C., and the same distance by water. The property is such as would be suitable for almost any manufacturing business.

The Stroboscope.

WHEN an engine, or machine is moving at great speed, its parts appear a mere blur to the spectator. Now an important improvement to a machine may depend on the possibility of realizing exactly how a certain part of the motion at full speed takes place. Such is the purpose and powers of the stroboscope. A movement that really takes place in the hundredth or thousandth part of a second may be seen drawn out to a quarter of a minute or more. The time of the movement may be magnified so as to enable it to be watched and examined at leisure.

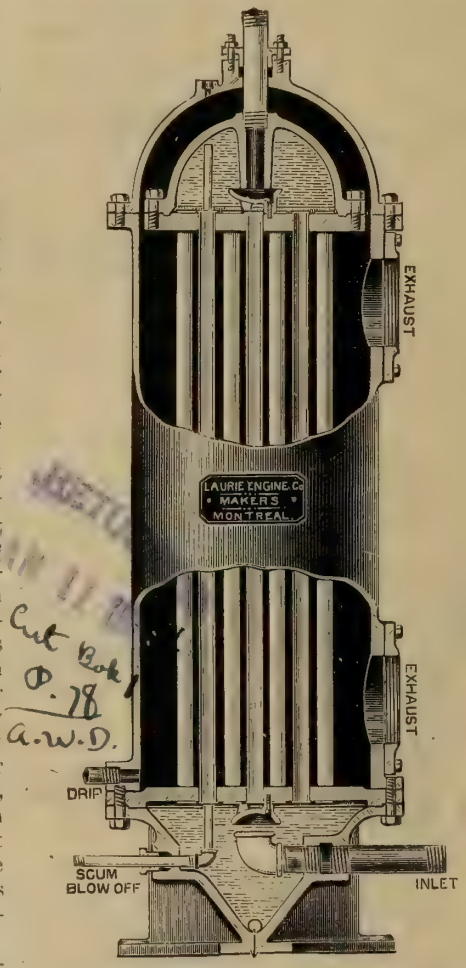
The means that produce this result are very simple. By means of an electric spark made at rapid recuring periods, or by a revolving disc in which are slits, passed before a lantern, the moving object is illuminated in a succession of flashes. If the flashes coincide exactly with the period of the machine's revolution they will show it always in the same position, and to the observer there will appear to be no motion. By slightly retarding the flashes, so that they will lag behind, the machine under observation will seem to move slowly, because at each revolution it is shown at a little later stage. Thus a movement too rapid for direct observation may be watched closely and analized the strains or vibrations at every point being clearly noted.

Thus with the stroboscope the formation of the stitch in a sewing machine, the exact way in which a petrol motor works, and a thousand other machine movements of lightning speed may be observed. The great glare of the arc lamp is not a continuous light but a succession of sparks caused by the alternating current, the intervals between which are so short that the nerves of the eye act too slowly to catch the rise and fall in the illumination. The stroboscope will throw the image of the arc upon a screen so that the rise and fall of the light appears to take place quite slowly. This the effect of different kinds of carbons, different rates of alternation and different methods of regulation can be judged.

Feed Water Heater and Purifier.

THE great problem which confronts all users of steam power is that of securing the most economical means of using fuel. Hence any device which can be used to lessen the consumption of coal and still secure the same or greater efficiency is always eagerly sought after. For this reason, "Hardware and Metal" takes pleasure in calling attention to the patent Feed Water Heater and Purifier manufactured in Montreal by the Laurie Engine Company.

In the description of this Feed Water Heater and Purifier, two well known



facts should be borne in mind. The first is that a very small proportion of the heat in steam is utilized in doing work. The greater portion is a waste product. The second is that the hotter the feed water the less coal has to be used to turn it into steam. The peculiar merit of this feed water heater is that it utilizes the exhaust steam, which ordinarily is entirely wasted, to heat the feed water and it thus proves its value as an economizer of heat, and therefore of fuel. These heaters, when applied as rated, will raise the temperature of the feed water to 208 or 210 degrees, and also reduce the back pressure on the engine by condensing a large portion of the exhaust.

The accompanying illustration shows the internal construction of these heaters. The shell of body, base, tube-plates and caps are made of cast iron, and the tubes of seamless drawn brass, thus making it practically indestructible. The tubes are firmly set in a lower and upper tube plate, the lower plate only being fastened to the body of the heater. The upper tube plate is not attached to the shell in any way, thus allowing for full and free expansion of the brass tubes independently of any other part of the heater. The advantage of this special internal construction (patented) of moveable tube plates is that by means of it the water may be heated almost to boiling point without any danger of tubes bursting or plates cracking through expansion or contraction.

The water entering feed "inlet" at base (and being distributed by deflector) passes slowly up through the tubes, absorbing heat from the exhaust steam with which the heater is filled, in its passage to the upper or discharge chamber, where it is still surrounded by exhaust steam, until discharged at top "outlet." The discharge pipe projects downward into chamber to avoid carrying any scum from the surface of water into the boiler, a scum blow-off being provided with discharge at bottom of heater as shown in cut.

The impurities in the feed water that precipitate at 208 degrees are deposited at the bottom of the heater, where provision is made for blowing off. The "drip" opening at bottom of heater provides for draining of condensation, and should be connected to drain and left open, as an accumulation of water in the heater tends to reduce its efficiency.

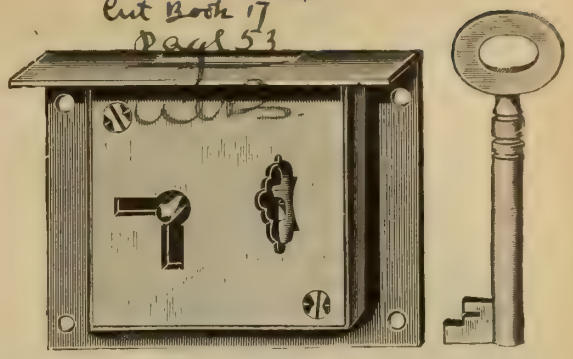
The tubes may easily be cleaned by removing top cover of shell and cap of discharge chamber, thus giving access to inside. Frequent cleaning is not necessary.

The advantages of this heater are many and obvious. The impurities in the water are precipitated in the heater and hence do not injure the boiler. The life of the boiler is prolonged also by supplying feed water at a high temperature, thus preventing unequal contraction, such as occurs when feeding cold water. As mentioned before, the back pressure on the engine is reduced by condensing a large portion of the exhaust.

These heaters are made in various horsepowers from 30 to 2,000. We understand that the Laurie Engine Company are now building three 2,000 horsepower heaters for the Toronto Street Railway Company.

RETURNED
APR - 4 1904
Cut Book 17
Page 53

Till Locks
Chest Locks
Cupboard Locks
and all kinds of # Cabinet Locks



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It's handy to use our brown and manilla

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because they have strength and durability essential to satisfactory wrapping papers. Full weight and full count in every order.

CANADA PAPER CO.
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Toronto, Montreal and Windsor Mills, Que.

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Firms or individuals open for agencies in Canada or abroad may have their names and addresses placed on a special list kept for the information of inquirers in our various offices throughout Canada and in Great Britain without charge.

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Business Manager
HARDWARE AND METAL
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OAKEY'S The original and only Genuine preparation for Cleaning Cutlery 6d. and 1s Canisters.
'WELLINGTON'
KNIFE POLISH

JOHN OAKEY & SONS, LIMITED
MANUFACTURERS OF
Emery, Black Lead, Emery, Glass and Flint Cloths and Papers, etc.
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Agent:
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MONTREAL

MADE IN CANADA

Stitched Cotton Duck Belting

Superior to all others.
FOR
Agricultural Machines, Elevators, Pulp and Paper Mills, Cotton, Woollen, Cement and Saw Mills, Machine Shops and Electric Powers.

MANUFACTURED BY
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Limited
HAMILTON, CANADA.
USE OUR
"MAPLE LEAF BELT DRESSING"

Craig Mine Crystal Corundum

CRYSTAL REGISTERED TRADE MARK CORUNDUM

NOT ADULTERATED WITH EMERY.

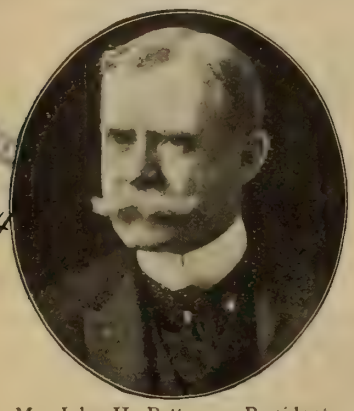
Polishing is fine grinding. Craig Mine Crystal Corundum grains will do from two to five times the amount of grinding or polishing that grains of emery will do, *because* it all grinds. Emery contains only 30 to 40 per cent. of grinding value, the remaining 60 to 70 per cent. is composed of iron and silica—waste material.

WRITE FOR BOOKLET.

The Canada Corundum Company, Limited
TORONTO, CANADA.

RED-LETTER DAY FOR CASH REGISTER MEN.

THE last week in the old year was a red-letter one, as far as the Canadian business of The National Cash Register Co., of Dayton, Ohio, was concerned. It marked the opening of the company's first factory in Canada. For some years the company has been doing business in Canada, but this business has grown to such an extent that it was found necessary to have machines for the Canadian market made in this country. The necessity for the factory was, to no small extent, due to the efforts of Mr. F. E. Mutton, the district manager, and his staff of salesmen. In fact, members of the selling staff of the Canadian branch of the business have more than once carried off the honors in the company's world-wide service for the largest number of machines sold.



Mr. John H. Patterson, President

The factory, which is under the management of Mr. J. W. DuLaney, was formally opened on December 28th, as already reported in the columns of this paper. On the three following days conventions were held at the King Edward Hotel, where practica demonstrations appertaining to the work of organization were given by the various heads of departments and the sales agents in the employ of the company.

On Wednesday evening a banquet was held in the private dining-room of the King Edward Hotel. It was a function of unusual interest and success. It was also remarkable for its uniqueness. Mr. F. E. Mutton, district manager, was in the chair, and Mr. Crane, of Dayton, Ohio, one of the veteran sales agents of the company, was toast master. Mr. H. Chalmers, of Dayton, Ohio, general manager of the company, and several other officers from headquarters, occupied seats of honor at the guests' table. Among the guests were also a number of ladies which, of course, added much grace to the function.

Factory at Toronto—Front and Rear View.

After the tables had been cleared stereopticon views of the factory and workmen's homes at Dayton were given, Mr. Thomas being the lecturer for the occasion. The views were perhaps the finest of the kind ever seen in Toronto. They were of enormous proportions and were in natural colors. A number of the views showed the different stages in the development of the factory and also in the improvement of the workingmen's homes. The transformations thus shown were greeted with loud applause. For some years The National Cash Register Co. has awarded prizes for the best lawns and back-gardens in the workmen's homes, and the work that has been accomplished in this direction is simply marvellous. After the views had been disposed of, the toast list was taken up, and it was well after midnight before the last toast was proposed and duly honored.

Mr. F. E. Mutton, District Manager

The one thing which probably impressed those outside the members of the firm and their employes who were present was the marked esprit de corps which existed among the heads of the firm and the different employes.

Hugh Chalmers, General Manager.

Although I know nothing about cash registers beyond the fact that they are a good thing for merchants generally, I felt the influence of this esprit de corps. Every sales agent present appeared to be possessed of the idea that there was nothing in the world like the National cash register, and no other firm in the world equal that which manufacture it.

When Mr. Chalmers, the general manager, arose to speak he was received with a warmth of enthusiasm which scarcely could have been exceeded. Although he is a young man, less than 30 years of age, and some 16 years ago entered the employ of the firm as an office boy, every employe, old and young, holds him in the highest esteem almost to the point of adoration.

"Why is it," I remarked to a well-known sales agent of the company, "that you men exhibit such strong loyalty for your company and its interests?"

"I'll tell you why. It is because they treat us 'white' and we know that if we do our duty they will recognize the fact in a substantial way. And then we believe in the merits of the goods we sell."

The Factory at Dayton, Ohio.

District Manager Mutton was "caned" about 11 o'clock, and Mr. Du Laney, was presented with a valuable umbrella by the local sales agents.

DEPARTMENT OF ADVERTISING SUGGESTION AND CRITICISM

Edited by John C. Kirkwood, TORONTO.

NOTE—Herein are discussed the principles and practice of advertising. Subscribers are invited to send Mr. Kirkwood specimens of their newspaper and other advertising, for the purpose of review in this department. Address care of Department of Advertising, HARDWARE AND METAL.

Profitable Advertising for Hardware Dealers.

IN looking through a goodly number of Canadian weekly newspapers—dailies, too,—for examples of advertising, I was struck with the absence of hardware advertisements. There were dry goods announcements in abundance, but comparatively little hardware advertising. Just how to explain this condition of affairs is hard. It would seem, however, to indicate that the hardware dealers belittle the value of advertising; that is, so far as their business is concerned. It seems to indicate, too, that newspaper publishers have not been very active in the direction of the development of advertising. Just here I may say that, judging from my own experience, weekly newspaper publishers are not very good or very aggressive advertising solicitors, notwithstanding the fact that their prosperity depends very largely upon the amount of advertising carried in their newspapers. I cannot do otherwise than consider it short-sighted and a misuse of opportunity for a hardware dealer of any pretension or ambition not to advertise. Accordingly, I desire at this particular time, at the opening of a new year, to talk over very briefly this subject.

With a good many, the question of cost is the barrier that stands in the way of their advertising. The uncertainty of its "paying" is a sufficient reason for them to refuse to spend money on advertising. The intangible character of the transaction is so present with them in their consideration of the subject that they think of advertising as nothing more or less than a gamble. Others, again, are unable to judge the value of newspaper space, and are inclined to think any proposal by a publisher as being decidedly too profitable for the publisher, and dislike exceedingly to enter into any contract where the profits are so enormous.

This question of the cost of advertising is very apt to be viewed in a very wrong and narrow way. No newspaper publisher can guarantee that an advertisement in his paper will be profitable, yet this is just what many a merchant wishes the publisher to do. A publisher sells space, nothing more, nothing less. He offers space in his paper, three inches deep, six inches deep, one column wide, two columns wide, three columns wide. He sells space, and this space is worth money; how much money depends upon the extent and character of the circulation. He gives merchants an opportunity through the use of space in his paper to tell the community what to buy, and where to buy. This opportunity varies in worth: If the newspaper has a circulation of 1,000, it is worth so much; if the circulation be 2,000, or 5,000, the opportunity is worth a good deal more. That is, space in a paper with a large and choice circulation is worth more than space in a paper with a small circulation. An opportunity to tell 500, 1,000, or 3,000 families, a large portion of whose money is being spent daily for hardware, why this money should be spent at one store rather than at another, is worth no small sum to a wideawake, aggressive, ambitious retailer. Such a man has every week several excellent reasons for inviting these families, the heads of households, to his store, and there is no cheaper, speedier, better way to acquaint buyers with his weekly offerings than by engaging space in a local paper.

This leads me to say that the burden of sale is not on the publisher but on the merchant. The publisher sells space, but the profitable use of space sold lies with the merchant. If a hardware dealer, for example, who buys space, neglects to use it intelligently, brightly, persuasively, he cannot expect his advertising to be profitable, and, if he be honest, he will blame himself for the failure. Having an opportunity is one thing; the right use of an opportunity is quite another thing. We all have known men to own horses which stand idle in their stalls most of the time, or else wander about a big pasture field. They do no work: yet we do not say the horses are no good. It is their owners whom we censure. So is it with much advertising: Some advertisements stand unchanged week after week, using up space which must be paid for; and some ramble so that they fail to sell a penny's worth. Such advertising is costly, because it represents waste.

The dealer who advertises, or, rather, who thinks he is advertising, by engaging space in his local paper and then giving neither time nor attention to a right use of this space, might just as well cancel his contract.

In dismissing this question of the cost of advertising let me say that a better question is—What will advertising yield? Advertising can yield, will yield, and does yield a most profitable return on the money spent—if done rightly. I know hardware dealers in towns where conditions are much the same as those that exist in almost every community this whole country over, who are ready to say that they could not do business without advertising. The cost of advertising doesn't concern them: the necessity of advertising was long ago admitted. The business-producing power of advertising is daily perceived. But these men put their whole thought into their announcements to the public and fill the space they employ with news that throbs with the activity of a busy store.

The purpose of this department of Advertising Suggestion and Criticism in "Hardware and Metal" is to assist retailers in their advertising. If any hardware dealer feels himself unable to write advertisements that will sell goods, he will find in these columns every week something calculated to help him in this direction; if his difficulties are not being met or touched upon, he is urged to write a personal letter to the editor, who is ever ready to give what assistance he can to any interested in this department.

There is another phase of the advertising problem related to cost, yet quite another matter; namely, the question of what space to use. It will be found in most cases that a small, short, pointed, specific, nicely set up advertisement will do more work than one which is long, indefinite, and loose looking. The temptation is to tell too much, and the danger of a long story is that most of it will be forgotten. There is waste in advertising, some of it inevitable, just as the carpenter's plane makes waste; some of it preventable. And there is a waste in not advertising. The greater waste is the latter.

Bar Iron and Steel | **Cut Nails Wire Nails** | **Horse Shoes Horse Nails** | **Railway Spikes, Ship Spikes and Tacks.**

THE PECK ROLLING MILLS LIMITED

Successors to Peck, Benny & Co.

Manufacturers of P. B. Brands

HEAD OFFICE: 210 Coristine Building, MONTREAL

WORKS: **LACHINE CANAL.**

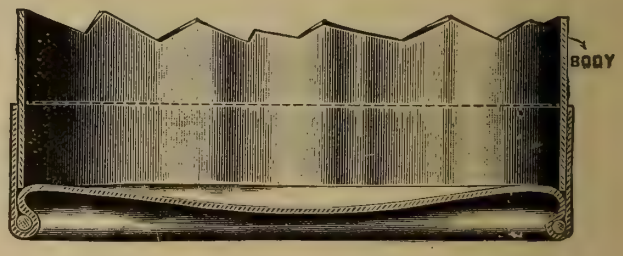
"Samson" Milk Can Trimmings.

Strongest, neatest, most sanitary and only one-piece bottom made.

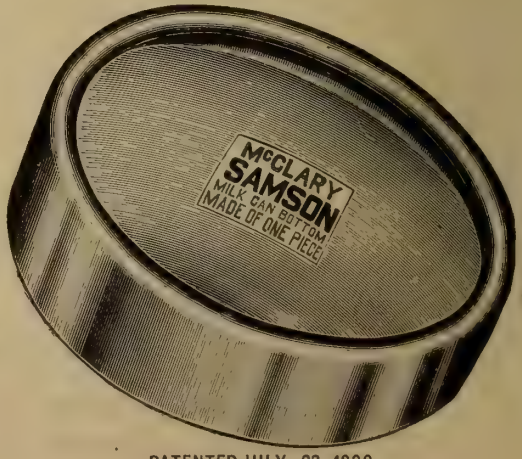
Has no seams or rivets to corrode and collect dirt.

Every bottom in each size is of an exact diameter. Being stamped out with a die—not spun—there can be no variation as in a bottom made in several pieces.

Requires less solder and work in putting together than pieced bottoms—also wears longer.



Section of "Samson" Milk Can Bottom.



PATENTED, JULY. 23, 1900

The McClary Manufacturing Co.

London, Toronto, Montreal, Winnipeg, Vancouver, St. John, N.B.

"EVERYTHING FOR THE TINSHOP."

HARDWARE AND METAL

President:
JOHN BAYNE MACLEAN,
Montreal.

The MacLean Publishing Co.
Limited

Publishers of Trade Newspapers which circulate in the Provinces of British Columbia, North-West Territories, Manitoba, Ontario, Quebec, Nova Scotia, New Brunswick, P.E. Island and Newfoundland.

OFFICES.

MONTREAL - - - - 232 McGill Street. Telephone Main 1255.
TORONTO - - - 10 Front Street East. Telephone Main 2701.
WINNIPEG, MAN. - Room 308, McIntyre Block. Telephone 1846. E. C. Hind. L. P. Luxton.
LONDON, ENG. - - 109 Fleet Street, E.C. J. Meredith McKim.
MANCHESTER, ENG. - 92 Market Street. H. S. Ashburner.
ST. JOHN, N.B. - - No. 3 Market Wharf. J. Hunter White.
NEW YORK - Room 1241 New York Life Bldg. W. T. Robson.
VANCOUVER, B.C. - - Geo. S. B. Perry.

Subscription, Canada and United States, $2.00.
Great Britain and elsewhere - - 12s

Published every Saturday.

Cable Address { Adscript, London. Adscript, Canada.

PRICES CHANGES OF THE WEEK.

HARDWAREMEN generally have learned to look upon the first week in January as one of the most important during the year, because of the meetings of manufacturers to discuss business conditions and to reach where possible a basis of prices for the ensuing season.

The majority of these meetings have been held, and while they were behind closed doors the decisions reached have been given out and will be found of wide interest. Among the many lines affected by the meetings are: Stamped ware, coiled spring, galvanized, plain and barb wire, cut and wire nails, screws, rivets and burrs, tacks, bolts and nuts, lead pipe, shot and soil pipe.

One proof of the steadiness of trade conditions in Canada was furnished in the fact that of the great variety of stamped ware productions only one new price was established, the discount on creamery cans being changed to 50 per cent.

In several lines the influence of lower prices in the United States was felt in a slight degree. Reductions of 5c. per 100 lb. are noted in coiled spring wire and in galvanized, plain and barb wire. It is now well understood that the price on galvanized, plain and barb wire is fixed on a basis arranged by the American Steel and Wire Co., and the Canadian maunfacturers. No reason is assigned for the reduction other than the lower basis of steel prices in the United States.

In wire and cut nails prices have been fixed at the present basis until May 1, after which prices will depend on existing conditions.

In contrast to the reductions noted is the action of soil pipe manufacturers who have advanced prices by a reduction in the discounts.

Another decision recently reached was that of Canadian manufacturers of low wheel lawn mowers to allow jobbers to sell their wheels at open prices. This was done to meet American competition In these goods, which has been felt in some districts. No change has been made in high wheels, as in these Canadian manufacturers have so far been able to hold the home market.

In addition to these changes by manufacturers an important change in tin is noted. In the outside markets this metal has been exhibiting much strength for some time, and the local market has this week followed the lead of primary markets by an advance of $1 per 100 lb.

INDEPENDENCE OF PARLIAMENT.

AS an academic proposition few people would deny that members of Parliament should not be appointed to places of emolument. It is desirable neither that the vulgar place hunter should be encouraged nor that the man of independent principles should be seduced from the course marked out by his best judgment, by the insidious temptation of the place bribe. Even hardened politicians will accept this proposition—when in opposition.

Back in 1893-94 "Hardware and Metal," conducted a campaign along this line and found a doughty champion in the present Postmaster-General, who read extracts from editorials in this paper in the House and moved a resolution affirming the principle that no member of Parliament should be appointed to a public office of emolument while sitting in the House or until two years after ceasing to sit therein.

It is not to be assumed that Sir William, now a knight sans peur et sans reproche, and one of his Majesty's Privy Councillors for Canada, ripened with years and experience, is less zealous for the independence of Parliament, and the political morality of its members than when plain William Mulock, member of her Majesty's loyal Opposition, he fought side by side with "Hardware and Metal" to eradicate the blasting canker of patronage.

And yet Mr. Blair has been appointed chairman of the Railway Commission, Mr. Blair, who opposed the Government's transcontinental railway policy, who resigned from the Cabinet, who uttered the bitter words "Cox can't wait," and who voted with Mr. Borden and Mr. Tarte against the Government on this imoprtant measure. Then Mr. Blair becomes quiescent, his official organ declares that since the thing is done the only recourse is to support the Government. A pause ensues. After the pause Mr. Blair is announced as having been appointed to the chairmanship of the Railway Commission.

The shock this appointment must have been to the redoubtable champion of parliamentary independence and present Postmaster-General can better be imagined than described. Let us draw a veil.

With Mr. Blair's personal fitness for the position no exception can be taken. He was an admirable Minister of Railways and the service he rendered his country in connection with placing the Intercolonial on a sound business basis, will not soon be forgotten. It is doubtful if a man better qualified for the position could have been found. But in consideration of the principle at stake it would have been better had one perhaps slightly less qualified been appointed. The Liberal party in Opposition was unflinchingly opposed to the appointment of members of Parliament to office. The case of Mr. Blair is a particularly flagrant one, all things considered, and we are convinced that there are many friends of the Government who will agree that the appointment was ill-advised.

THE SIGNIFICANCE OF C. I. F. DECISION.

IN another column will be found a summary of the remarks made by Mr. Justice Trenholme in giving judgment in favor of The Canada Hardware Company in their action for damages against Suren Hartmann & Company, of London, England, for injuries by rust to a quantity of metallic goods bought by the former on a c.i.f. contract. The decision is a complete victory for the plaintiffs, and as such is of great interest to all importers and manufacturers' agents. The question has been a vexed one for some time, and there is a general feeling of satisfaction that the obligations of a seller under a c.i.f. contract are now clearly defined by the decision. All uncertainty on the point is now removed. The purchaser has a right to expect the seller to effect complete insurance, and the seller who neglects to do so is liable for damages in case of loss.

The evidence given at the trial made plain one or two things. It was quite evident that there has been a great diversity of custom as to the kind of insurance effected under c.i.f. contracts. It was also evident that in some quarters there is not a very clear understanding of the difference between the different kinds of marine insurance.

There are two kinds of marine insurance policy. The first is the policy which was obtained in the present instance, known as f.p.a. (free from particular average). This is simply insurance against total loss only, as no damages will be paid under such a policy unless the injury occurs through the stranding, sinking, burning or collision of the vessel. The cost of such partial insurance is about one-third the cost of the "with average" policy, which provides complete insurance, covering partial as well as total loss.

It is a satisfaction to business men to have this vexatious question settled. No person questions the bona fides of either party to the contract. Custom has not been well established either way. Mr. Lomer has for many years been selling goods on c.i.f. contracts, and it has always been his custom to effect this limited kind of insurance. On the other hand, the plaintiff never doubted that he was receiving complete insurance. The decision is of interest and importance to all business men.

CANADA DISCUSSED.

THE Sheffield Daily Independent, of December 12th, 1903, received a few days ago, contains an interesting account of a meeting of the Sheffield Chamber of Commerce and Manufactures held on the evening of December 11th for the purpose of receiving the report of their delegates to the big congress held in Montreal last August. Mr. W. F. Beardshaw, the president of the chamber, and one of the prominent delegates occupied the chair. He said that a strong desire had been expressed by the members of the chamber to discuss the fiscal question, but this night was to be devoted to Canadian business. His own opinion, and that of the council generally, had been that it was necessary first to gather all the facts available with regard to English trade and the possibility of extending it in the colonies. With that end in view they had already collected a small library on the subject for the benefit of the members. The chamber could not discuss the question intelligently until its members had made themselves acquainted with conditions in Canada. He would ask the delegates to give a resume of the results of their visit without expressing any opinion on the fiscal question which was so prominent during their visit.

It has been the fashion among some Canadians to ridicule the Englishman's ignorance of conditions and places in this country. As was pointed out once before in these columns this ignorance is no more remarkable and no more to be condemned than the lack of geographical knowledge which the average Canadian displays regarding England and the other parts of the Empire. People who live in glass houses should not throw stones. But it would do the Canadian scoffer incalculable good to examine carefully the report in this English paper of the intelligent discussion of Canadian potentialities by the Sheffield Chamber of Commerce. We doubt if an average gathering of Canadian business men could discuss English affairs any more intelligently.

The transcontinental tour of which advantage was taken by so many of the delegates to the congress, was a happy idea. It was perhaps the best advertisement that Canada ever received, for every English delegate returned to the old land much impressed with the potentialtities of the premier colony. And the delegates are all men of weight and influence in their community. The speakers at the Sheffield meeting had all profited by their tour. They under stood something of the immensity of the country and they impressed strongly upon their fellow members the fact that there are practically inexhaustible resources in Canada waiting to be developed. In discussing the proposed changes in the Empire's fiscal policy it is necessary to consider not merely the Canada of to-day with her growing, but limited, market, but the Canada of the near future with several times her present population.

The delegates described their trip through the Northwest in the harvest time, and it was evident that they fully appreciated the force of Canada's claim

A LIFE SYMPHONY.

To live content with small means; to seek elegance rather than luxury, refinement rather than fashion; to be worthy, not respectable, wealthy not rich; to study hard, think quietly, talk gently, act frankly. To listen to stars and birds, to babes and ages with open heart; to bear all cheerfully, do all bravely, await occasions, hurry never—in a word, to let the spiritual unbidden and unconscious grow up through the common: this is my symphony. —Canning.

to be the "granary of the Empire." British Columbia with its magnificent possibilities as a lumbering and mining country was not forgotten. Ontario, Quebec, and the Maritime Provinces with their great industrial possibilities were passed in review. The delegates had no hesitation in saying that the Eastern portion of Canada has a wonderful future before it. Notwithstanding its vast proportions and great extent of natural deposits necessary to industrial success, it is apt to escape the attention it deserves because the interest of the general public has been more directed to the great wheat growing tracts of the West.

JOHN S. COLE, JR.

Recently appointed to represent U. M. C. ammunition Remington rifles and B. G. I. sporting goods in Canada

The delegates remarked that in the industrial establishments visited by them in Canada they noticed an anxiety on the part of the workmen to produce as large an output as possible. There was no disposition among them, as among some English workmen, to restrict the output. Canadian manufacturers were found anxious to use the latest labor-saving machinery and their men agree with them.

The transcontinental tour has made many English missionaries who are effectively preaching the gospel of Canada's boundless resources.

THE LATE MR. SAMUEL COULSON.

IT was with great surprise and regret that Montreal business men read in their evening papers of Tuesday, January 5th, of the sudden death that same day in Toronto of Samuel Coulson, general manager of the firm of H. R. Ives & Co., Montreal. Mr. Coulson was visiting in Toronto at the home of his brother, Duncan Coulson, general manager of the Bank of Toronto, when he was taken so suddenly ill. His death, which is attributed to heart failure, was a great surprise to all his friends, for when he left Montreal on Sunday night last he was apparently in the best of health. Only a few days before his death he called at the Montreal office of HARDWARE AND METAL to examine some back files of the paper. He seemed then in the best of health and spirits, and he chatted cheerily of the business prospects for 1904.

The late Mr. Coulson was one of the foremost business men of Montreal. He was a son of the late Samuel Coulson, of the Bank of British North America, of Toronto, in which city he was born, but he has been for many years a resident of Montreal, and one of her most prominent citizens. He was a man of pronounced strength of character, endowed with pleasing social qualities, and possessed of strong business instincts and enterprise. He was an active member of the Montreal Reform Club, and being a man of readiness, energy, and facility of expression he did excellent service on the club's council. For many years Mr. Coulson was an ardent supporter of the M. A. A. A., and he always took an active interest in all wholesome sport. Shrewd in business, he was also the soul of good nature, and he never missed the opportunity of saying a kindly word or assuaging the hurt feeling. He will be remembered chiefly for his social qualities.

Mr. Coulson attained an early success in business in handling the assets of bankrupt manufacturing and wholesale firms. For a number of years he was a bidder upon practically every property of this sort which came upon the market, and in this way he became possessed of the assets of many bankrupt firms, a few of which were re-established, but most of which were wound up. It was in this way that in 1891 Mr. Coulson became possessed of the assets of the firm of H. R. Ives, iron moulders of Montreal. His intention was to wind up the business, but the market for foundry property was not then very promising, and on further examination he became convinced that there was a good opportunity to build up a successful business for himself. Instead of selling the plant, he took personal charge of it, operated and added to it, and the result of his personal supervision is the building up of one of the most important industrial concerns of Montreal. To the foundry business he added an art iron and a brass bed branch, each of which is one of the largest of its kind in Canada. A few months ago Mr. Coulson organized the business as a joint stock company, of which Mr. H. R. Ives is president and Mr. Coulson himself first vice-president and general manager. Mr. Coulson's death will therefore not interfere with the operation of the business.

The late Mr. Samuel Coulson.

Mr. Coulson was interested in many other firms, among which might be mentioned that of Coulson, Quinlan & Robinson, who have been awarded a million dollar contract of canal repairing on the Lachine.

Mr. Coulson was still in the prime of life. He leaves a widow, but no children. The funeral took place privately in Toronto on Wednesday, January 6.

BUSINESS MEN ELECTED.

"HARDWARE AND METAL" is desirous of securing a list of business men who have been elected to the positions of reeve or mayor in the various municipalities throughout the country. Friends would confer a favor by sending such information to the Editor of "Hardware and Metal." The full name and particular line of business engaged in by the new public servant is desired.

MARKETS AND MARKET NOTES

QUEBEC MARKETS.

Hardware.

Montreal, January 8th, 1904.

BUSINESS has not yet emerged from the dullness which is always experienced during the holiday week. Most of the jobbers have now finished stock taking, but many of their retail customers are just commencing this rather unpleasant but absolutely necessary task. Until stock taking operations are concluded business can not be expected to be very brisk. A few sorting orders for shelf goods have been filled during the week, but on the whole trade is still very quiet. There are not many changes to record this week. Barb and galvanized wire have been reduced 5 cents. It is said that the reduction has been made in order to meet the competition of the English makers who have recently succeeded in placing a few orders in this country. All cotton goods are advancing and prices for cotton rope, sash cord and similar goods are very stiff. The position of manila hemp is very strong also. Payments are said to have been fairly satisfactory. Paper for very considerable amounts had to be met on the 4th of the month and few extensions of time were asked for.

Spring Hinges—Frequent inquiries are reported for spring hinges for 1904. Prices for this season are as follows: No. 5, $17.25 per gross; No. 10, $18 per gross; No. 20, $10.50; No. 120, $20; No. 51, $9.25; No. 50, $27.50.

Wire Nails—Trade is now very quiet. Mills are still closed down for stock taking and repairs. At time of writing a meeting of the manufacturers is being held at Toronto at which some changes in price may be decided upon. If any changes are made at this meeting they will be announced in our next issue. We quote as follows: $2.40 per keg in carlots, and $2.45 per keg in small lots f.o.b. Gananoque, Montreal, London, Hamilton, Toronto, Brantford, Windsor, Ont., and St. John.

Cut Nails—The same remarks apply to cut nails, trade in which has been quiet since the close of navigation. We quote: $2.45 per keg f.o.b. Montreal; car lots $2.40.

Fence Staples—There is no actual business this week, but a few inquiries for Spring delivery are reported and the outlook for good 1904 business is considered very satisfactory. We again quote as follows: $3 per 100-lb. keg for galvanized, and $2.80 for bright; 25 to 50-lb. packages, 25c extra.

Pressed Spikes—The discount is 25 per cent.

Horsenails—Trade is quiet this week at the following unchanged discounts: "M" brand, "Oval" and "New City" heads, 55 per cent.; "Countersunk" heads, 55 per cent.; "C" brand, 40, 10 and 7 1-2 per cent. off; "Monarch," 50 and 7 1-2 per cent. and "Peerless," 50 per cent.

Horseshoes—Trade is now very quiet and there is nothing of interest to note. We quote as follows: Iron shoes, light and medium pattern, No. 2 and larger, $3.65; No. 1 and smaller, $3.90; snow pattern, No. 2 and larger, $3.90; No. 1 and smaller, $4.15; light steel shoes, No. 2 and larger, $3.80; No. 1 and smaller, $4.05; featherweight, all sizes, 0 to 4, $5.35; toe weight, all sizes, 1 to 4, $6.60. Shoes more than one size in a keg, 10c. per keg extra f.ob. Montreal onlv.

Sleighbells—There was an excellent holiday trade in this line and a few orders are still being received. We quote the following prices: Back straps, 30c. to $2 each; body straps, 70c. to $2.50 each; shaft gongs, 2 bells, 20c.; 3 bells, 35 to 60c.; 4 bells, 55c. to $3 each; brass team bells, No. 1, $1.90 per dozen; No. 2, $2.40 per dozen; No. 3, $2.70 per dozen; No. 4, $3.70 per dozen; No. 5, $4.65 per dozen; York eye bells, No. 10, $1.35 per dozen; No. 12, $1.65; No. 14, $1.90; saddle gongs, $1.10 to $3 each.

Skates—Trade is now on the quiet side after the holiday rush. A few sizes have been pretty well cleaned out of the wholesale stocks and they would be difficult to obtain at present. Prices remain unchanged as follows: Halifax pattern, 37c. per pair; nickel-plated, 65c.: ladies' nickel-plated, 55c. to $1.25; ladies' concave nickel-plated, $1.45; plain hockey, 27c to $1.35; nickel-plated hockey, 60c. to $2.50; double end hockey, $1.65 to $3. Skate straps, 70c. to $1.35.

Hockey Sticks—Wholesale stocks are pretty well cleared out now that the holiday trade is over. One or two houses have been offering special price inducements in order to clear out the small supplies remaining in stock. Prices of all wooden goods are advancing and hockey sticks are almost certain to be dearer next season. We quote as follows: Best second-growth goalkeeper's, $3.80 per dozen; ash, $2.70; elm, $2.18; boys' elm, $1.10. Regulation pucks, $1.50 per dozen; boys', $1.15 per dozen.

Fire Shovels—Still in seasonable demand. We quote: No. 70, 39c. per dozen; No. 55, 55 to 82c. per dozen; No. 57, 82c. to $1.10 per dozen; No. 60, 70 to 88c. per dozen; No. 65, $1.10 to $1.23 per dozen; Duplex, No. 7, 96c. per doz.; No. 9, $1.20 per dozen; No. 11, $1.54 per dozen.

Snow Shovels—In seasonable request at unchanged prices. We quote the following prices: "Habitant," $2.50 to $2.75 per dozen; "Victor," 30 per cent. off; steel railroad shovels, 45 per cent. off.

Screen Wire Cloth—As expected, there has been an advance in screen wire cloth which is now quoted at $1.50 per 100 square feet, an advance of 7 1-2 cents. Orders are now being booked freely for future delivery.

Galvanized Wire—As noted above there has been a reduction of 5c. per 100 lbs. this week. Inquiries for 1904 trade have been coming in more freely this week and it is expected that some business will follow the announcement of the new prices. We quote the following reduced prices: No. 5, $3.65; Nos. 6, 7 and 8, $3.10; No. 9, $2.50; No. 10, $3.15; No. 11, $3.20; No. 12, $2.60; No. 13, $2.70; No. 14, $3.70. In carlots f.o.b. Cleveland, No. 5, $2.15; Nos. 6, 7, 8 and 9, $2.10; No. 10, $2.15; No. 11, $2.20; No. 12. $2.25; No. 13, $2.35; No. 14, $2.45. In less than carlots, 12 1-2c. extra per 100 lbs. will be charged.

Barb Wire—In barb wire there has also been a reduction of 5 cents per 100 lbs. The remarks above will apply to barb wire. Inquiries have been frequent and it is believed that good business will follow the anouncement of new prices. We quote as follows: $2.75 per 100 lbs. f.ob. Montreal and $2.50 f.o.b. Cleveland. Carlots of 15 tons, $2.40 f.o.b. Cleveland.

Smooth Steel Wire—The market continues quiet and without special feature. We quote following unchanged prices: Bright and annealed, $2.50 per 100 lb. f.o.b. Montreal, Toronto, Halifax, London, Hamilton and St. John. Net extras per 100 lb. are now as follows: Coppered wire, 60c.; tinned wire, $2; oiling, 10c.: spring wire, $1.25; best steel wire, 75c.; bright soft-drawn, 15c.; hay-baling wire, 20 to 25c.

Fine Steel Wire—Trade is quiet at present. The discount continues 25 per cent. with net extras as follows: 1 and 2-lb. hanks, 25c. per 100 lb.; 1-2-lb. hanks, 37 1-2c., and 1-4-lb. hanks, 50c.

Brass Wire—Business is fair at unchanged discount, viz., 60 per cent.

Copper Wire—Business fair: discount 60 per cent.

Rivets and Burrs—Trade is now very quiet and the market is without special feature. The discounts are still as follows: Best iron rivets, section carriage and wagon box, black rivets, tinned do., coopers' rivets and tinned swede rivets, 60 and 10 per cent.; swedes iron burrs are quoted at 55 per cent. off; copper rivets with the usual proportion of burrs, 45 per cent. off and coppered iron rivets and burrs,

in 5-lb. carton boxes are quoted at 60 and 10 per cent. off list.

Bolts and Nuts—Some American bolts and nuts are still being offered on the Canadian market, although the recent increase in discounts has helped to keep them out. The bolt manufacturers are meeting in Toronto this week. We again quote the following prices: Carriage bolts, common ($1.00) list, 3-16 and 1-4 diameter, 60 per cent.; carriage bolts, common ($1.00) list, 5-16 and 3-8 diameter, 55 and 5 per cent.; carriage bolts, common ($1.00) list, 7-16 diameter and up, 55 per cent.; carriage bolts, full square ($2.40) list, 60 per cent.; carriage bolts, Norway iron ($3.00) list, 60 per cent.; machine bolts, 3-8 diameter and under, 60 per cent.; machine bolts, 7-16 diameter and larger, 55 and 5 per cent.; plow bolts, 55 and 5 per cent.; blank bolts, 55 and 5 per cent.; bolt ends, 55 and 5 per cent.; sleigh shoe bolts, 70 per cent.; coach screws, cone point, 70 per cent.; nuts, square, all sizes, 4c. per lb. off; nuts, hexagon, all sizes, 4 1-4c. per lb. off.

Washers, 45 per cent. off.

Cutlery—Trade is now comparatively quiet after the holiday rush which was the biggest on record. A few sorting orders have been filled during the week.

Screws—Trade is entirely of a sorting nature at present and its volume is not very large. We again quote the following discounts off list prices: Round head bright, 82 1-2 per cent.; flat head bright, 87 1-2 per cent.; brass, round head, 75 per cent.; brass, flat head, 80 per cent.

Shot—Trade is dull and there is nothing to note. We again quote: Ordinary drop shot, A.A.A. to dust, $6.50 per 100 lb.; chilled, Nos. 1 to 10, $7 per 100 lb.; buck and seal, $7.50 per 100 lb.; ball, $8 per 100 lb. Trade discount 17 1-2 per cent. f.o.b Montreal, Toronto, Hamilton, London, St. John, N.B., and Halifax.

Lanterns—We quote as follows: Lift, hinged or tilt, $4 to $4.25 per doz.; cold blast No. 2, $7 to $7.50; painted dashboard, $6.50 to $6.75; plain dashboard, $6 to $6.25; searchlight, $20 to $24 doz.; brass cold blast, small, $9.75 to $10.

Cordage—The cordage market is very firm at present. The remarks made in a recent issue of "Hardware and Metal" on the condition of the market are confirmed by the following extract from the Cordage Trade Journal of December 17th, 1903:

"Quotations are extremely firm on first quality manila cordage, as the raw material has advanced in value, the better grades of manila fibre—such as are used in first-class manila cordage—being scarce and bringing extraordinary premiums over fair current fibre. Under such circumstances low prices for manila rope can only mean inferior goods. Those who risk life and property should not buy any maila rope that is not above suspicon."

All cotton goods are advancing and a rise in cotton rope and sash cord will be noted below. We quote: Pure manila, 14 1-2c.; British pure manila, 12c.; sisal, 11 1-2c.; double lathyarn, 11c.; single lathyarn, 10 1-2c.; Russian tarred spunyarn 13 1-2c.; jute rope, 3-8-in. in diam. and upwards, 9c.; cotton rope, 21c.; cotton twine, 20 and 23c. for 3 and 4 plv. Cotton bedcord, 90c. to $1.70, according to length. Sash cord 29c.

Building Paper—Trade is very quiet at present. We again quote: Tarred felt, $1.85 per 100 lb.; 2-ply ready roofing, 90c. per roll; 3-ply, $1.15 per roll; carpet felt, $2.25 per 100 lb.; dry sheathing, 40c per roll; tar sheathing, 50c. per roll; dry fibre, 55c. per roll; tarred fibre, 65c. per roll; O.K. and I.X.L., 70c per roll; heavy straw and sheathing, $35 per ton; slaters' felt, 65c. per roll.

Cement—There is nothing doing at present and not activity can be expected until Spring. We again quote the following prices: Canadian cement, $1.90 to $2.25; German, $2.25 to $2.40; English, $2.15 to $2.25; Belgian, $1.70 to $1.95 per bbl., ex store, and American, $2.20 to $2.40 ex-cars.

Firebricks—Trade continues very disappointing. Prices are unchanged, English being quoted at $16 to $22 per 1,000, and Scotch at $17 to $22.

Plumbing Goods.

The long continued activity in plumbing goods has quieted down and had it not been for the demands from the city trade for iron pipe and similar supplies to repair leaks and bursting pipes consequent to the extreme cold there would have been little business this week. Prices of solder have stiffened a trifle in sympathy with the advance in tin. Iron pipe continues easy but other supplies are firmly held.

Lead Pipe—A good average trade is reported this week at firm and unchanged prices. Composition and waste are selling at 8c. and ordinary at 7c. The discount is 35 per cent.

Iron Pipe—The cold weather caused the bursting of many pipes in the city, and in consequence there have been many hurry calls from city plumbers. This has in fact been the feature of the plumbing market this week. Prices are easy, and as has been remarked in these columns for some weeks back concessions of as much as 10 per cent. are obtainable for good business. Subject to these remarks we again quote as follows: Standard pipe, per 100 feet, in lengths under 19 feet—black, 1-8-in., $2.30; 1-4-in., $2.30; 3-8-in., $2.55; 1-2-in., $2.85; 3-4-in., $3.65; 1-in., $5.20; 1 1-4-in., $7.35; 1 1-2-in., $8.95; 2-in., $12.55. Galvanized—1-4-in., $3.20; 3-8-in., $3.45; 1-2-in., $3.90; 3-4-in., $5; 1-in., $7.20; 1 1-4-in., $10.05; 1 1-2-in., $12.20; 2-in., $16.85. Extra heavy pipe, plain ends, are quoted per 100 feet as follows: Black, 1-2-in., $4.20; 3-4-in., $5.25; 1-in., $7.55; 1 1-4-in., $10.55; 1 1-2-in., $12.75; 2-in., $17.60. Galvanized—1-2 in., $5.20; 3-4-in., $6.65; 1-in., $9.55; 1 1-4-in., $13.25; 1 1-2-in., $16; 2-in.. $21.

Soil Pipe and Fittings—In steady request at the following unchanged discounts from the list prices: Light soil pipe, 3 to 6-in., 50 and 10 per cent.; medium and extra heavy soil pipe, 2 and 6-in., 60 per cent.; extra heavy soil pipe, 8-in., 45 per cent. Light fittings, 2 to 6-in., 50 and 10 per cent.; medium and extra heavy fittings, 2 to 6-in., 60 and 5 per cent.; extra heavy fittings 8-in., 45 per cent.

Solder—In sympathy with the strong tin market ther has been an advance in solder. We now quote: Wire solder, 18c.; bar, 17 1-2c.

METALS.

Stock taking is interfering with business this week and will probably continue to do so for another fortnight. Buyers are not willing to load up with new stock until stock taking is completed. In pig iron there is nothing doing this week. Canada plates have stiffened in primary markets as much as 2s. 6d per ton. There have been numerous inquiries during the week and buyers have made offers which we understand have not been accepted. There is considerable inquiry for galvanized iron and some large orders will likely be booked very soon, but actual trade this week has been on the quiet side. Tin continues to rise in the primary markets and sympathetic advances have been made locally. Tinplates are also very firm. A few small sales were made this week.

Pig Iron—As stated above, trade is still very quiet owing to the fact that most buyers are busy stock taking. Londonderry iron is not yet on the market but will be very soon . We quote: Summerlee, $19.25 to $19.75; Carron, No. 1, $21; do., No. 3, $18.50 to $19; Middlesboro', No. 3, $17 to $17.50; Ayersome, No. 1, $20; do., No. 3, $19.40.

Bar Iron—Business is dull this week and the market is not regarded as particularly strong. Quotations remain as before. Merchants' bar, $1.85; horseshoe iron, $2.10; forged iron, $2.05.

Black Sheets—Prospects are good for an active trade later on. Inquiries are numerous but actual business is not very great this week. We quote: 28 gauge, $4.25; 26 gauge, $2.40; 22 to 24 gauge, $2.35; 18 to 20 gauge, $2.30, and 8 to 10 gauge, $2.40.

Galvanized Iron—Inquiries are numerous at present and some heavy buying is expected before long. Actual business this week is not very considerable. We quote as follows: Gorbal's "Best Best," $4.30; 28 Queen's Head, $4.30; Apollo, 10 3-4 oz., $4.30; Fleur-de-Lis, $4; Comet, $4; Bell brand, $4. In less than case lots 25c. extra.

Tinplates—Some sales are reported this week, but not of very large quantities. In sympathy with the advance in tin, tinplates are very firmly held. We quote generally: Cokes, $3.75 and charcoals, $4.

Ingot Tin—In sympathy with the stiffening in primary markets local prices

have been marked up. Some good sales are reported to have been made during the week as the indications point to a still further advance. The lowest price obtainable now would be 32c. and an order would require to be large to be filled at that price. For small quantities the price is 32 1-2 to 33c. and a further advance is probable.

Terne Plates—Business is said to have been quite active this week. Prices range from $6.75 to $7.

Coil Chains—Trade continues fairly active at the following prices: No. 6, 10c; No. 5, 9c.; No. 4, 8 1-2c.; No. 3, 7c.; 1-4-in., $6.10; 5-16-inch, $4.70; 3-8-in., $4; 7-16-in., $3.80; 1-2-in., $3.70; 9-16-in., $3.55; 5-8-in., $3.35; 3-4-in., $3.30; 7-8-in., $3.25; and 1-in., $3.20, with 10c allowance on carlots.

Canada Plates—As noted above prices have stiffened on the primary markets. There have been numerous inquiries but little actual business during the week. We quote as follows: 52s., $2.40; 60s., $2.45 to $2.50; 75s., $2.55; full polished, $3.60, and galvanized, $4 to $4.10; galvanized, 60s., $4.25 to $4.35.

Steel—Business is only fair. We quote: Sleighshoe, $1.95 to $2; tire, $2 to $2.10; spring, $2.75 to $3; reeled machinery, $2.75 to $3; toe calk, $2.60; machinery (iron finish) $2.50; square harrow, $2.50.

Tool Steel—A satisfactory volume of business is passing at the following unchanged prices: Black Diamond, 8 to 9c.; Sanderson's, 8 to 9c., according to the grade; Jessop's, 13c.; Jonas & Colver's, 10 to 20c; "Air Hardening," 50 to 65c. per lb.; Conqueror, 7 1-4c.

Ingot Copper—Prices as quoted last week remain unchanged. Quotations are being well maintained as primary markets are firm. We quote: $13.50 to $13.75 per 100 lbs.

Pig Lead—Quoted at $3.20 to $3.30.

Sheet Zinc—Business is fairly active at steady prices. We quote $6.15 to $6.25 for cask lots; smaller quantities, $6.50.

Zinc Spelter—The price is 6c.

Scrap Metals—Trade continues very quiet and there are no changes to report this week. We quote the following prices: Heavy copper and wire, 9 1-2 to 10c per lb.; light copper 10c.; heavy red brass, 10c.; heavy yellow, 8 1-2c.; light brass, 5 1-2c.; lead, 2 1-4 to 2 1-2c.; zinc, 2 3-4 to 3c.; iron, No. 1 wrought, $11 to $12; machinery scrap, $13 to $15; stove plate, $12; mallable and steel, $6; mixed country rags, 60 to 70c. per 100 lb.; old rubbers 6 to 6 1-2c. per lb.

Ashes.

The market is without special feature to note. We again quote:

First pots, per cwt	5 95	6 00
Seconds		5 55
Pearls, per 100 lb	7 00	7 25

Hides.

Receipts from country points continue to be liberal. Quebec is not taking any very large supplies and the market is therefore not particularly strong. We quote::

No. 1 beef hides	0 08	0 08½
No. 2 "	0 07	0 07½
No. 3 "	0 06	0 06½
Lambskins		0 75
No. 1 calfskins		0 10
No. 2 "		0 08

ONTARIO MARKETS.

Hardware.

Toronto, January 9, 1904.

THE feature of the situation during the week is the meetings of various manufacturers' associations to discuss their prices for the year. Among the lines represented were lead pipe, shot, coiled spring, galvanized, plain and barb wire, wire nails, stamped ware, cut nails, rivets and burrs, tacks, screws, bolts and nuts. Reductions of 5c. are reported in coiled spring, galvanized, plain and barb wire. A new price has been made for creamery cans. Soil pipe is 5c. higher. Otherwise there is no change, manufacturers deciding that the conditions warranted the continuance of present quotations. Travellers started on the road last Monday, but have not done a large volume of business, as there has been a general disposition to defer buying until prices had been fixed. The general opinion is that prospects are excellent, that the Spring trade in all parts of the country will be well up to the high mark of former years. The only depressing influence is the offering of American goods in this market. This is not general, yet is frequent enough to make many manufacturers uneasy and to create a widespread feeling of conservatism as to the output of many lines for the season. The present year is likely to be one which will call for sound judgment on part of buyers. It would be well for all such to guard against too great caution in buying as the conservatism of manufacturers might lead to a shortage in some lines as was the case during the last Summer and Fall seasons. On the other hand conditions, local as well as national, should be studied with some care before large orders are given.

Galvanized Wire—Manufacturers and jobbers have agreed to an all-round reduction of 5c. A good business is anticipated. Prices are now as follows: No. 5, $3.65; Nos. 6, 7 and 8, $3.10; No. 9, $2.45; No. 10, $3.15; No. 11, $3.20; No. 12, $2.60; No. 13, $2.70; No. 14, $3.70. In carlots f.o.b. Cleveland, No. 5, $2.15; Nos. 6, 7, 8, and 9, $2.10; No. 10, $2.15; No. 11, $2.20; No. 12, $2.25; No. 13, $2.35; No. 14, $2.45. In less than carlots, 12 1-2c. per 100 lbs. extra charged.

Barb Wire—There has been some enquiry but buyers have held back, thus securing a reduction of 5c. Prices are now steady as follows: $2.75 per 100 lbs. f.o.b. Toronto, and $2.50 f.o.b. Cleveland. Carlots of 15 tons, $2.40 f.o.b. Cleveland.

Coiled Spring Wire—There has not been much business done to date but with a reduction of 5c. this week it is expected that trade will open up nicely. Prices are now as follows: No. 9, $2.70 per 100 lbs. f.o.b. Cleveland, freights equalized with factory points at Hamilton, London, Welland or Windsor and allowance to other points up to 25c.; carlots, $2.65, freight allowance to 20c.

Screen Wire Cloth—The new prices quoted last week are now in effect and a fair business has opened at $1.50 per 100 square feet.

Spring Hinges—A fair business has opened up. Prices quoted for the year are as follows: No. 5, $17.25 per gross; No. 10, $18 per gross; No. 20, $10.50; No. 120, $20; No. 51, $9.25; No. 50, $27.50.

Wire and Cut Nails—Buyers have been waiting for the meetings re prices. No change was made. Prices steady with the base price $2.45 per keg f.o.b Toronto.

Screws—No change is reported in this line. A fair business has been done. We quote: Flat head bright, 87 1-2 per cent. discount; round head bright 82 1-2 per cent.; flat head brass, 80 per cent.; round head brass, 75 per cent.; round head bronze, 70 per cent.; flat head bronze, 75 per cent.

Rivets and Burrs—Business is quiet and prices unchanged. Our quotations are: Iron rivets, 60 and 10 per cent. discount; iron burrs, 55 per cent.; copper rivets, with usual proportion of burrs, 45 per cent.

Bolts and Nuts—There are still some United States bolts and nuts offering, but the sale of them is so small that Canadian manufacturers are allowing prices to stand. We quote: Carriage bolts, common ($1 list), 3-16 and 1-4-in., 60 per cent.; 5-16 and 3-8-in., 55 and 5 per cent.; 7-16 and up, 55 per cent.; carriage bolts, full square ($2.40 list), 60 per cent.; carriage bolts, Norway iron ($3 list), 60 per cent.; machine bolts, 3-8 and less, 60 per cent.; 7-16 and up, 55 and 5 per cent.; coach screws, cone points, 66 2-3 and 10 per cent.

Cordage—The big advance in cotton cordage is still maintained. A fair business is doing. We quote: Pure manila, 14 1-2c.; British pure manila, 12c.; sisal, 11 1-2c.; double lathyarn, 11 1-2c.; single lathyarn, 11c.; double shingleyarn, 11 1-2c.; single shingleyarn, 11c.; sasheord "Hercules," 29 to 30c.; "Star," 36 to 40c.; cotton rope, 3-16-in. and up, 20 1-2 to 22c.; 5-32-in., 25 to 27c.; 1-8-in., 25 to 28c.; cotton twine, 3-ply, 22 to 24c.; 4-ply, 26 to 28c.

Skates—There are still a few orders coming in but stocks are beginning to run pretty low. Prices are steady.

Harness—A particularly good demand for sleighbells and horse robes is reported, at steady prices.

Snow Shovels—A nice trade has been done, a feature being the demand for heavy shovels.

Woodenware—There is practically nothing doing. Prices show no change. We quote per dozen: Washboards, Victor

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$1.35; Crown, $1.45; Improved Globe, $1.60; Standard Globe, $1.70; Original solid Globe, $2; Superior Solid Back Globe, $2.15; Jubilee, $2.10; Pony, 95c.; Dominion King (glass), $3.10. Tubs, No. 0, $10.50; No. 1, $8.50; No. 2, $7.50; No. 3, $6.50. Pails, No. 1, 2 hoops, $1.75 and $1.90.

Building Paper—Prices have been fixed for the first three months of 1904 at present quotations. We quote the following prices: Tarred felt, $1.85 per 100 lb.; 2-ply ready roofing, 90c. per roll; 3-ply, $1.15 per roll; carpet felt, $2.25 per 100 lb.; dry sheathing, 40c. per roll; tar sheathing, 50c. per roll; dry fibre, 55c. per roll; tarred fibre, 65c. per roll; O.K. and I.X.L., 70c. per roll; heavy straw and sheathing, $35 per ton; slaters' felt, 60c. per roll.

Cement—The cement market is dull this week. We again quote: Canadian Portland at $2.05 to $2.65 Toronto, and $1.65 to $1.90 at the works; American Portland, $2 Toronto.

Firebricks—The market in firebricks is brightening, with good demand at present. Our quotations are: 28 to 33c. for English, and 30 to 35c. for Scotch.

PLUMBING GOODS.

A fair business is doing thought, of course, this is the dull season. Prices are steady throughout except in iron pipe, which is rather easy. Retail plumbers in the city have had an extremely busy season at repair work owing to the severe weather and the freezing of many pipes.

Lead Pipe—There is not much doing. Prices are steady as follows: Lead, 7c.; lead waste pipe, 8c.; discount 35 per cent.

Soil Pipe and Fittings—Trade continues much the same as last week. We quote: Light soil pipe, 45 and 5 per cent.; light soil pipe fittings, 50 and 5 per cent; medium and extra heavy pipe and fittings, 55 and 5 per cent.; 7 and 8-in. pipe, 40 and 5 per cent.

Iron Pipe Fittings—Moderate business is reported. We quote the following discounts: Malleable fittings, 15 per cent.; cast iron (not standard), 57 1-2 per cent.; headers, 52 1-2 per cent.; flanged unions, 52 1-2 per cent.; bushings and plugs, 57 1-2 per cent.; unions, 55 per cent; nipples, 2-in., 65 per cent.; nipples, 2 1-2 to 6-in., inclusive, 60 per cent.

Copper Range Boilers—Trade in copper range boilers is fair; last week's discounts at 15 per cent. continue.

Brass Goods—Business in steamfitters' brass goods is fair with prices steady.

Iron Pipe—The market in iron pipe is quiet this week. We quote f.o.b. Toronto as follows: 1-8-in., $3.25; 1-4-in., $2.30; 3-8-in., $2.55; 1-2-in., $2.85; 3-4-in., $3.65; 1-in., $5.20; 1 1-4-in., $7.35; 1 1-2-in., $8.95; 2-in., $12.55; 2 1-2-in., $19.25; 3-in., $22.75; 3 1-2-in., $28.75; 4-in., $35.25.

METALS.

There is not much doing. Travellers are out but have found manufacturers

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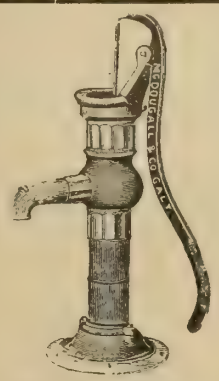

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OPEN HEARTH STEEL

throughout the country to be busy stock taking or taking things easy after the holidays, consequently there is little disposition to buy. Reports re iron and steel in the United States are not encouraging and an easy feeling is reflected here in both pig and bar iron. Tin has been stiffening on outside markets all week except on Tuesday, when a decline set in. Locally prices are 1c. higher. Copper, lead and other ingot metals are firmer outside. Sheet metals are also steady.

Pig Iron—Business is still slow as buyers have not settled down to securing materials since the holiday season. Prices are unchanged with Midland and Hamilton iron nominally $18.50 for No. 1 and $18 for No. 2 at the mills.

Bar Iron—Competition for business is still keen, but there is not as great a disposition to cut prices. Quotations are now as follows: $1.80 f.o.b. Toronto for extras cut to length while rolling; 2 ft. and over, 10c. per 100 lb.; 1 ft. and under 2 ft., 15c.; under 1 ft. 20c., over 20 ft. by special agreement according to length and size.

Black Sheets—Prices are unchanged, a fair business doing. We quote: 10 to 16 gauge, $2.50; 18 to 20 gauge, $2.70; 22 to 24 gauge, $2.90; 30 gauge, $3.

Canada Plates—Our quotations have been high, so are this week lowered 10c. There is not much doing. We quote: All dull, $2.50; half-polished, $2.60; and all-bright, $3.50.

Tin—A fairly good business has been prompted by the stiff market. An advance of $1 per 100 lbs. is noted on the local market, which change is a result of higher values on the larger markets. We now quote prices at $30.50 to $31.50.

Galvanized Sheets—A fair trade is doing at steady prices. We quote: Queen's Head, $4.25 to $4.50 for 28 gauge; American, $4.40 for 24 gauge; Bell brand, $4.25 for 28 gauge; Gordon Crown, $4.25 for 28 gauge.

Tinplates—A better feeling prevails, despite American competition. We quote as follows: Coke plates, bright, 14x20, $3.75; charcoal plates, $4.25.

Copper—Prices in British and U. S. markets are still stiffening. The local market, while considerably stronger, shows no change, prices being as follows: Ingot copper, $14, and sheet copper, $20 per 100 pounds.

Brass—There is a fair trade, with the discount steady at 15 per cent.

Lead—A considerable advance is reported at outside market, but local quotations are steady. We quote: $3.30 per 100 lb. for pig lead and $3.65 for bar lead.

Zinc Spelter—Prices show an upward tendency at primary market, but the local situation is unchanged at 6 to 6 1-2c. per lb.

Zinc Sheets—The market is firm and a fair business doing. We quote: Cask lots, $6.75 to $7, and part casks, $7 to $7.25.

Solder—Good trade doing. Prices are still stiffening. We quote: Guaranteed half-and-half at 18c., and wiping, 17c.

Old Material—There is practically nothing doing in the market this week. Dealers in these lines like those in many others are waiting patiently till the beginning of the year when they expect business will wake up and be up to the regular level again. Machinery cast scrap is selling lower this week, prices ranging from $13 to $14. Malleable and steel also have dropped $2, bringing the price down to $4. We quote the following: Heavy copper and wire, 10c. per lb.; light copper, 9c. per lb.; heavy red brass, 9 3-4c. per lb.; heavy yellow brass, 8c. per lb.; light brass, 5c. per lb.; lead, 2 1-4c. per lb.; scrap zinc, 3c. per lb.; iron, No. 1 wrought, $10.50; No. 2 wrought, $4; machinery cast crap, $13 to $14; stoveplate, $10; malleable and steel, $4; old rubbers, 6 1-8c. per lb.; country mixed rags, 50c. per 100 lb.

Seeds.

The seed market is more active with prices as a rule higher for choice seed. The recent severe weather has somewhat checked the supply of seed coming from the farmers. We quote:

Red clover, per bush	5 50	6 00
Alsike "	4 75	5 75
Timothy, per "	1 15	1 50
" flail threshed		1 75

Hides, Skins and Wool.

The market continues dull. The only lines meeting a noticeable demand are lamb and sheepskins, which have risen 5c. This is the only change in prices this week. We quote:

HIDES.

No. 1 green, per lb		0 07½
" 2 " "		0 06½
" 1 " steers, per lb		0 08
" 2 " "		0 07
Cured, per lb		0 08½

CALFSKINS.

Veal skins, No. 1, 6 to 12 lb. inclusive		0 09
" " " 2 " " "		0 07
" " " 1 15 to 20 lb "		0 08
" " " 2 " "		0 06
Deacons (dairies), each	0 60	0 70
Lamb and sheep skins		0 90

WOOL.

Unwashed wool, per lb	0 09	0 10
Fleece wool, "	0 16	0 17½
Pulled wools, super, per lb	0 17	0 19
" extra "	0 20	0 21
Tallow, per lb	0 04½	0 04¾

MANITOBA MARKETS.

Winnipeg, Jan. 3, 1904.

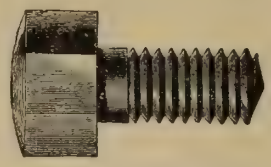
HARDWARE houses are having a quiet time and bending all energies to getting the remnants of last year's business cleared up. There have been no changes in the price-list, and of course the jobbing trade of the week between Christmas and New Year's is very light. A glance over the past year

"GREAT-WESTERN" BRAND **FILES** Warranted.

These goods are used in the largest Saw Mills, Machine Shops and Foundries throughout the U.S. and Canada on account of their SUPERIOR QUALITY.

For sale in Canada by the following prominent Hardware Merchants:

J. H. Ashdown Hardware Co., Limited, Winnipeg. Hickman, Tye Hardware Co., Limited. Victoria. Chinic Hardware Co., Quebec. McLennan, McFeely & Co., Limited, Vancouver. L. H. Hebert, Montreal. Black Bros. & Co., Halifax.



THE JOHN MORROW MACHINE SCREW COMPANY, Limited

Manufacturers of Set and Cap Screws, Special Milled Work, Engine Studs, Etc. Cold Punched Nuts of every variety of finish.

INGERSOLL, ONT.

NEW **RAILS** 12, 14, 16, 18, 20, 24, 30, 35 and 56 lbs. to the Yard—carried in STOCK for prompt shipment. TRACK REQUISITES.

Sessenwein Bros., 103 Shannon St. .. MONTREAL.

We invite inquiries for **STEEL RAILS,** BAR IRON, PIG IRON GALVANIZED IRON, CANADA PLATES, TINPLATES, WIRE ROPE (W. B. BROWN & CO.), CEMENT, FIREBRICKS, ORE BAGS, GRAIN BAGS, ETC.

C. F. JACKSON & CO., Limited, IMPORTERS and COMMISSION ERCHAN TS

151 Hastings St. W., VANCOUVER, B.C., and LIVERPOOL, ENGLAND.

shows an increase of about 30 to 35 per cent. in the hardware trade done.

The year 1903 will be chiefly remembered by the remarkable increase in the manufacture of structural iron in the West and the great extension of the manufacturing capacity. One new company, the Manitoba Iron Works, is purely a growth of the past year, and with their six huge buildings and a moulding capacity of seven tons an hour they are a fine example of western progress. The veteran iron company, the Vulcan Iron Works, have extended their premises by an enormous foundry, which more than doubles their foundry capacity. The Northern Iron Works Co. suffered the entire loss of their plant by fire, erected temporary buildings and managed to fill all contracts undertaken before the fire, and have all plans ready for the erection of very extensive permanent buildings next Spring. The Stewart Machine Co. greatly enlarged their works during the year, but sold out before the close of the year. The new firm will extend the business next year. These mark the greatest changes for the year, and there are numerous smaller ones that all go to mark the progress of western manufactures.

The holding of the Dominion Exhibition here next July, with the interest that will be taken in it by the Canadian Manufacturers' Association, will no doubt tend greatly to further manufacturing developments in the West. In implement manufactures, The Western Implement Co. did not succeed in completing their large new factory, but this will be in operation in the early Spring, and there are other lines of implement making that will be taken up also next Spring.

The year has been one of growth and progress, and the whole outlook for the coming season is satisfactory and encouraging. Prices are unchanged throughout. We quote:

Barbed wire, 100 lb.	$3 15
Plain galvanized ... 6 to 8	3 39
" ... 9	2 50
Plain galvanized ... 10	3 50
" ... 12	3 10
" ... 13	3 20
" ... 14	3 90
" ... 15	4 45
" ... 16	4 60
Barbed wire, 100 lb.	3 25
Plain twist	3 25
Staples	3 65
Oiled annealed wire ... 10	3 42
" ... 11	3 48
" ... 12	3 56
" ... 13	3 66
" ... 14	3 76
" ... 15	3 91

Annealed wires (unoiled) 10c. less.
Horsenails, 40 per cent. discount.

Horseshoes, iron, No. 0 to No 1	$4 75
No. 2 and larger	4 45
Snow shoes, No. 0 to No. 1	4 60
No. 2 and larger	4 45
Steel, No. 0 to No. 1	4 45
No. 2 and larger	4 20

Cut Nails—		Wire Nails—	
2d 1 in.	$4 10	1 in.	4 25
3d Fin. 1⅛ in.	4 10	1⅛ in.	4 20
3d 1¼ in.	3 75	1¼ "	3 80
4d 1½ in.	3 50	1½ "	3 60
5d 1¾ in.	3 50	1¾ "	3 60
6d 2 in.	3 40	2 "	3 50
8d 2½ in.	3 25	2½ "	3 35
10d 3 in.	3 20	3 "	3 30
20d 4 in.	3 15	3½ "	3 25
30d 4½ in.	3 10	4 "	3 20
40d 5 in.	3 10	4½ "	3 20
50d 5½ in.	3 10	5 "	3 20
60d 6 in.	3 10	5½ "	3 20
		6 "	3 20

Bar iron, $2.60 basis.
Swedish iron, $4.75 basis.

Eastlake Steel Shingles

The popular choice.

Because they can be so quickly and easily laid—are lightning proof—prevent fire—and are the most economically durable shingles made.

Either Galvanized or Painted.

In demand in all parts of Canada.

The Metallic Roofing Co., Limited

TORONTO MONTREAL WINNIPEG

Sleigh shoe steel	2 85
Spring steel	3 25
Machinery steel	3 50
Tool steel, Black Diamond, 100 lb.	8 50
Jessop	13 00
Sheet iron, black, 10 to 16 gauge, 100 lb.	3 50
18 to 22 gauge	3 75
24 gauge	3 90
26 gauge	4 00
28 gauge	4 10
Galvanized Iron, Apollo, 16 gauge	4 00
18 and 20 gauge	4 00
22 and 24 gauge	4 25
26 gauge	4 25
28 gauge	4 50
30 gauge or 10¾ oz	4 75
Extra sheets, 36 in. wide an advance of 25 p.c. per 100 lb.	
Queen's Head, 24 gauge	4 25
26 gauge	4 50
28 "	4 75
Extra sheets, 36-in. wide, an advance of 25 p.c. per 100 lb.	
Genuine Russian, per lb	11
Imitation " "	07 to 08
Tinned, 24 gauge, 100 lb	8 00
26 gauge	8 50
Tinplate, IC charcoal, 20 x 28, box	10 00
" IX "	12 00
" IXX "	14 00
Ingot tin	35
Canada plate, 18 x 21, 18 x 24 and 20 x 28.	3 25
Canada plate, full polished	4 00
Sheet zinc, cask lots, 100 lb	7 50
Broken lots	8 00
Pig lead, 100 lb	5 50
Black iron pipe, ⅛ inch	3 30
" ¼ "	3 30
" ⅜ "	3 40
" ½ "	3 70
Black iron pipe, ¾ inch	4 35
" 1 "	6 25
" 1¼ "	8 70
" 1½ "	10 50
" 2 "	14 50
Rope, sisal, 7-16 and larger, basis	11 75
Manila, 7-16 and larger, basis	15 25
Lathyarn	11 25
Solder	20
Axes, chopping	$ 6 75 to 12 00
" double bitts	12 00 to 18 00
Bluestone	5 70
Screws, flat head, iron, bright	85 and 10 p.c.
Round " "	80 p.c.
Flat " brass	75 and 10 p.c.
Round " "	70 and 10 p.c.
Coach	65 p.c.

Bolts, carriage	50 p.c.
Machine	50 and 5 p.c.
Tire	60 and 5 p.c.
Bolts, Sleigh shoe	65 p.c.
Plough	50 p.c.
Flat head stove	60 and 5 p.c.
Round head	60 and 5 p.c.
Elevator	60 p.c.
Rivets, iron	50 and 10 p.c.
Copper, No. 8	32
" No. 12	36
Coil chain, 3-16 inch	10½
" ¼ inch	8¼
" 5-16 inch	5⅘
" ⅜ inch	5¼
" 7-16 inch	5
" ½ to ¾ inch	4¾
Spades and shovels	40 and 5 p.c.
Harvest tools	60 p.c.
Axe handles, turned, s. g. hickory, doz.	$3 15
No. 1	1 90
No. 2	1 60
Octagon extra	2 30
No. 1	1 60
Files common	70 and 10 p.c.
Diamond	60 p.c.
Building paper:	
Anchor, plain	65c.
" tarred	70c.
Pure fibre, plain	65c.
" " tarred	80c.
Ammunition, cartridges, Dominion R.F.	50 p.c.
Dominion, C.F., pistol	30 p.c.
" military	15 p.c.
American R.F.	30 p.c.
C.F. pistol	5 p.c.
C.F. military	10 p.c. advance.
Loaded shells:	
Eley's soft, 12 gauge black	15 00
chilled, 12 gauge	16 50
soft, 10 gauge	19 50
chilled, 10 gauge	21 50
Shot, Ordinary, per 100 lb	6 20
Chilled	6 60
Powder, F.F., keg	4 75
F.F.G.	5 00
Tinware, pressed, retinned.	70 and 10 p.c.
" " plain	75 and 2½ p.c.
" pieced	
Japanned ware	37½ p.c.
Enamelled ware, white	45 p.c.
" Famous	50 and 10 p.c.
" Imperial	50 and 10 p.c.
Green Wire Cloth	1 50

PETROLEUM.

Water white American	27½c
Prime white American	25½c.
Water white Canadian	25½c.
Prime white Canadian	24½c.

SCRAP.

No. 1 cast iron	$14 to 15
No. 2 "	7
Wrought iron scrap	5
Copper (heavy)	8½c. per lb.
Yellow brass (heavy)	7½c. "
Light brass	5c. to 6c. "
Lead pipe, or tea lead	2c. to 2½c. "
Zinc scrap	1c. "

PAINTS, OILS AND GLASS.

Turpentine, pure, in barrels	$ 0 90
Less than barrel lots	0 95
Linseed oil, raw	0 57
Boiled	0 60
Lubricating oils, Eldorado castor	0 28½
Eldorado engine	0 27½
Atlantic red	0 33½
Renown engine	0 42
Black oil	19½ to 21½
Cylinder oil (according to grade)	55 to 74
Harness oil	0 56
Neatsfoot oil	1 00
Steam refined oil	0 85
Sperm oil	2 00
Pure castor oil, first pressure	0 10
Lubricating oil	0 10

BUSINESS CONDITIONS IN BRITISH COLUMBIA.

Vancouver, B.C., Dec. 31, 1903.

THE year just closing is one which has witnessed great advancement in this province. There is much to look back upon with regret in the way of lost opportunities, but, on the whole, there has been progress of substantial character. The year was marked perhaps by the most insistent series of labor troubles which ever marked its history. The U.B.R.E. strike of employes on the C.P.R. began in February, and it affected other unions to such an extent that the ordinary business of Vancouver and Victoria as well as much interior traffic was seriously hampered. The strikes in the various building trades followed in succession, and even the fishermen were at one time on the verge of a strike, had, in fact, decided on a course which would have amounted to a strike, but which was happily averted. The printers employed in the newspaper offices in Vancouver submitted a new schedule to their employers which was, to have the effect of an ultimatum taking effect on October 1. The publishers left the matter to the last minute and then asked for an arbitration, to which the men agreed, stipulating that the finding of the arbitration shall in no case reduce the scale then in force, and any finding to be retro-active, taking effect on October 1. The decision was reached after the first of December, and it in effect gave the printers their demands, or nearly so.

* * *

Despite labor disturbances, the general trade in mercantile lines in this province this year has been splendid. The business with the north has grown in volume, and the wholesale trade of the coast cities is holding more of it in proportion than in the past.

Local trade, especially in building hardware and lumber, is evidenced by the proud record of Vancouver City, in which $1,350,000 worth of building permits were issued during the year. The lumber trade with the Northwest in the season was very good, the number of cars short in the early part of the year being a drawback, but, on the whole, a big year's trade was done.

In manufacturing lines there has been a noticeable expansion of trade. There are more firms now engaged in machine shops and foundries than ever before in the history of the Coast, yet each is doing a bigger trade than ever. The amouot of larger work in ship repairing and building which has been undertaken in part accounts for the increase.

Mining in the interior has shown a very satisfactory condition on the whole. The figures from the Rossland camp alone show that the mines of the Kootenays have continued to add to the total wealth of the country. The gross tonnage of ore output is given as 377,134 tons for the year 1903, and the value is placed at $1,631,280. The increase in tonnage over last year is roughly estimated at 50,000 tons. During the ten years of the camp's history 1,687,786 tons of ore, valued at $26,816,342, have been produced. A notable feature of progress in Rossland camp was the success of the concentration process installed during the year.

Other Kootenay camps, such as Nelson and the Boundary district show equally good results from the operations of 1903, accurate figures of which, however, are not yet to hand. In every way it can be said the mining interests of British Columbia have shown marked advance.

* * *

One of the most important developments of the year is found in the building of a second railway into Vancouver. The last day of 1903 witnessed the running of the first train over the line from New Westminster right into the city of Vancouver. The first section of the V. W. & Y. Railway is thus complete. By it will be furnished direct connnection, as soon as the traffic bridge across the Fraser river at New Westminster is ready for trains to cross, with the railway systems of the south, and, by them, with Eastern Canada and the United States. The same people who have been active in carrying out this construction, have also, during the year, built a line from Port Guichon, at open tidewater on the Fraser river, to Cloverdale, connecting with the line of the Great Northern running in from the State of Washington and at present terminating on the south bank of the Fraser river opposite New Westminster.

The section of the V. W. & Y. Railway, first mentioned, will, when the bridge is finished, connect with this portion of the Great Northern system direct. In addition to this the same people have now on the ground steel sufficient for 30 miles of rails, and the building of a line from Cloverdale to Huntingdon on the international boundary is to go ahead early in the present season. The engineers are finally locating the line at the present moment. This line to Huntingdon will give direct connection with the N.P.R. and with the B. B. & B. C. railways, and will in all probability form the first section of the V. V. & E., the famous line long promised as a direct means of transportation and communication between the coast and the Kootenay district. It will be under the V. V. & E. charter and name that the Cloverdale-Huntingdon section will be built.

These extensive operations which have been carried on in 1903, have involved the expenditure in purchases and construction of a round million of dollars, all of which has been spent in the coast district. In the coming year the expectation is that the same company will expend a large amount in further extensions. It is an open secret that all the lines being built (each of which has a separate charter) are tributary to the Great Northern Railway system of J. J. Hill, which in its self is a source of satisfaction, for that great Canadian railwayman is not in the habit of undertaking railway projects and putting money into them without making them complete and successful.

The greatest portion of the projects now in hand is the continuance of the V. W. & Y. north from this city through the wealthy and undeveloped interior of British Columbia and on to Dawson, forming an "All-Canadian" route. The general proposition has had much favorable comment, though the Provincial Government has not as yet favored the promoting company with a promise of assistance.

In addition to opening out the interior of the northern portion of British Columbia, the projected line would make it tributary to the cities of the coast, and when the new Canadian transcontinental line, the Grand Trunk Pacific, is built through, the V. W. & Y. would form a connecting link by which ready communication could be had with the section traversed by the G. T. Pacific.

* * *

The talk of oil deposits in this section of the coast district has been roused up once more by the instructions recently issued by a local firm of solicitors to form a development company, which is to take over the claims held by Emil Guenther in North Vancouver, across the harbor from this city. Two New York capitalists are to be on the board of directors, and the company, which is to be limited liability, will put no shares on the market. The capital is furnished for all prospecting, and thorough tests are to be made. Last Spring a representative of the Rockefeller interests spent some time here looking into the proposition, and he received samples of surface collections of oil from the locations in question. These were analysed and gave satisfactory results, so that the present movement may be an outcome of the visit of inspection. The local principals are very reticent in discussing the proposition. They claim to have good authority for the anticipation of a find of paying petroleum.

It is interesting to note that in Steveston, on the north bank of the Fraser river, a company have been operating for some time, boring for gas and oil. The finding of a vein of natural gas occurred a long time ago, and the gas has been burned since that time, though no commercial or economic use has been made of it. The company now exploiting the prospect expects to put it on a business basis, and the expectation is that oil will also be obtained. With these two prospects in close proximity to Vancouver, one on the north and one on the south, success in either would be a great boom to the city.

TRADE CONDITIONS IN NOVA SCOTIA.

Halifax, Jan. 5, 1904.

SO far as sales are concerned business is about at a standstill. Wholesale firms are stocktaking and getting matters in shape generally for the Spring campaign. The province was visited by severe weather for the greater part of the week, the thermometer on one or two occasions registering eight to ten below zero, which is quite unusual in this city. On Sunday a regular old-fashioned snowstorm raged—the worst for 20 years and at the present writing, both city and country are snowed up and business suspended. The storm was so severe that the trans-Atlantic steamers due to sail on Sunday did not leave port until the following day.

* * *

Hitherto all the wholesale hardware firms in this city have also conducted retail departments in connection with their business. Commencing with the first of the year two of the leading firms will abandon the retail branch and devote their entire attention to the wholesale business. The firms are William Robertson & Son and W. B. Arthur & Co. In making the announcement of the change the former state that the wholesale business has so increased of late years that this change was rendered necessary, and that in the future the firm will devote their entire energies to a strictly jobbing trade. W. B. Arthur & Co., on account of the growth of the wholesale branch, announce that they have cut out the retail department and will devote their attention solely to their wholesale customers. The firm, however, will still conduct their bicycle department on Bedford Row and will devote more attention than before to the sale of Singer sewing machines and Baum safes in a jobbing way. The new building erected for A. M. Bell & Co. on Granville street is a magnificent structure and is a decided addition to the appearance of our wholesale district. It is not yet ready for occupation, but will be taken possession of by the firm during the present month.

* * *

Graham Fraser assumed the active management of the works of The Dominion Iron and Steel Co. at Sydney on Saturday, and his first act was to close down the open-hearth and blooming mills. It is expected that other departments will also be closed temporarily. No effort will be made to increase the output while the market is in its present condition, and all the work that will be done will be to fill such orders as are booked or may be received from time to time. The men were not discharged but have been put to work on the construction of the finishing mills, etc.

* * *

The collector of customs at St. John has placed an officer in charge of five carloads of stoves, etc., shipped by The McClary Mfg. Co., of Ontario. To avoid the Winter freight rates on Canadian railways the company sent the goods to Boston and thence by water to St. John. The boats being American instead of Canadian abrogated the bonding privilege and, it is claimed, rendered the goods liable to duty on re-entry in Canada. The matter has been referred to the authorities at Ottawa.

The Robb Engineering Co. have lately introduced a new type of engine which they call the "Robb-Armstrong Corliss," the construction of the valves being based on the original Corliss plan with a very ingenious valve gear invented by Mr. E. J. Armstrong. This gear is simple in construction, having only half the number of parts of the original Corliss, and being especially adapted for high speed work. The Robb Engineering Co. have 25 of these engines now under construction, five of them being for the Montreal shops of the Canadian Pacific Railway, and two for the same company at Fort William.

THE C. I. F. DECISION.

JUDGMENT was given at noon on December 31st, in the c.i.f. case, by Justice Trenholme in favor of the plaintiffs, the Canada Hardware Company. Unfortunately up to time of going to press we have been unable to obtain a copy of the decision, but the following is a summary of his Honor's remarks in giving judgment.

His Honor briefly recalled the circumstances of the case which are known to our readers. Mr. Gerald Lomer, manufacturers' agent, of Montreal, representing Suren, Hartmann & Co., of London, England, made a contract of sale with the Canada Hardware Company of a quantity of metallic goods, mostly annealed hay wire unvarnished. The contract was what is known as a c.i.f. contract Montreal, and the purchaser paid over a lump sum to cover the cost, the insurance, and the freight to Montreal. The contract did not bind the vendor to deliver. His obligation was merely to insure the goods properly. If damage was done the purchaser could then look to the insurance company for restitution. The whole question at issue is: In the absence of any special instructions what kind of insurance was the vendor bound to effect? Plainly this is a question of law unless there is a well established custom to override the law. This custom might either be a custom generally recognized by the trade or a custom established between the parties by previous contracts.

The insurance effected in this case was that known as f.p.a. This insurance provides only against total loss as no damages are paid unless the injury is incurred by the stranding, sinking, burning or collision of the ship. The cost of this insurance was shown to be one-third the cost of complete insurance against both total and partial loss. In the case in question the goods were injured by rust and as the loss was only partial the insurance company were not liable.

The evidence adduced failed to show any general usage among the trade not to insure such goods against all the perils of the sea. Neither had any usage been established by previous dealings between the parties. There had been no previous loss and the goods in the earlier contracts had been of a different nature upon which f.p.a. insurance might have been satisfactory. The purchaser did not know or acquiesce. Therefore the whole question was, "What was the law"?

By operation of law all the ordinary perils of the sea whether resulting in partial or total loss are covered by insurance. It would be a strange thing not to protect against the most usual kind of loss. Partial loss is more frequent than total loss. The plaintiff was entitled to full insurance by the terms of his contract. It would be hard to find a case more exactly in point that that quoted by counsel for the plaintiff.

His Honor then discussed the amount of the damages to be paid. Judgment was given without question for two items, but Suren, Hartmann & Co. will be held responsible for the third item only in case the party to whom the Canada Hradware Company sold part of the shipment and received payment before arrival of goods in Montreal make good their claim for damages. There was evidently some doubt as to their technical right to claim damages at this late date. This item is dismissed unless the purchaser has legal recourse against the plaintiffs in this action, in which case the defendants will be held responsible.

PERSONAL MENTION.

Mr. Walter Grose, manufacturers' agent, of Montreal, is in Hamilton this week consulting with his principals.

Mr. F. O. Lewis, of Lewis Bros. & Co., Montreal, was in Toronto early in the week attending a meeting of the Executive of the Canadian Wholesale Hardware Association.

Mr. J. R. Terrill, one of the most energetic and popular of the "knights of the grip" in the service of Caverhill, Learmont & Co., of Montreal, has been given leave of absence owing to ill health. He is taking a rest in the Laurentians. "Hardware and Metal" wishes him a speedy return to his accustomed health.

MONEY TIGHTNESS IN CANADA.

By D. M. Stewart.

THE year just closed has been, without exception, the most prosperous the banks of Canada have ever had, and that should certainly mean Canada has had the most prosperous year in its history. Existing conditions indicate that the present marked prosperity should continue throughout 1904.

Some idea of the good business done by the banks may be gathered from the fact that the assets of all banks have increased from $625,000,000 at the end of 1902, to $660,000,000 at the present time, an increase of $35,000,000. The most noticeable change in the business done during the year was the largely increased amount that the banks of the Dominion have placed out on commercial loans.

From $324,000,000 at the end of 1902, these loans have increased to $382,000,000, making an increase of $58,000,000 for the year, which means an increase of nearly $5,000 a month.

Then, again, the bank note circulation has reached a new high level, at $70,480,000.

While money, as has been claimed, is fairly tight at the present time, the reasons for it indicate that the condition will last but a short time longer.

The three principal reasons are as follows :

The lateness in the crop movement ; the quietness that has recently prevailed in the cheese market in England, which has resulted in there being at present between three and five million dollars worth of cheese in the city, and the fact that a number of capitalists purchased stocks at higher prices than are prevailing at present, and are waiting till higher prices can be secured.

A month or two should see an improvement in the cheese market in England, and the stock market here, and this should tend to make money much easier than it is at present.

EXPRESSED THEIR GOOD WILL.

ON New Year's eve the travelling staff of Lewis Bros. & Co., Montreal and Toronto, presented Job W. Taylor and Theodore Korb with gold watch charms, containing inscriptions commemorative of the event, which marked the resignation of Messrs. Taylor and Korb from the staff of Lewis Bros. & Co. Complimentary addresses were also read.

Mr. Taylor, who for many years represented Lewis Bros. & Co., has accepted the Canadian agency of the Pittsburg Steel Co., with headquarters in Montreal.

Mr. Korb, who joined the Lewis Bros. staff to compile the thousand-page catalogue recently issued by that firm, leaves to manage the advertising bureau of the Belknap Hardware and Manufacturing Co., Louisville, O. Many of the trade will unite with the staff of Lewis Bros. & Co. in extending good wishes to Messrs. Taylor and Korb.

RETAILERS OF THE FUTURE.

LEAVING out of the question the effect on the man now in the trade, it must be conceded that the changes constantly going on in retailing mean better merchants, says an exchange. Necessity is the mother of invention. The smaller the margin the greater the necessity of inventing methods which save and make money. Even the ordinary student of trade conditions can see that the future has in store developments which are to greatly change the conditions of retailing and the character of the retailer. The centralization of the manufacturing industries of the country is going steadily forward, and the methods of marketing the goods means far less profit to the retailer than under the old plan. Under the old methods some merchants made money, others did not, and a large number failed. It depends upon the man mostly. It depends upon his resources sometimes. Under the old method a sleepy merchant, twenty years ago, frequently made a fortune. The future will have no such opportunity for sleepy merchants. But there will be plenty of opportunity for the right man. To go further than this the future will develop the right men. The young man of energy and ideas need not hesitate when opportunity beckons him toward the store. His will not be known as the golden age of retailing, but it will be known as the age of ideas. —Iron and Machinery World.

TOO MUCH STOCK.

Surplus stock is the merchant's curse.

His ideas of a surplus are too often far beyond him.

Daily urged to buy enough goods to supply his trade he makes doubly sure by buying twice as much as he needs.

He waits until the annual inventory to find what he has on hand.

There is a time which taken at its flood sweeps some of these mistakes out of the way.

That time is now.

People are buying. How are you meeting the opportunity?

Can you see the other end of the story or are you wading in the mire of too much stock and no turn in the road?

What departments of your business are carrying too big a load?

Never looked it up, eh?

Now frame a new resolution and hang it over your desk:

Be it resolved that you will immediately investigate and keep on investigating. That you will not rest till the decks are properly cleared for action.

The trouble with hundreds of merchants is they are too much working men and too little on the thinking order.

If they would put in half the time on clean cut thought about their business, they could well afford to pay some man to do part of the work they are doing.

Buy and sell is not the whole story. Neither is collecting the subject of the last chapter.

Loss on goods carried over, loss of discounts, loss in interest paid are important items.

Are you guarding against those losses right now?—The Hardware Trade.

AUTOS FOR TRAVELLERS.

Editor " Hardware and Metal ":

Who will be the first business man to bring automobiles into use by travellers visiting the smaller towns, especially where railway service is lacking or entirely inadequate or neglectful, where tme-tables are arranged to suit the manager's convenience, not that of the public?

This may still be premature, but it is bound to come. Travellers will condense their samples and make about three towns a day where now they make but one on some of the railways. They will not need to wait for trains or livery rigs but can move on as soon as they are through in a town. The machines would pay for themselves in a short time out of what it now costs to feed and stable a team, to say nothing of the livery bills and railway fares to be saved. There is no reason why these machines cannot be perfected to overcome a lot of the difficulties experienced in the early stages of manufacturing, which made the automobile a doubtful proposition for the road. There is now no question as to its practical utility for the purpose.

Y. Z. L.

Toronto, December 24, 1903.

SOLD THEIR PADLOCK BUSINESS.

Wm. Wilcox Mfg. Co., of Middletown, Conn., have sold their entire padlock and French rim dead lock business, including tools, balance of stock, good will, etc., to S. R. Slaymaker, manufacturer of padlocks, night latches and hardware specialties, Lancaster, Pa., for whom John H. Graham & Co., 113 Chambers street, New York, with offices at San Francisco, Cal., London, England, and Copenhagen, Denmark, are general sales agents.

GLASS FIRM ENLARGING.

The Toronto Plate Glass Importing Co., 135-143 Victoria street, Toronto, have put another storey to their present three-storey building. Latterly they have not been able to carry a large enough stock to supply the ever-increasing demand. They will now have about 35,000 square feet of flooring and will be able to give their customers better satisfaction than ever before.

Now for 1904!

We are ready with a more complete and larger plant than ever. Everything points to 1904 being the greatest in the history of our business. We know we will make and sell more

Imperial Oxford Ranges

and

Oxford Hot Water Heaters

than in any previous year. This will be because more people will know of them and to know of them is to want them. Don't you want to be with us in our greatest year? Write us about it.

The Gurney Foundry Company, Limited.

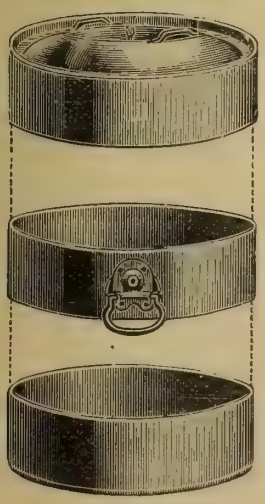
Toronto Winnipeg Vancouver

The Gurney-Massey Company, Limited,

Montreal.

ESTABLISHED 1860. INCORPORATED 1895.

DAVIDSON'S MILK CAN TRIMMINGS FOR 1904.

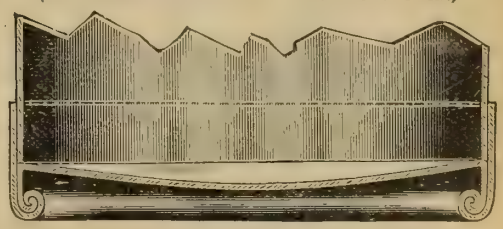


BROAD HOOP PATTERN.

This demonstrates the popularity of

Davidson's Patent Milk Can Bottoms

(See how the Outer Rim and Inner are rolled in.)



SECTION OF BOTTOM.

You should buy our Milk Cans and Trimmings, because: our Broad Hoop Bottom has all the advantages of a seamless bottom without the strain that spinning entails. The rim is turned in with edge of bottom, giving double durability and heavy rolled edges that will not tear factory floors nor waggons.

They have no air spaces (which make soldering difficult) but sufficient space is left between bottom proper and rim to allow body of can to be inserted ¼ of an inch, making permanent joint.

Bottoms are thus sweated in with half the solder.

Bottoms are concave, draining to the centre, therefore are easier to wash out.

They will not corrode like those which drain to the side. They have flush side handles.

Top bands are "SHOULDERED" and have cut out at joint, making neater and cleaner job in half time than with old style hoop.

Bottoms are rivetted to bottom hoop, as well as being rolled together.

All bands have retinned edges.

For durability, finish and economy in making up, our Trimmings are unequalled.

The THOS. DAVIDSON MFG. CO., Limited, MONTREAL

UNDER THE WINDING UP ACT.

Important Sale by Tender of Real Estate, Plant, Machinery and Supplies of the NORTHROP IRON WORKS, Valleyfield, Insolvent Company.

Under authority granted by the Court, the liquidator of the above estate asks for tenders at a rate on the dollar on the inventoried value of the following property:

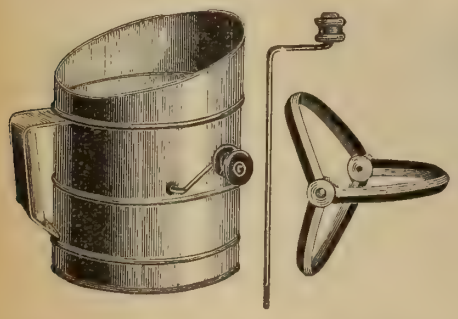
(1)—Plant, machinery, tools, jigs, patterns, supplies, work in process, inventoried at $61,070.47.

(2)—Real estate described as follows: "A tract of land in the Town of Salaberry de Valleyfield, forming part of the lot known on the Official Plan and Book of Reference of the Parish of Ste. Cecile as number ninety, containing eighty-four thousand feet in superfices, more or less, and bounded as follows, starting from a point on the south fence of the Canada Atlantic Railway Company's right of way, which point is in direct continuation of the east side of Maden street, as shown on said Official Plan, if the said east side street be continued north, so as to intersect the Canada Atlantic Railway Company's right of way, as it is also shown on said Official Plan, from this said point two hundred and fifty feet, south on the said line being a continuation of the east side of Maden Street, thence four hundred and twenty feet east on a line parallel to a street called The Avenue, and thence one hundred and fifty feet north, this line being parallel with the line first drawn as aforesaid, making a strip of land bounded on the north by the Canada Atlantic Railway right of way, in which line it measured four hundred and forty feet west, south and east by the lines just described, with all the buildings thereon erected."

The plant, tools and machinery are all modern and of approved designs. The real estate situated at Valleyfield, in the Province of Quebec, offers the greatest possible facilities for manufacturing operations.

Details of the property, together with inventories and all other information required, can be had at the office of the liquidator. Tenders will be received up to 30th day of January, 1904, addressed to the liquidator, and marked "Tenders Northrop Iron Works." The highest, or any tender, not necessarily accepted.

STANLEY H. McDOWELL,
Liquidator,
15 St. Helen St., Montreal.



"Victor" Flour Sifter

WHEN BUYING SIFTERS
BUY THE "VICTOR" AND YOU WILL
HAVE THE BEST.

E. T. WRIGHT & CO.,
HAMILTON and MONTREAL.

STOVES AND TINWARE.

Sheet Zinc for Roofing.

WILL zinc roofing become popular? Is it of such value that the success of the attempt to introduce it will be ensured? In reply to inquiries made by The Metal Worker several interesting opinions have been received.

The general manager of The Matthiessen & Hegeler Zinc Co., La Salle, Ill., writes as follows; Zinc is extensively used for roofing purposes in several European countries, and there is no reason why it should not be used advantageously for the same purpose here, provided sufficient allowance is made for expansion and contraction of the metal by reason of the changes in temperature, which are more severe here, the South excepted, than in Central Europe. In Europe zinc roofing is considered a special trade which is carried on by mechanics skilled in the art of working sheet zinc into all kinds of ornaments as well as roofing. At the time the writer was living in Europe zinc roofs were guaranteed to last for 40 years without repairs. When zinc is used in the shape of tiles it is more easily applied than in larger sheets, and it can be laid on in the same way as other metallic tiles. Two zinc tile roofs in this vicinity are giving complete satisfaction.

The Lanyon Zinc Co., St. Louis, Mo., say: We are glad that you have brought up the subject of zinc for roofing purposes, because it is one that is really entitled to consideration. The interest now being evinced by architects and builders in sheet zinc for roofing purposes shows that the experience of the European people during the past 25 or 30 years is sufficient to insure good results if the subject is taken up thoughtfully by our people. So far as we can learn, the climatic differences here are such as require more technical attention to the method of attaching the various sections of the roof or ornaments, but as soon as these points are carefully worked out there is no doubt about the ultimate use of zinc for these purposes. We have been surprised to note the increase in the inquiries and purchase of sheet zinc for roofing. This demand has been growing steadily and has reached a substantial quantity. However, it is still but a fraction of the amount used yearly in Europe.

W. H. Mullins, of Salem, Ohio, a well known manufacturer of architectural sheet metal work, writes: I am sorry that I cannot give you any practical or accurate information in regard to sheet zinc roofing in this country. We have sold quite an amount of our stamped zinc tile roofing, but not enough of it to justify the claim that it is in general use. Zinc, as you are probably aware, is largely used in Europe for roofing purposes. In Germany 40 per cent. of the total product of sheet zinc is so used. There a roof is made of heavy zinc, sheets never lighter than No. 12 gauge being used and Nos. 14 and 16 gauge being preferred. Where this heavy gauge of zinc is used the zinc, in oxidizing, forms its own coating and is protected from the action of the weather. It is claimed that a roof made of No. 14 gauge zinc will last for 40 or 50 years. Where zinc has been employed for roofing in this country I think the mistake has been made of using zinc of gauges that are too light for the purpose, so that when oxidation takes place it has not enough body of metal to work on and the sheet is very soon eaten through. We have furnished a number of ornamental roofs in zinc, notably a roof for the large office building of The Illinois Zinc Co. at Peru, Ill., and for the residence of Mr. Matthiessen, of the firm of Matthiessen & Hegeler, at La Salle, Ill. I have often thought that if the matter was properly exploited in this country a much larger quantity of zinc would be used for roofing purposes.

Grand River Metal Works.

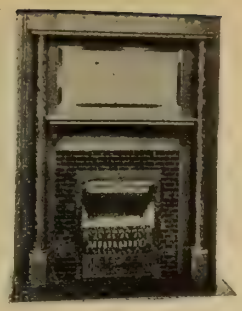
The Grand River which supplies many of the industrial establishments of Galt, Ont., with power, also supplied a growing industry of the town, the Grand River Metal Works, with a name. This firm make specialties formerly imported. Among their lines are bolts, iron brackets, "Blizzard" snow shovels, carpet stretchers, etc. They have already "caught on" in an excellent way. Mr. Handcock, treasurer of the company, informed a representative of "Hardware and Metal" that through their advertisement in this paper they received several big orders, so that their works are now kept busy supplying the market.

The Mountain View Ranching Co., Stratford, Ont., have been incorporated with a capital of $50,000, to carry on the business of farming, ranching and stock-raising in all its branches. The directors are E. Walton, St. Albans, U.S.A.; J. A. Davidson, John Brown, and Henry Walton, all of Stratford; and C. R. Moore, of Toronto.

Have you tried it?

Tried what?

SELLING MANTELS.



This is in your line of business, and it will pay you.

The Batty Stove & Hardware Co

76 YORK ST., TORONTO.

J. M. MAST MFG. CO.'S

RAT and MOUSE TRAPS

Strongest Traps Made.

Prices Exactly Right.

CANADIAN AGENTS

Edwin H. Grenfell & Co., London, Ont.

Wire-Cone Incandescent **Toaster**

Only perfect Bread Toaster for Gas or Gasoline Stoves. No smoky taste to bread toasted on this toaster Write for prices.

H.O.Edy, Montreal. **E.T.Wright & Co.**, Hamilton.

HARKINS & WILLIS,

Manufacturers and Inventors, - ANN HARBOR, Mich.

Apply all the tests to

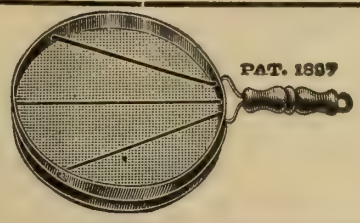
STERNE'S ASBESTOS CEMENT

and it will fill the bill every time.

Whether for durability or economy, satisfaction to the user, or saleability, it never fails to meet every requirement. Write for samples a d prices.

Manufactured by G. F. STERNE, Brantford.

For Sale by : J.H. HANSON, Montreal
BATTY STOVE & HARDWARE CO., Toronto



The FAIRGRIEVE GAS TOASTER

Retails at 25c. The only Toaster guaranteed to toast on gas, gasoline or blue flame oil stoves without taste or smell. Write for prices.

THE FAIRGRIEVE MAN'FG. CO.,

295 COLLEGE ST., TORONTO.

U. S. Branch: 289 Jefferson Ave., DETROIT.

NEVER DRIP A DROP

THE NEW TEA STRAINER

Meets a popular need. A side line you cannot afford to be without. Retails at 10 cents.

FITS ANY TEA POT

Imperial Tea Strainer Co.,
MONTREAL.

ROME means perfection in the manufacture of

Nickled-Plated Copperware

A FULL LINE ALWAYS CARRIED IN STOCK IN WINNIPEG

WRITE FOR CATALOGUE, OR BETTER STILL, SEND US A SAMPLE ORDER

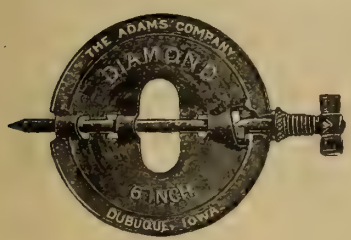
Coltart & Cameron

Special attention given to warehousing and distributing cars.

Manufacturers' Agents and Warehousemen,

141-143 Bannatyne Avenue, WINNIPEG.

DIAMOND STOVE PIPE DAMPER AND CLIP

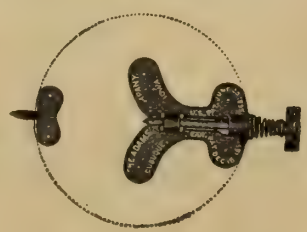


U. S. Patent June 25th, 1895.
Canadian Pat. Dec. 13th, 1894.

Sold by Jobbers of - - -

HARDWARE
TINWARE
and STOVES,

for furnace pipe, to support the sheet steel blade.



Manufactured by THE ADAMS COMPANY, Dubuque, Iowa, U.S.A.
TAYLOR-FORBES CO., Limited, Guelph, Ontario.

CONDENSED OR "WANT" ADVERTISEMENTS.

Advertisements under this heading, 2c. a word first insertion; 1c. a word each subsequent insertion.

Contractions count as one word, but five figures (as $1.000) are allowed as one word.

Cash remittance to cover cost **must** accompany all advertisements. **In no case** can this rule be overlooked. Advertisements received without remittance cannot be acknowledged.

Where replies come to our care to be forwarded, five cents must be added to cost to cover postage, etc.

SITUATIONS VACANT.

WANTED—First-class tinsmith by the year, with knowledge of plumbing work. E. M. Shildrick, Paris, Ont.

WAGONMAKERS, blacksmiths, machine hands; experienced men preferred; steady job and good wages. Box 1, HARDWARE AND METAL, Toronto. (f)

EXPERIENCED machine hand for blocking out; also buzz planer hand, who understands glueing; permanent to right man. Box 2, HARDWARE AND METAL, Toronto. (f)

SITUATIONS WANTED.

HARDWARE CLERK and bookkeeper; young man; experienced in general hardware, stoves, steamfitters' and plumbers' supplies, wants position; Northwest preferred; references furnished. Box 90, HARDWARE AND METAL, Toronto. (4)

BY a young man with 20 years' experience in the hardware business, a position of traveller or in the warehouse; best of reference as to sobriety and ability. Address Z., 73 James street, Ottawa. (3)

ARTICLES WANTED.

ALWAYS in the market for lead and copper concentrates; advise particulars. Syracuse Smelting Works, Montreal. (2)

FOR SALE.

Sale of stock of hardware and shop supplies by tender The extensive and old-established business of J. HENDERSON in Town of Collingwood. Owner retiring.

Collingwood is one of the most flourishing and progressive Towns in Canada and has brightest outlook for the future. It has largest and most up-to-date dry dock and shipbuilding plant on the Upper Lakes where largest vessels are built and repaired. It has also large saw mills, export meat-packing plant, flour mill, grain elevator, planing mills, tannery, foundry, etc., which give employment to a large number of hands. It has also near completion large steel manufacturing plant and rolling mills, wire mills, nail factory and furniture factory. It is headquarters of large line of steamboats which give it connection with all points on the lakes. Harbor is now crowded with steamboats which will fit out there in Spring. It is a terminal of Grand Trunk Railway and also an objective point of railways now under construction and projected. Written tenders for above stock will be received up to the 15th day of January, 1904 by the undersigned, from whom conditions and terms of tender and other information can be obtained on application.

uilding for sale or rent.

J. HENDERSON,
Hardware Merchant, Collingwood.

MONEY-MAKING.

I can assist the retail hardware dealer to make a nice monthly profit. My business is electro-plating.

The retailer gets me the work of his town.

Write me for particulars.

D. SUTHERLAND

Electro-Plater,

112 Church Street, - - TORONTO

PAINT, OIL AND BRUSH TRADES

A New Method of Making Art Glass.

A LONDON manufacturer of art glass proposes to establish a factory at Aurora, Ill. He describes the process as follows: The figures or designs are first made, then are placed between two pieces of plate glass. A high-class artist is employed. He is given the idea of the design wanted and then traces the same on a piece of transparent paper. This paper is laid upon a piece of plate glass the desired size. The tracings are then followed by a flexible brass rule, which is placed on the outlines traced. After the brass strips have been put into place, small beads the size of a pin head and crushed glass of the desired shade are placed inside of the brass strips. After all of the beads and plate glass have been put into position the entire design is covered with what is known as a water glass, which acts the same as glue. The design is then covered over with another plate glass and firmly secured and is ready for the market.

It is claimed for the work that it will out-last the art glass, made in this country, and according to the designs displayed the work is far more artistic than that seen in churches and other places where art glass is made. The manufacturers claim for their product, that it can be manufactured for just half of the cost of art glass and thus far in England the new work is being used extensively in all of the modern buildings and churches.—Review.

The 1904 Linseed Oil Outlook.

IN July and August of 1901 raw linseed oil in carload lots sold at Chicago at 80 cents per gallon. Since that time the tendency of the market has been generally downward, until the Chicago quotation is now 33 cents. This is the lowest December quotation for oil since December, 1896, when the market touched bottom at 27 cents. In the two following years the lowest December quotation was 35 cents, but in the four years since that time, 1899-1902 inclusive, the close of each year has seen much higher prices for oil, ranging from 43 to 58 cents.

The usual tendency of the linseed oil market, following the first of each calendar year, has been to advance. The year 1903 was an exception, the January price being 44 cents, while subsequent months developed lower prices. But in 1902 the year opened at 55 cents and went to 64 cents in July; in 1901 January opened at 53 cents and there was a steady advance to 80 cents in July; in 1900 the opening was at 51 cents and the July price 65 cents. Some of the years previous to 1900 show a weakening market from January to July, but in the majority of instances there has been an advance or a firm market during the first six months of the calendar year. Lower prices usually have come after the appearance of the

Taking the average of past years in respect to the course of prices, and considering all other circumstances, it appears probable that linseed oil will not sell much lower, if any, after January 1st than it is now selling. True, there is a large amount of flaxseed in public and private store, but it is held, for the most part, in strong hands. Much of it is owned by crushers and they are in no mood to sell their oil at prices below real value as predicted on the cost of their seed. Besides, they anticipate a brisk demand for oil after January 1st, due to the fact that only a small amount of oil as compared with past years has been placed under contract. While we do not wish to be understood as predicting higher prices for oil for the first half of 1904, we think the situation is favorable to firm or advancing markets.—Paint, Oil and Drug Review.

Paint and Oil Markets.

MONTREAL.

Trade this week is considered fair for the season of the year and the general outlook is promising. Linseed oil and turpentine have been slightly advanced. Other prices are unchanged. We quote:

Ground White Lead--Best brands, Government standard, $4.60 to $4.75; No. 1, $4.25 to $4.40; No. 2, $4 to $4.10; No. 3, $3.67 1-2 to $3.77 1-2; No. 4, $3.30 to $3.40, all f.ob. Montreal. Terms, four months, or 3 per cent. off for cash in 30 days.

Dry White Lead.—$4.25 in casks, and in kegs $4.50.

Dry White Zinc.—Pure dry, in casks, 6 1-4c.; in 100-lb. kegs, 6 3-4c.; No. 1, zinc, in casks, 5 1-4c.; in 100-lb kegs, 5 3-4c.

White Zinc (ground in oil)—Pure, 25-lb. irons, 8c.; No. 1, 7c.; No. 2, 6c.

Putty.—We quote: Bulk, in barrels, $1.50; in 25-lb. tins and irons, $1.85; bladded putty in barrels, $1.75.

Orange Mineral.—Casks, 7c.; 100-lb. kegs, 7 1-4c.; smaller quantities, 8 1-4c.

Red Leads.—Genuine red lead, in casks, $4.25; in 100-lb. kegs, $4.50; in less quantities, $5.50 per 100 lb. No. 1 red lead, casks $3; kegs, $4.25, and smaller quantities, $5.25.

Litharge.—Ground, casks, 5c.; in less quantities, 5 1-2c.; flake litharge, casks, $5; smalls, $5.50 per 100 lb.

Linseed Oil—Raw, 1 to 4 barrels, 47c.; 5 to 9 barrels, 46c.; boiled, 1 to 4 barrels, 50c.; 5 to 9 barrels, 49c. Delivered in Ontario between Montreal and Oshawa at 2c. per gallon advance.

Turpentine—Single barrels, 85 1-2c.; 2 to 4 barrles, 84 1-2c. Standard gallon of 8.6 pounds.

Benzine.—25 to 26c.

Shellac Varnish.—Pure white, $2.60 to $2.80; pure orange, $2.60 to $2.80; No. 1 orange shellac, $2.40 to $2.60.

Mixed Paints.—$1.20 to $1.40 per gallon.

GABRIEL & SCHALL,
205 Pearl St., NEW YORK.
IMPORTERS
LITHOPONE, Oxide of Zinc,
BARYTES (CRUDE AND POWDERED).
SULPHATE OF BARYTES (CRUDE and POWDERED)
CARBONATE OF BARYTES (PRECIPITATED)
BLANC FIXE (DRY and PULP).
DRY COLORS,
DRIERS, for PAINT AND VARNISH
"BRUNSWICK" ASPHALT MASTIC AND **BITUMEN**

LINSEED OIL

Raw and Boiled

"GUARANTEED PURE"

MANUFACTURED BY

Canada Linseed Oil Mills,

LIMITED.

MONTREAL.

☞ **BARRELS WANTED!!**

We are open to **buy good sound, oak** Linseed Oil, Turpentine, Varnish, and Machine Oil Barrels.

If You Buy

Varnishes **Paints**

Japans **Colors**

Lacquers **Glues**

Stains **Bronzes**

Fillers **Chamois**

Sponges

WRITE TO

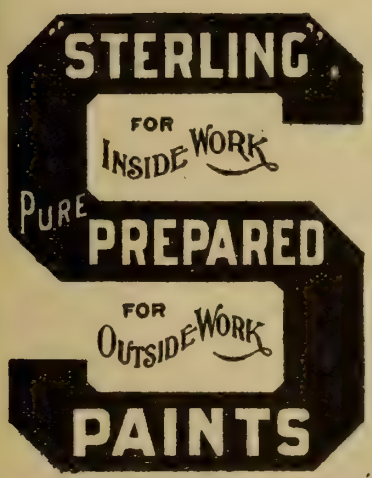
R. C. JAMIESON & CO.

LIMITED

MONTREAL

AGENTS FOR ASPINALL'S ENAMEL.

JANUARY—DECEMBER, 1904



This year is fraught with many possibilities for the hardware dealer. It will end right or wrong, according to his choices.

In the matter of Prepared Paints he must choose some brand, and the one to choose is that which will advertise him best and longest.

STERLING PAINTS

are by all tests the best. The paint itself says so. Write us and we'll tell you more about it.

THE STERLING PAINT PEOPLE

(GRANT-HAMILTON OIL CO., LIMITED)

Toronto Montreal Winnipeg

Castor Oil.—8 3-4 to 9 1-4c. in wholesale lots, and 1-2c. additional for small lots.

English Paris Green.—50 and 100 lb. drums, 15c. per lb.; 25 lb. drums, 15 1-2c; 1-lb. paper boxes, 16c.; 1-lb. tin boxes, 17c. Terms, 2 per cent. 30 days; 90 days net.

TORONTO.

There is little business and prices are without change throughout. In fact little interest is being taken in the market though some business for future delivery is noted. We quote:

White Lead—Ex-Toronto, pure white lead, $4.75; No. 1, $4.30; No. 2, $4; No. 3, $3.60; No. 4, $3.35 in packages of 25 lb. and upwards; 1-2c. per lb. extra will be charged for 12,1-2-lb. packages; genuine dry white lead, in casks, $4.87 1-2.

Red Lead—Genuine, in casks of 560 lb., $4.25 to $4.50; ditto, in kegs of 100 lb., $4.75; No. 1, in casks of 560 lb., $4; ditto, in kegs of 100 lb., $4.25.

Litharge—Genuine, 6 to 6 1-2c.

White Zinc—Genuine, French V.M., in casks, $6 to $6.25; Lehigh, in casks, $6 to $6.25.

Shingle Stain—In 5-gallon lots, 60 to 85c. per gallon.

Paris White—90c. to $1 per 100 lb.

Whiting—60 to 65c. per 100 lb.; Gilders' whiting, 75 to 80c.

Shellac—Pure orange, in, barrels $2.45; white, $2.60 per gallon; No. 1, 15c. less; in less quantities 30c. extra, including price of can.

Pumice Stone—Powdered, $2.50 per cwt. in bbls., and 4 to 5c. per lb. in less quantity; lump, 10c. in smal lots and 8c. in bbls.

Linseed Oil—Raw, 1 to 2 bbls., 50c.; boiled, 53c.; 3 to 5 bbls., raw, 49c.; boiled, 52c.; 6 to 9 bbls., raw, 48c.; boiled, 51c., delivered. To Toronto, Hamitlon and London, 2c. less.

Turpentine—Single bbls., 86c.; 2 to 4 bbls., 85c., delivered; 5 bbls. and over, open. Toronto, Hamilton and London, 2c. less. For less quantites than barrels, 5c. per gallon extra will be added, and for 5-gallon packages, 50c. and 10-gallon packages, 80c. will be charged.

Glues—Broken sheet, in 200-lb. bbls., 8 to 8 1-2c. per lb.; cabinet glue, in bbls., 11 1-2 to 12c.; emery glue, in bbls., 17c.; bookbinders', ground, 10 1-2c.; finest American, white, 19c.; No. 1 American white, 15c. per lb.

Putty—Common, $1.65; pure bladders in barrels, $2.25; bladders, in 100-lb. kegs, $2.40; bulk, in barrels, $2.05; bulk, less than barrels and up to 100 lb., $2.95.

Plaster Paris—New Brunswick, $2 per bbl.

Liquid Paints—Pure, $1.20 to $1.40 per gallon; No. 1, $1.10 per gallon.

Barn Paints—65 to 70c. per gallon.

Castor Oil—English, in cases, 7 1-2 to 8c. per pound, and 8 1-2 to 9c. for single tins.

English Paris Green—Petroleum bbls., 14 1-4c.; arsenic kegs, 14 1-2c.; 50 to 100-lb. drums, 15c.; 1-lb. packages, 16c.; 1-lb. tins, 17c.; 1-2-lb. packages, 1-2-lb. tins, 19c.

Canadian Paris Green (present delivery)—Petroleum bbls., 12 1-4c.; arsenic kegs, 12 1-2c.; 50 and 100-lb. drums, 13c; 1-lb. packages, 14c.; 1-lb. tins, 15c.; 1-2-lb. packages, 16c.

ST. JOHN

Burning oil is always a large business at this season. The present prices are much above the average. People must have oil, and as there is no competition between American and Canadian oils, they have to pay the price. Values are very firm. Lubricating oils begin to have more attention; the market is firm. Paint oils also have more attention. Linseeds are very low. Turpentine is unchanged at the high price. Fish oils are scarce and high.

WINDOW GLASS.

MONTREAL.

Prices are being fairly well maintained at the present low figures. We again quote as follows: First break, 50 feet, $1.70; second brake, $1.80 for 50 feet. First break, 100 feet, $3.25; second break, $3.45; third break, $3.95; fourth break, $4.20.

TORONTO.

Some cutting is being done. A fair business is reported. We quote prices nominally as follows: Star, under 26 in., $3.10; 26 to 40 in., $3.30; 41 to 50 in., $3.70; 51 to 60 in., $4; 61 to 70 in., $5; 71 to 80 in., $4.30 net, Toronto, Hamilton and London.

RETAILER CHARGED WITH FRAUD

At the instance of the creditors Edward Basken, general storekeeper of Sault Ste. Marie, has been arrested on the charge of fraud. Basken recently assigned to Osler Wade of Toronto, and at a meeting of the inspectors it was decided to make an investigation into his methods of doing business. It was stated that last September Basken issued a statement showing a surplus of $6,000, whereas when the failure occurred the liabilities were found to be about $30,000, with assets of only $7,000. Mr. A. C. McMaster, of Macdonell, McMaster & Geary, representing about 40 of the creditors, was sent to Sudbury, North Bay, and the Soo, Basken having had stores at the three points, to investigate, and the arrest followed.

BEGIN THE NEW YEAR

by stocking the best liquid paint on the market.

"ANCHOR" LIQUID PAINT has no equal. The White Lead used in its manufacture is BRANDRAM'S B. B. GENUINE—the world's standard . . .

—It gives satisfaction.
—It's a seller.
—Its advertising is up to date.
—It's a money maker.

ANCHOR BRAND
H & P
REGISTERED
TRADE MARK

Send us a post card and let us tell you all about it.

BRANDRAM BROS. & CO.
BRANDRAM'S B. B. WHITE LEAD
REGISTERED TRADE MARK
MANUFACTURERS LONDON ENGLAND

HENDERSON & POTTS, Limited, Halifax.
HENDERSON & POTTS CO., Limited, Montreal.

CHURCH'S COLD WATER

ALABASTINE

is already half sold when a dealer puts it in stock because of our GENEROUS ADVERTISING in public papers. It is not a kalsomine, but a permanant coating that hardens with age, a claim that cannot be truthfully made of any other wall-coating. The patented feature READY FOR USE BY MIXING IN COLD WATER is a great advantage to the busy workman. He appreciates it, and to sell anything else it must be recommended as "the same thing," or "just as good." No dealer can afford to make such representation. The public knows Alabastine, and little or nothing about the just-as-goods. There is no loss in selling Alabastine it is put up in moisture proof packages, and in the most popular shades.

We shall help to sell Alabastine in the future, just as we have for more than twenty years past. Order early either through jobber, or of

THE ALABASTINE CO., Limited, PARIS, ONT.

GENUINE

PRATTS ASTRAL LAMP OIL

Sold in all countries and recognized as the highest grade oil manufactured.

WHOLESALE ONLY.

THE QUEEN CITY OIL COMPANY, Limited,
TORONTO, ONT.

Standard Paint & Varnish Works
Limited

Makers of High-Grade Varnishes, Japans, Paints, Colors and Enamels.

WINDSOR, ONT.

R. E. THORNE, 768 Craig St., **MONTREAL**

Wholesale Agent and Importer

Dry Colors, Ochres, Bronze Powders, Aluminum Powder, Schlag Metal, Bronze Liquids and Varnishes.

Toronto Office—29 Melinda St.

HARDWARE AND METAL is the only journal in Canada concerning itself with the paint, oil and glass interests. Its markets are trustworthy and full.

GLASS

Our only business.
Our service is right.
Have you an order?
Five warehouses.

The Consolidated Plate Glass Co.,
TORONTO MONTREAL LONDON
OTTAWA WINNIPEG.

Paints and Paints

Some are good, some poor. If **GLOBE PAINTS** were poor they wouldn't be 9 years on the market. It takes a good article to live as long as that. We are not only living, but growing. That means a good deal.

—When our salesman calls on you, pay good heed to what he has to say.

The Globe Paint Co., Limited
422-424 Adelaide St. W., Toronto.

"Island City" Paint and Varnish Works

Our "Island City" Enamel Paints are the best in the market—17 artistic shades.

Our "Island City" Aluminum, Gold and Silver Paints can be used with great satisfaction on Furnaces, Radiators, all sorts of Furniture and Ornaments that require renovating.

P. D. DODS & CO., Proprietors, **Montreal, Toronto, Vancouver.**

THE CANADA PAINT COMPANY LT'D

THE CANADA PAINT CO. LTD. MONTREAL AND TORONTO
CAR ROOF BRIDGE STATION PAINT FOR ALL PURPOSES
VARNISH

THE CANADA PAINT COMPANY LT'D

MINING AND SHIPPING NEWS

HARDWARE AND METAL desires to furnish its readers with reliable mining and shipping news, and would welcome each from any authentic source.

A modern bankhead is to be installed at Sydney Mine No. 1, Sydney Mines, N.S.

The Algoma Navigation Co. are figuring on a project to put on two new steamers to trade between Owen Sound, Manitoulin Island and North Shore points.

The steam vessel which The Calvin Co. are building at Garden Island, Ont., is a paddle-wheel brig, 130 feet keel, 20 feet beam and 9 feet depth of hold. She is for raft towing and for running the St. Lawrence rapids.

The Nova Scotia Steel Co. have secured several options on iron deposits in Cuba, and have sent an expert to examine them and report. The iron would be valuable for mixing with the iron ore they now use.

Graham Fraser has assumed active management of the works of The Dominion Iron & Steel Co. Having inspected every department of the plant he has closed down the open-hearth and blooming mills for two weeks. No effort will be made to increase the output with the market in its present condition.

The Northern Light, Mining and Development Co., Port Arthur, Ont., have been incorporated with a capital of $1,000,000, to carry on the operations of a mining, milling, reduction and development company. The directors are J. Gonska, J. H. Hill, N. Mueller, J. J. Durage, all of Duluth, U.S.A.; and C. Larson, Superior, U.S.A.

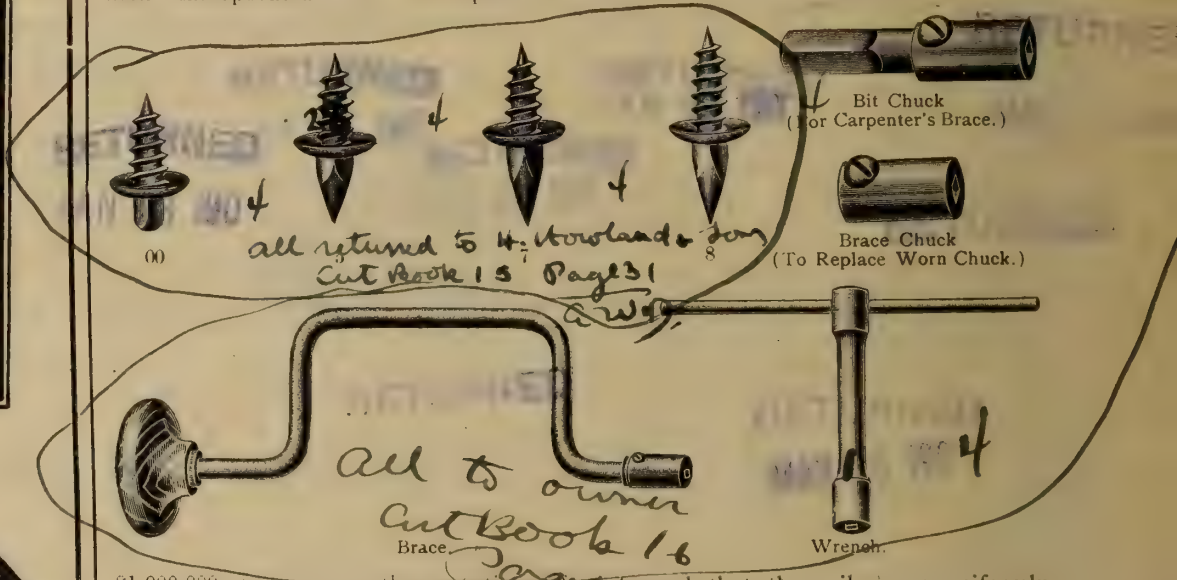
Political quarrels have been started in Montreal relative to the proposed spending of between $2,000,000 and $3,000,000 on steel sheds at the wharves. This is quite in line with past history in Montreal, and will result in the lengthy postponement, if not the abandonment, of the project for completing the improvement scheme that has been in progress for the past six years.—Marine Review.

The Dominion Coal Co. will increase their output. President James Ross gave out the following statement last week: "Now that the coal company has taken over the management of their own affairs I might say that the chief feature of the policy of the company will be to increase the output as rapidly as possible. Our output has now reached all but 15,000 tons a day, while last Thursday out of No. 2 Dominion mine 1,900 tons were taken."

John F. Stairs speaks hopefully of The Nova Scotia Coal & Steel Co. He says: "The company are now experiencing the most prosperous year in their history, and the steadily increasing output of coal puts the company in a better position to-day than it has ever been in the past. In addition to the old collieries taken over from the General Mining Association, two new collieries have been opened up during the past year, and the output from these new collieries has already reached 200,000 tons, and they are not yet fully developed. The output of ingots and finished steel is also considerably larger than in any previous year."

THE LIPSCOMB DISC SCREW CALK

The Lipscomb disc screw calk, which was first placed on the market last year by The Canada Screw Co., Hamilton, has proved so popular that the manufacturers are introducing two new sizes for this Season's trade, and have re-numbered the entire set. Experience has shown where several important improvements could be made over last year's calk, and we are informed that the spikes are uniformly hardened, and that the formation of the disc has been so altered as to greatly strengthen it. The spike shape has been improved, and the calks can be turned in easily. The chucks of the different tools are now made very hard and of better material than those sent out last year. We illustrate the different sizes of calks on this page. The manufacturers state that size No. 00 is intended mainly for an ice calk. No. 5 is the standard logger's calk for most sections. The goods are marketed through the jobbing trade.



Window and Interior Displays

Timely Hints and Suggestions.

The Hardware Window.

IT is a lementable fact, but nevertheless true, that the hardware merchant is the most backward as a class, in the attractive decoration of his windows. The dry goods store has for years felt its very existence dependent upon the interest it could create through the window display; the grocer is rapidly showing that he has reached the conclusion that his window space can be used as a valuable advertisement; the bookseller and dealer in fancy goods has been long aware from the very nature of his business that the volume of his business varied directly with the efforts he made to draw the attention of the public to the wares and novelties he was handling; and the men's furnisher and millinery establishments are devoting more time on the arrangement of their window than on any other part of their business. But the hardwaremen in some centres, seem to have become infused with very few of the progressive ideas that have so strongly influenced the decorative plans of the other merchants.

Why they have remained stationery is not difficult to understand, but the reasonableness of such a backwardness is impossible to defend. The causes of it may be looked for in the nature of the goods handled, which from their unattractiveness in themselves, convey the impression to the merchant that they cannot be tastily shown, and also in the fact that almost everything in the hardware stock is a staple, a thing which a man must buy if he needs it, but will have no interest in as long as he does not actually require it.

This slowness in grasping the idea of modern business methods does not, of course, extend to all hardware merchants, and in this article it is only those who are careless of their display and the number of whom is much too large, who are criticized. They consider that if a man wants a hammer or a screw or a coal scuttle or a whetstone he knows he must go to the hardware store to get it, and no amount of display will sell any one of them to him unless he does need it. But the fact is lost sight of, that the window that prompts his memory, that reminds him of his requirements, belongs to the store that is going to sell him the article. A man in need of the most staple article will in many cases buy it where he sees it. The carefully dressed hardware window, whether it shows the article or not, will remind him of his needs, and the window that in no way attracts his attention will be passed by.

But it is not the staples which should occupy the most prominent positions in the window, and this is one of the points that every window dresser should remember. Such things as nails, hammers, screws, chains, etc., will receive only small benefit from a window space, as everyone knows such things are carried in sufficient variety in all hardware stores. But this is only a small part of the stock, the greater part admitting of not only good arrangements, but of profitable advertising through the window display. Knives, skates, scissors, razors, guns, silverware, clocks, lamps, heaters of various kinds, carpenters' tools and a great list of other articles are lines which can very often be sold entirely from the display and will create a demand that may not have been pressingly felt by the customer. Any of them may be done without for months, but at the same time the possession of them may fill a want.

Expensive But Profitable.

YES, no one will deny that the merchant who arranges good window displays is undergoing some expense which he who is careless of the appearance of his store front does not encounter. The unprogressive merchant who offers this objection to the show window considers that, as the expense cannot be denied, his argument closes the question.

He may believe in advertising in the local paper, although it is safe to say that if he does not eblieve in dressing his window he is out of accord with all the modern business building methods. But if he does advertise, the expense objection is discovered to be of no weight for advertising costs more than the average window-dressing, and the results are less evident. If he does not advertise let us ask him if he allows his name and business to appear on the front of his store. If so, why? He will say in order that people may see who and what he is. Well, if the public will bother to look at his name and business, things in which there is no active interest, it is certain that they will observe his show window if it is well trimmed. And if they observe and admire the merchant is sure to profit from that.

Should any man, merchant or not, feel sure that, from an investment of a sum of money, he will reap a profit, he would not hesitate to make the investment. He has the expense of laying out the money at first, but he is looking forward to the profit, and does not begrudge the outlay. The merchant who will not dress his windows on account of the initial expense, is like the man who will not spend a dollar to make another, simply because he must part with the dollar first. Of course it would be very difficult to convince him of this, but if he can not see the comparison he must be one of the very few who think that nothing is sold through the window. The number who really think this at this date is so very small, that it is scarcely worth while combatting their ideas. They are not the successful class, nor do they deserve to be.

But window dressing is not the expensive phase of storekeeping that many think it to be. Excellent windows can be dressed all the year round, at a total cost of only a few dollars. The elaborate fancy window of the departmental dry goods store is not a necessary part of any plans for attractive windows. Some of these cost many dollars, and would not be in place in the smaller stores, but a miniature copy of the general design, used only on particular occasions, would revive an interest that might be flagging as a result of only ordinary displays. The goods themselves in nine out of ten arrangements are all that is necessary for windows that will sell, and the tenth can be so made up that the features of it that cost money can be retained for future displays, and the expense thus be reduced to a minimum.

HEATING AND PLUMBING

AN ARCHITECT ON TORONTO PLUMBING SITUATION.

IN Toronto considerable discussion has been carried on in the daily press as a result of a charge that there is a combine among Toronto plumbers to prevent legitimate competition on all contracts, to compel manufacturers to grant a discount in favor of association members and to unduly raise prices.

Most of the discussion has been contributed to people "on the outside," who have suspicions but no real knowledge of the existing conditions.

Architect S. G. Curry is recognized, however, as being in intimate touch with building operations of all kinds. His opinion is conseqnently interesting. His contribution to the discussion is given in the Toronto Star as follows:

"There is more of a combine between certain architects and plumbers than there is among the plumbers just now. Some architects in this town take a rake-off on plumbing contracts. There may or there may not be a combine at the present time. Sometimes I am almost sure that a concise understanding exists, but there is one thing about it, if it exists, it does not last for very long. Such a thing is unworkable, because there are bound to be internal dissensions over big contracts. Say one big firm comes along and lays claim to the contract on a big building on the ground that the capitalist chiefly interested has always been a customer of his. Then another man turns up and says that the original company which the capitalist is backing was a customer of his, and there is trouble right away. The association may say split the profits; but how many men would stick to an agreement which provided that course? How long would they be able to enforce it?

"Now, here are figures that you could utilize to prove your contention that a combine exists," and Mr. Curry turned up his contract book and showed the tenders on a $600 job. The figures ran up in $20 to $25 jumps to $725. The contract in question was a recent one.

"Now, that looks as if an agreement had been reached, doesn't it?" questioned the architect. "Well, just look at this," and he leafed back to contracts made in the period of building stagnation. These figures showed the same steady increase.

"I happen to know positively that no combination existed then," said Mr. Curry. "So you see that the figures prove nothing. You may twist them to show a combination or you may with safety argue that there was a healthy business competition. I do not think that a combine to any extent exists now. Here is a job I roughly estimated at $2,000 a few weeks ago. The contract was let for $2,250, with a few extras I had not reckoned on in my estimate, which was a rough one at best. Take the abnormal state of the wage market and the advance recently in the price of materials and you can consistently account for the heavy advance in plumbing work.

"I do not think there is any doubt about it that the supply houses have combined to a certain extent, but I am of the opinion that the combination only exists for the purpose of blacklisting bad debtors. In the building trade there is an unsual chance for bad debts. Men whose standing would not secure them one-fifth of the credit they are given by those in the trade are able to get almost any quantity of material owing to the existence of the lien law, which gives the supply house a hold on the stuff they have credited a man with. To collect through a lien is a matter of much annoyance, and the supply houses have simply combined to blacklist the delinquents. Some people say that instead of charging an advance a straight refusal of goods should be made, but you know that it would not be the best policy to do that.

"I suppose the plumbers do combine to a certain extent, but I do not think that it is as bad as it is made out to be. At least I have not found it so."

Copper for Steam-fittings.

AT the meeting of the Manchester Association of Engineers, held on December 5, a paper on "Some Applications of Copper in Engineering Practice" was read by Mr. W. E. Storey. An impression, said the lecturer, prevailed that as a material for use in the construction of pipes and vessels in connection with steam service, copper at the present time was under a cloud. The conditions under which it was now frequently applied had increased in stringency, particularly along the lines of higher pressures and temperatures and largely because of a lack of progress in design to meet these conditions, due to a want of knowledge of the possibilities and limitations of the metal. He hoped to be able to show how by careful attention to design on the part of the engineer, and to production and treatment on the part of those who combined to supply him with either the materials for his own manipulation, or the finished copper products, the advantages which undoubtedly attended the use of copper and its alloys might be safely utilised. The main claims that copper had to consideration and in fact to pre-eminence amongst the metals of commerce, so far as its special qualities were concerned, were (a) Its high electrical conductivity, (b) its capacity of conducting heat, (c) its extreme ductility, and (d) its resistance to corrosion. On the first of these he had nothing now to say; the second and third taken together might be said to be of extreme importance to engineers; while the last also had its interest, for such uses of copper as the manufacturing chemist, the calico printer and bleacher. Copper gained its place in the regard of engineers because of its unequalled power of transmitting heat and its great ductility, which enabled it to be worked into intricate forms with ease to the operator and without fatigue to the metal. A common cause of deterioration in the

RAMSAY'S PAINTS

GET READY!

Look after your trade for 1904, it's going to be a big one.

Have you got a decent share of the trade in your town? If not, let us get after it for you with RAMSAY'S PAINTS.

Ramsay's Paints talk and bring you trade that pays.

Ramsay's Paints sell at a price that nobody grumbles about—the lowest price for the best paint—not too high for profit making.

Let us tell you about it.

A. RAMSAY & SON **EST'D** **THE PAINT**
MONTREAL **1842** **MAKERS**

J. Nicklin & Co.

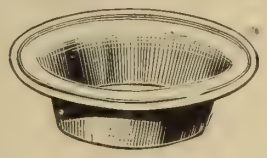
Great Charles Street, **Birmingham, Eng.**

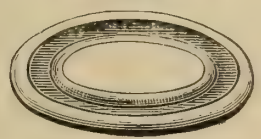
REGISTERED SAJONIC TRADE MARK

MAKERS OF
Curtain Rings, Tinned Blind Rings,
Brass Rimmed Tablets,
Also the following:

Mill Brand Fastener.

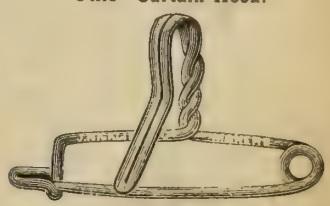
Brass Sail Eyelet and Ring



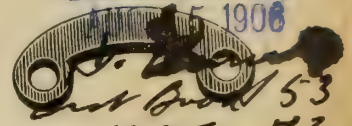


Brass Candle Save-all.

"Utile" Curtain Hook.



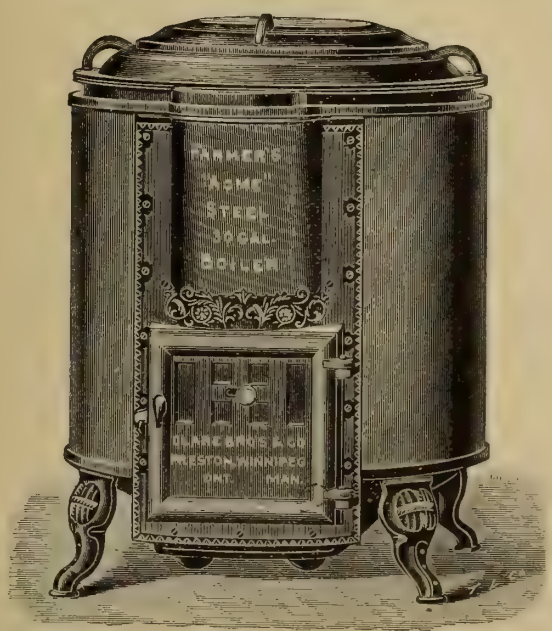
"Lion" Mill Brand Fastener.



Brass Stamped Label.

Canadian Agent: F. P. ROGER, 30 Wellington St. W., TORONTO.

FARMERS' FEED BOILERS



The "ACME"

A Boiler With Talking Points—
Steel Body — Return Flue.

Made in three sizes, with or without cover.

No. 30,	capacity	- -	1 bbl.
" 45,	"	- -	1 1/2 "
" 60,	"	-	2 "

Write for prices.

CLARE BROS. & CO.
LIMITED

Preston and Winnipeg

quality and strength of copper was its contact whilst hot with a reducing gas. These conditions caused a chemical change in the copper, rendering it brittle, and the effect could easily be produced on the brazing hearth by allowing the fire to be sluggish and short of the requisite amount of air-blast. Carelessness in that respect on the part of the workman was one of the most serious dangers copper had to meet. Although copper had many virtues as a material for the use of engineers there were certain faults attaching to it. Amongst these were the following: For the conductivity of either electricity or heat purity was an advantage, but chemically pure copper had very little resistance to wear. Its ductility formed its most important advantage to the coppersmith and the makers of plates, tubes, rods, and so forth; but this ductility was gained at the cost of a very low elastic limit. Notwithstanding the loss of strength resulting from subjection to high temperatures and to the action of certain gases, copper remained incomparably the best material for many purposes in the general practice of engineers. An interesting discussion followed the reading of the paper, particularly with regard to the use of copper steam-pipes, the consensus of opinion being that solid-drawn copper pipes were more reliable than brazed pipes. In main steam ranges for high pressure, steel was thought to possess a great advantage over copper in the matter of price, whilst being at least equally reliable. The use of copper was, however, advantageous for expansion pipes and making up pipes. It was urged that cheapness was not the greatest economy in copper pipes, for unless a sufficient price were paid it was impossible to get good workmanship, and the result of using copper pipes under such conditions was likely to prove unsatisfactory. —Ironmonger.

The London Boiler Explosion.

In reply to an enquiry by "Hardware and Metal" Wm. Smith, of the Smith Plumbing Co., London, Ont., writes: "Re the explosion of hot water boilers at the Wolseley Barracks, in my mind there is no doubt but that it was the shutting off of the main valves that caused it. There were two boilers, which were connected together with twin headers, and each boiler was valved on the connection between boiler and header. If those were open it would be impossible to explode them."

U. S. Sanitary Earthenware Trade.

THE Potteries Selling Company of Trenton, N.J., who were incorporated in New Jersey, on December 16, with a capital stock of $50,000, have practically taken over the business of the Sanitary Potters' Association. As a result of their incorporation it is said that the injunction recently issued by the United States Court of Appeals affecting all Siphon Jets and Hoppers, and which has resulted in increased prices on these types of closets, has been filed against each and every manufacturing potter in Trenton. The Potteries Selling Company have obtained the sole right to manufacture Siphon Jet Closets and Siphon Hoppers in the United States. The Dececo Company, of Boston, Mass., who are the assignees of the patent rights of William Smith, the inventor of the Siphon Jet Closet, is to be paid a royalty on each closet made. The Potteries Selling Company, aside from those incorporators just named, are composed of one member from each of the following concerns: The Trenton Potteries Company, Thomas Maddock's Sons Company, Belmar Pottery Company, Ironsides Pottery Company, Keystone Pottery Company, Great Western Pottery Company, Riverside Pottery Company, Berrian Pottery Company, Standard Sanitary Pottery Company, Acme Sanitary Pottery Company, Fidelity Pottery Company, Elite Pottery Company, Camden Pottery Company, Mercer Pottery Company, Sanitary Earthen Ware Specialty Company, Willetts Mfg. Company and the Universal Sanitary Mfg. Company. Owing to their membership in the Potteries Selling Company they are privileged to manufacture staple Siphon Jets, Siphon Acting Hoppers and Traps, and Siphon Hoppers with Jets, for which privilege they will pay the Potteries Selling Company a royalty, which in turn is paid over to the Dececo Company. This practically gives the Potteries Selling Company absolute control of the Sanitary Earthen Ware situation in the United States and those who are not affiliated with them cannot manufacture these goods. This type of closet is used more than any other, and it is practically impossible for any sanitary pottery to exist without the privilege of manufacturing this class of ware. Under date of December 16 telegrams withdrawing the discounts on prices of Sanitary Earthen Ware were issued to the trade, and new prices were announced which show advances of from 10 to 30 per cent. Staple articles are the only ones on which quotations have been made so far. All articles not included in the staple list will be quoted in the near future. The details regarding the new selling company and the reasons for the advance in prices have recently been explained in a letter issued to the trade.—The Metal Worker.

Plumbing and Heating Notes.

A curator has been appointed to P. Sicard, plumber, Montreal.

F. A. Carpenter & Co., wholesale dealers in steam fitters supplies, Hamilton, have assigned to C. S. Scott.

The premises of C. Destrempes, plumber and tinsmith, St. Cuthbert, Que., have been burned out: no insurance.

Building Notes.

The Ottawa post-office, a $100,000 building, was burned on Monday night.

The Mount Royal Club, Montreal, was burned on Tuesday morning. It will be rebuilt.

The National Club, Toronto, have decided to purchase the Robinson property, Bay street, and to erect a club house costing in all $105,000.

Building Permits Issued.

MONTREAL.

P. Decarrie, 325 Centre street, to erect on 526 Centre, a two-storey third class dwelling house, to cost $1,800.

Mrs. H. R. Prefontaine, 318 Sherbrooke street, to erect on Duquette street a one-storey factory, dimensions 30x80, to cost $1,500.

The Metropolitan Bank, Toronto, to erect on St. James street, a six-storey building, dimensions 29x110, to cost $80,000; L. Beaudry contractor.

Michael Tracey, 334 St. Patrick street, to erect on St. Patrick street a two-storey third class house forming two dwellings; dimensions 19x54; to cost $1,500.

N. Forget, 105 1-2 Lusignon street, to erect on Barre street two two-storey third class houses each forming two dwellings; dimensions of each 33x29; to cost $1,700 each.

The Rainy River Lumber Co., Rainy River, Ont., have been incorporated with a capital of $1,000,000, to carry on the business of lumbermen, saw and planing millers and manufacturers of lumber and woodenware. The directors are T. H. Shelvin, E. L. Carpenter, and W. F. Brooks, all of Minneapolis, U.S.A.

"Dominion Brand" Tarred Felt.
THE BEST THAT MONEY CAN BUY.
"Shield Brand" Ready Roofing, 2 and 3-ply.
QUICK SELLERS.
MANUFACTURED ONLY BY
Lockerby & McComb, 65 Shannon St., Montreal
Bell Telephone Main 1989.

CANADIAN ASBESTOS.

THE larger portion of the supply of asbestos is now furnished by Canada, in which country the production has increased from 50 tons in 1878 to 40,420 tons (value, $1,203,152) in 1902. In the latter year the United States furnished 1,010, and Italy and Russia 2,000 tons of asbestos. The brittle hornblende asbestos is chiefly used, says a contemporary, where resistance to heat and acids is demanded, but for spinning only the highly elastic fibers of serpentine or chrysolite asbestos are suitable. The elasticity of asbestos fibers appears to diminish with their content of water; consequently, fibers which have been subjected to high temperatures by reason of forest fires are brittle.

In Canada the kinds of asbestos found, on the one hand, at Templeton, and on the other at Black Lake and Thetford, are geologically different. In the former case the serpentine occurs in Crystalline limestone stratified with gneiss, as long bands without sharp edges, or in ellipsoidal forms. The asbestos runs through the serpentine, parallel to the edges of the latter, in veins from 4 to 40 mm. thick, and, at the most, 3 m. long. The occurrence of serpentine in this district is not, however, sufficiently uniform or regular to allow of profitable mining, although the asbestos is of excellent quality.

Of more commercial importance are the deposits at Thetford and Black Lake, between Sherbrook and Quebec, 150 miles west of Montreal. Here the serpentine is associated with Cambrian schist, conglomerate and quartzitic sandstone; it contains nodules and masses of steatite and chrome ironstone, and also, though not invariably, veins of asbestos from 5 to 80 mm. thick and up to 20 m. long. The asbestos is silky and very elastic, but is frequently torn and disintegrated by fissures and clefts. The mining is mostly carried on in open workings. The better kinds of asbestos are sorted by hand and are divided into the classes: "Crude 1," with fibers over 1¼ inches long, and "Crude 2," with fibers from ½ to 1¼ inches long. In the mechanical process of preparation the fibers are frequently disintegrated; the product is separated into two classes—viz.: "Fiber," that with the long fibers, and "Paper Stock," with the shorter ones.

PAGE LAWN FENCE
Indestructib Handsome, Perfect. Only 20 cents per running foot.
Supplied by us or local dealer. 202
THE PAGE WIRE FENCE CO. Limited, - Walkerville, Montreal, Winnipeg, St. John

IN CLOSING THE BOOKS FOR THE OLD YEAR
we find many, many customers and friends to whom we are indebted for the cordial support given our lines in 1903, and we are anxious to be credited with the full measure of thanks which we extend as a measure of appreciation. To every reader of HARDWARE we extend the compliments of the season and cordial wishes for a prosperous New Year, and the assurance that 1904 will see us more than ever energetic in helping you to make profits on our lines.
The James Morrison Brass Mfg. Co., Limited, Toronto, Ont.

Of all the financial institutions of Canada receiving money on deposit, only three have a paid-up Capital as great as that of the Canada Permanent Mortgage Corporation, Toronto Street, Toronto.

A deposit account with this exceptionally strong institution may be opened with one dollar. Interest allowed at three and one-half per cent. per annum, compounded half-yearly.

If not a resident of Toronto, you can conveniently deposit by mail. Send your address for our booklet "SAVING MONEY BY MAIL."

Your Bank Account

Will receive every care if kept at

The Bank of Toronto.

Head Office: - TORONTO.

Paid-up Capital
$2,950,000.00
Reserve Fund
$3,150,000.00
Total Assets (over)
$24,000,000.00
Incorporated 1855.

BUSINESS ACCOUNTS
Invited.
SAVINGS ACCOUNTS
receive interest
every six months.

Money

CAN BE SAVED BY MEANS OF AN ENDOWMENT POLICY.

YOU CAN ONLY SECURE SUCH A POLICY WHILE YOU ARE IN GOOD HEALTH.

Pamphlets and Full Particulars regarding the New Accumulation Endowment Policy sent on application.

Confederation Life

ASSOCIATION.

W. H. BEATTY, PRESIDENT.

W. C. MACDONALD, ACTUARY.

J. K. MACDONALD, MANAGING DIRECTOR.

HEAD OFFICE, - TORONTO, CANADA.

THE CANADIAN BANK OF COMMENCE

Paid-up Capital, - - $8,700,000
Rest, - - - - $3,000,000

HON. GEO. A. COX, President. B. E. WALKER, General Manager.

HEAD OFFICE: TORONTO, CANADA.

LONDON, ENG., OFFICE, 60 Lombard St., E.C.

NEW YORK AGENCY, 16 Exchange Place.

The attention of exporters and importers is requested to the undernoted list of correspondents of this bank, embracing all parts of the world. In conjunction with its widespread system of branches, numbering 105, and covering all important points in Canada and on the Pacific coast of the United States, it is thus enabled to offer them unexcelled facilities for the transaction of domestic or foreign banking business.

List of Bankers and Chief Correspondents:

GREAT BRITAIN—
The Bank of England; The Bank of Scotland; Lloyds Bank Limited; The Union of London and Smiths Bank, Limited; Parr's Bank, Limited.

UNITED STATES—
New York, The American Exchange National Bank, The Fourth National Bank; **Boston** The Bank of Nova Scotia, The National Shawmut Bank, The National Suffolk Bank; **Buffalo,** The Marine National Bank; **Chicago,** The Northern Trust Company; **Detroit,** The People's Savings Bank, The Commercial National Bank; **Minneapolis,** The North-Western National Bank; **New Orleans,** The Commercial National Bank.

FRANCE—
Credit Lyonnais, Paris; Messrs. Lazard Freres & Cie, Paris.

GERMANY—
Deutsche Bank.

HOLLAND—
Disconto Maatschappij, Rotterdam.

BELGIUM—
Messrs. J. Matthieu & Fils, Brussels; Banque d'Anvers, Antwerp.

SWITZERLAND—
La Banque Federale, Zurich.

INDIA, CHINA, JAPAN and the PHILIPPINE ISLANDS—
Chartered Bank of India, Australia and China; Hongkong and Shanghai Banking Corporation.

SOUTH AFRICA—
Standard Bank of South Africa, Limited; Bank of Africa, Limited.

AUSTRALIA and NEW ZEALAND—
Union Bank of Australia, Limited Bank of Australasia; National Bank of Australasia, Limited.

HAWAIIAN ISLANDS—
First National Bank of Hawaii, Honolulu; Bishop & Co., Honolulu.

SOUTH AMERICA—
British Bank of South America, Limited; London & Brazilian Bank, Limited; Bank of Tarapaca and Argentina, Limited.

MEXICO—
Banco de Londres y Mexico.

WEST INDIES—
Bank of Nova Scotia, Kingston, Jamaica; Colonial Bank and Branches; National Bank of Cuba, Havana, Cuba; Bank of Bermuda, Hamilton, Bermuda.

Foreign Exchange Bought and Sold.

Commercial Letters of Credit Issued.

In the Execution of Trusts

THE TORONTO GENERAL TRUSTS CORPORATION

takes every precaution to prevent loss. No investment is made without the approval of the Executive Committee. All investments are registered in the Corporation's books in the names of the Estates to which they belong, and are kept separate and apart from the assets of the Corporation.

The entire resources of the Corporation are responsible for the faithful performance of Trusts administered by it.

CAPITAL, - - - $1,000,000
RESERVE FUND, - - 290,000

The Metropolitan Bank

CAPITAL PAID UP, - - $1,000,000.
RESERVE FUND, - - 1,000,000.

DIRECTORS:

REV. R. H. WARDEN, D.D., President. S. J. MOORE, Vice-President.
C. D. MASSEY, T. BRADSHAW, F.I.A., D. E. THOMSON, K.C.

HEAD OFFICE, - - TORONTO.

W. D. ROSS, - - GENERAL MANAGER.

SAVINGS BANK DEPARTMENT

at all Branches.

Interest allowed on all deposits of $1.00 and upwards at highest current rates.

FINANCE AND INSURANCE

AN examination of the list of stockholders in Canadian banks reveals the surprising fact that directors of the various banks are comparatively small holders of the stock in the institutions represented by them. In nearly every case they hold personally an insignificant proportion of the capital stock and many of them own barely enough to qualify for a bank director. Does it not appear a little strange that those to whom the piloting of a financial ship is entrusted should have so little practical interest in it?

* * *

THE banks of Canada raised their entire authorized capitalization to $97,046,666 during the ten months of 1903, ending with October, an increase of $13,714,100 over last year's capitalization; their paid up capital to $49,989,361, an increase of $5,471,680; their note circulation to $70,480,611, an increase of $9,906,467; their demand deposits to $118,070,088, an increase of $2,179,639; their notice deposits to $275,939,608, an increase of $21,721,739: their aggregate loans to $452,137,008, an increase of $34,168,075; and their assets to $660,520,201, an increase of $25,131,992; call loans in Canada have been pulled down by nearly $11,000,000, and current loans for commercial purposes increased to the extent of $59,953,073.

* * *

A "COMMUNITY of interest" agreement has been arranged between the Dresdner Bank and the Shaaffhausen Bankverein, two of the largest banks of the German Empire, making the new combination, as far as mere capital is concerned the strongest banking institution in Germany. The capital of the Dresdner Bank is £6,500,000, with £1,700,000 reserves; that of the Schaaffhausen Bankverein £5,000,000 with £1,000,000 reserves. Thus the combination will have a total active capital of £14,200,000. In future both banks will conduct their business in common while maintaining each its separate existence, and will divide their earnings upon the basis of the capital and reserves of each institution. At the same time, two directors and three members of the Board of Overseers of each bank are to be elected by the other bank, thus securing a personal as well as a financial union. The form of union here outlined is not uncommon in Germany. Many industrial establishments have become allied on the same basis, and two of the chief banks of the kingdom of Wurtemberg have maintained a similar arrangement for above 20 years.

* * *

IT is rumored that English life assurance companies are becoming alarmed at the shrinkage in their Canadian business. The offices of home companies are rapidly increasing their business, while the branches of English companies situated in Canada show a record of steadily diminishing receipts. One reason given for this is the protective measures adopted by the colonies in respect to insurance. Another reason undoubtedly is the comparatively low rate of interest on securities prevailing in England. Insurance companies can realize more on their investments than the English companies and have the additional advantage of being on the inside in the event of competition.

* * *

THE new president of the American Bankers' Association is Mr. F. G. Bigelow, president of the First National Bank of Milwaukee. Mr. Bigelow is recognized all over the States as one of the ablest bankers in the country. He is in addition a man who has kept in close touch with and taken a prominent part in the initiation and development of the more important industrial and commercial enterprises in the United States.

* * *

A LEADING exchange says there is no business or profession which offers so much freedom and independence, and such excellent opportunities to young Canadians of enterprise and energy as that of life insurance. In these days of the strenuous life, no matter what profession or business a person is engaged in, success cannot be achieved by sitting down and "waiting for something to turn up." But the young man who applies the same amount of energy, determination and systematic work to the conducting of a life insurance agency as might be applied by him to any other profession or business, will, as a rule, secure a greater immediate return, establish a more permanent income and have better prospects of ultimately attaining to a prominent position equivalent to that held by most men in the commercial, financial or professional life of the country.

* * *

AS far as the leading banks are concerned business throughout the Northwest this year has been greatly hampered by the enactments of the Grain Act. Although the banks have made special provision in order to meet all demands, they find that their money will now be tied up until the opening of navigation simply because in many instances farmers have been unable to get a sufficient number of cars.

* * *

THE Havana Post refers to the recent completion of the Cuba Railroad between Santiago de Cuba and Havana, and of the new electric railroad running from Havana to Marianoo, as memorable events for Cuba and Canada. Both are Canadian enterprises; the Cuba Railroad owes its existence to Canadian capital and the Canadian railway magnate Sir Wm. Van Horne, and will undoubtedly prove a great factor in the development of Cuba. The new electric railroad was built mostly with Canadian capital, its president being E. Hanson, one of the most progressive of Canadians.

* * *

The New York Clearing House Association has made an announcement to the effect that they are considering the question of charging on cheques issued on points outside of New York. All items, from whomsoever received payable at points in Canada, the collecting banks

shall charge not less than one-quarter of one per cent. of the amount of the items. In case the charge upon any item at the rates specified does not equal ten cents, the collecting bank shall charge no less than that sum; but all items received from any one person at the same time, and payable at the same place, may be added together and treated as one item for the purpose of fixing the amount chargeable.

INCREASE IN ACCIDENT INSURANCE.

A BIG increase in the volume of accident insurance has necessitated the formation of what is to be known as the Canadian Accident Underwriters' Association, consisting of two sections, each with a governing council, one in Toronto, the other in Montreal. D. Murphy, Ottawa, has been elected president of the association, and J. Hyde, Montreal, and W. H. Cross, Toronto, joint secretaries, one for the Eastern, the other for the Western field.

In answer to the question what are the objects of the proposed association? one of the officers said: "Now, all insurance is based upon the law of averages. Seldom, however, do two men think alike; so that when a new risk appears, though the assessors of the various accident companies may approximately agree upon its value, no one will be actually correct. But, if many combine, their average will be approximately right. The striking of proper averages along the whole line of risks will, therefore, be one of the objects of the proposed association.

"Again, the law on the subject of accidents, especially in factories, requires watching by the companies for their own protection; not perhaps with a view to its amendment, but to so draw the insurance contracts as to protect the companies in case of actions brought by unscrupulous persons who have no right to relief under the law, but who strive to make the company in which they may be insured a party plaintiff. Besides, one company may frame its contract in certain words, while another, meaning the same thing, will draft theirs in different terms. When these contracts come to be interpreted by the courts, and especially by juries diverse meanings willl be accorded to each. The association will strive to so identify these policies in their form as to avoid this difficulty."

FINANCE AND INSURANCE NOTES.

The business of the Empire Loan and Savings Co. has been transferred to the Sun and Hastings Savings and Loan Co., of Ontario.

The site occupied by the Molsons Bank at the corner of King and Bay streets, Toronto, has been sold to the Canada Life Assurance Co.

The Bank of Montreal has recently established branches at Edmonton, Alberta; Gretna, Man.; and Sherman avenue, Hamilton.

Blair & Co, bankers, St. John, N.B., have suspended. The house has been in business about fifteen years and consists of A. C. and A. Blair.

Halifax banking institutions are reported to have made great strides during the year 1903, bank clearings showing an increase of $5,334,729 over 1902.

The London Financial News is authority for the statement that there is talk of the establishment of a special department on the London Stock Exchange to be devoted exclusively to Canadian securities.

W. R. Travers, manager of Merchants' Bank, Hamilton, has resigned, owing to ill-health. His successor is A. B. Patterson, manager of the St. Thomas branch.

The past season has been the most disastrous for inland lake marine underwriters since 1898. Their aggregate losses, including cargoes, were about $2,100,000, which also represents the total amount of premiums paid.

The old banking house of E. D. O'Flyn & Sons, Madoc, have sold out to the Dominion Bank. F. W. O'Flyn remains as manager of the Dominion Bank, Madoc, and H. H. O'Flyn, has accepted a position with the bank in Toronto.

In compliance with a request from the civic authorities from London, Ont., the Fire Underwriters Association have agreed to reduce fire insurance rates in that city as soon as certain improvements in the fire protection system are made.

The Bank of Montreal is erecting premises for the branch at Birchy Cove, Newfoundland. It has also acquired a property at the corner of Greene and Western avenue, Westmount, where premises are being erected for the occupation of a branch to be established there.

UP-TO-DATE

Financial and Commercial Corporations ask applicants for positions to furnish a Guarantee Bond instead of letters of recommendation. For particulars apply

DOMINION OF CANADA
GUARANTEE & ACCIDENT INSURANCE CO.
Cor. King and Yonge Sts., TORONTO.
J. E. ROBERTS, - General Manager.

WESTERN ASSURANCE COMPANY. Incorporated 1851
FIRE AND MARINE

Head Office Toronto, Ont.
Capital - $2,000,000.00
Assets, over - - 3,333,000.00
Annual Income - 3,536,000.00

HON. GEO. A. COX, President.
J. J. KENNY, Vice-President and Man. Director.
C. C. FOSTER, Secretary.

BRITISH AMERICA ASSURANCE COMP'Y
FIRE AND MARINE.
Incorporated 1833
CASH CAPITAL, $1,000,000.00.
TOTAL ASSETS, $1,864,730.13.
LOSSES PAID SINCE ORGANIZATION, $22,527,817.57.
HEAD OFFICE, - BRITISH AMERICA BUILDING,
Cor. Front and Scott Sts., Toronto.
GEO. A. COX, President. J. J. KENNY, Vice-President.
P. H. SIMS, Secretary.

INDUSTRIAL GOSSIP

HARDWARE AND METAL would be pleased to receive from any authoritative source industrial news of any sort, the formation or incorporation of companies, establishment or enlargement of mills, factories foundries or other works, railway or mining news, etc. All such correspondence will be treated as confidential when desired.

THE Double Use Mitten Co., incorporated in the State of Illinois, have been licensed by the Ontario Government to manufacture and sell in Ontario all kinds of gloves and mitts, provided that in so doing they do not use a larger capital than the sum of $75,000.

* * *

The Trent Power Co., Trenton, Ont., have been incorporated with a capital of $500,000, to construct, maintain aod operate works for the production and distribution of electrical energy for the purposes of light, heat and power. The directors are D. Gilmour and R. Weddell, both of Trenton; Hon. S. H. Blake, E. W. McNeil, and R. Gowans, all of Toronto.

* * *

Mining is active in the Superior region. Among the mining men who visited Toronto this week were W. Wylie, Port Arthur, desiring a Government drill for use on an iron range near Lake Nepigon; F. Hille, Port Arthur, and W. McVittie, Sudbury, in the interests of iron deposits. Mr. McVittie reports that The Canadian Copper Co. are rushing business on their new smelter at Copper Cliff.

* * *

General Manager Hays, of the Grand Trunk, says that the Grand Trunk Pacific will certainly be started in the Spring.

The Mond Nickel Co., London, England, have closed down the Victoria mines at Sudbury, Ont. The reason given for the action is that they have a surplus stock on hand, and therefore have suspended operations for a time. The smelters at the mines have been leased to The International Copper Co. of Philadelphia, for smelting copper from Massey Station.

* * *

The Corundum Refiners, Ltd., Toronto, have been incorporated with a capital of $1,000,000, to carry on in all its branches the operations of a mining, milling, reduction and development company. The directors are J. N. Scatcherd, C. R. Huntley and J. C. Conway, all of Buffalo; J. A. Roberts, New York; J. H. Tilden and H. P. Coburn, of Hamilton, Ont.; H. H. Dewart, W. Vandusen, J. H. Jewell, all of Toronto; and W. B. Rankine, Niagara Falls, Ont.

* * *

The output of The Dominion Coal Co., Cape Breton, for the past year was approximately 3,150,000 tons, and shipments 2,806,000, practically the same as for the year preceding. The year 1904 will in all probability show a very material increase in these figures. President James Ross gave out the following statement last week: "Now that the coal company have taken over the monagement of their own affairs I might say that the chief feature of the policy of the company will be to increase the output as rapidly as possible. Our output has now reached all but 15,000 tons a day, while last Thursday out of No. 2 Dominion mine 4,900 tons were taken."

* * *

The plant of The Union Carbide Co., Sault Ste. Marie, Ont., the largest plant for the manufacture of calcium carbide in the world, has commenced operations. This is the first industry to use power from the power canal of The Michigan Lake Superior Power Co. Half of the machinery is installed in the big power house, and the plant proper connects with the building, and the two make a building nearly half a mile in length. The plant starts with about 300 men at work, and the force will be increased as fast as possible until 1,000 are employed. The plant will run night and day. The demand for carbide is great and the company have many orders to fill.

* * *

The Rossland Miner estimates the output of the district at 377,134 tons, with a value of $4,631,280. During the ten years of the camp's history 1,687,768 tons of ore has been produced, having an estimated value of $26,816,342. The camp has enjoyed a most prosperous year, and notable strides have been accomplished in conoection with the mining industry. The increase in tonnage is approximately 50,000 tons over last year. A notable feature was the inauguration of concentration and its successful application. The Le Roi No. 2 plant is now treating at a profit ores carrying net values in excess of $5.50, and the margin will be substantially lowered in the larger plants now in course of construction.

* * *

NOTES.

E. S. Brennan & Co., of Hamilton, have arranged to erect a large sawmill on their new limits in the Township of Osborne, Nipissing County, in the Spring.

Shedden Brush Co., Hamilton, have been incorporated with a capital of $40,000, to manufacture and deal in brushes. The directors are E. Shedden, G. Shedden, and D. Garson, all of Hamilton.

It is announced that H. M. Whitney, of Boston, has resigned his position as vice president of The Dominion Coal Co., and is also retiring from the board of directors. He is succeeded by J. R. Wilson, Montreal.

The Industrial progress of Sydney, N.S., was marked at the beginning of the year by the incorporation of the municipality as a city. Sydney is now an important port, the customs duties for 1903 being $192,869.

The Canadian Cooperage Manufacturing Co., Galetta, Ont., have been incorporated with a capital of $100,000, to manufacture and deal in cooperage stock. The directors are A. H. Royce, Geo. Royce and Jas. Goldthorpe, all of Toronto.

The Canada National Land and Development Co., Toronto, have been incorporated with a capital of $50,000, to deal in real estate. The directors are A. Cartwright, Bedford Jones, Clarkson Jones and R. B. Beaumont, all of Toronto.

The plans calling for the construction of a system of two-storey steel freight sheds in the Montreal harbor at the cost of $2,500,000, have been approved by the Deputy Minister of Marine and Fisheries, and the work is to be awarded by contract.

W. E. Chalcraft & Co., Toronto, have been incorporated with a capital of $100,000, to carry on a wholesale and retail clothing and dry goods business. She directors are G. Randall, C. Chalcraft, E. B. Howard, C. K. Burt and J. C. Beryer, all of Toronto.

Church & Watt, Simcoe, Ont., have been incorporated with a capital of $40,000, to carry on a wholesale and retail harness and saddlery business. The directors are J. W. Church, Simcoe; W. A. Watt, and T. E. Richards, both of St. Mary's, Ont.

Carney Lumber Co., Massey, Algoma District, have been incorporated with a capital of $500,000, to carry on the business of a manufacturer and dealer in lumber. The directors are J. S. Lovell, Wm. Bain, R. Gowans, E. W. McNeil and R. Richardson, all of Toronto.

The Smith Mfg. Co., Toronto, have been incorporated with a capital of $40,000, to buy and sell machinery and apparatus and to generate light, heat and power. The directors are Geo. Smith, G. H. Smith, Alex. Burns, H. S. Harwood, A. N. Burns and J. A. Burns, all of Toronto.

The output of The Dominion Iron and Steel Co., Cape Breton, for the year 1903 is estimated at about 140,000 tons of steel billets, and about 130,000 tons of pig iron. The overage monthly output at present is about 9,000 tons. The work

in the construction of the finishing mills is being rushed night and day.

The Ontario Lead and Zinc Co., Port Arthur, have been incorporated with a capital of $660,000, to carry on in all its branches the operations of a mining, milling, reduction and development company. The directors are E. C. Kennedy, Superior, U.S.A.; J. A. MacIntosh and A. R. Clute, both of Port Arthur.

Granite, Ltd., Toronto, have been incarporated with a capital of $30,000, to acquire the property of the Granite Curling and Skating Rink. The directors are C. Boech, A. A. Allan, J. Baird, D. S. Barclay, G. H. Gooderham, M. Rawlinson, C. C. Dalton, W. C. Matthews, C. P. Smith, F. G. Cox, E. A. Badenach and R. S. Patterson, all of Toronto.

The Dominion Bridge Co. are putting in the steel girders on the 10-ft. span at Four-Mile Creek on the T. & N. O. Railway. This is the first bridge north of North Bay. The girders for the bridge over the North River are also ready at North Bay, but these cannot be installed till the Summer, as the shore piers and abutments are not yet in. The water was too high last Autumn for this work to be done, consequently the contractors must wait till Spring.

MONEY BY-LAWS VOTED ON.

Sandwich.—The by-law to build a sewer on Mill street was defeated. The by-law to continue the Board of Water Commissioners was defeated.

Lindsay.—The by-law to grant $10,000 for waterworks extension was carried.

Goderich.—The vote on the by-laws resulted as follows: C.P.R. bonus, for, 452, against, 19; National Cloak Co., for, 472, against, 22; school by-law, for, 162, against, 249.

St. Mary's.—Carnegie library by-law was carried by 27 majority.

Harriston.—The by-law to aid re-building of the High School carried with little opposition. The by-law to exempt The Dowling-Leighton Co. from taxes was defeated.

Stayner.—The by-law for the purpose of borrowing $10,000 for new cement sidewalks was carried by 102 majority.

Kingsville.—By-law granting loan to Kingsville Woollen Mills was carried by a vote of 216 to 19.

Collingwood.—The good roads and the elevator by-laws carried by large majorities.

Brockville.—The vote on a by-law to raise $25,000 for improvements to the ,ighting plant of the town resulted in a majority of 100 in favor of the by-law. Another by-law to amalgamate the light and water boards was defeated by 20 votes.

Welland.—The Frost by-law for the exemption from taxes was defeated.

Kingston.—The by-law to elect aldermen at large was defeated by a large majority.

Athens.—The referendum vote taken at Athens on Monday for the location of a site for the Town Hall was carried in favor of the Green site by a majority of 31.

Ingersoll.—The by-laws for the purchase of the gas and electric light plants of a new town hall were all three defeated by large majorities.

Holland Landing.—Vote on county roads system resulted as follows: For, 9, against, 46.

Woodstock.—The by-law to establish a free library here was carried by 350 majority.

Chatham.—Three by-laws were voted on, one to issue debentures to consolidate the city's floating debt of $50,000, one to make a loan of $30,000 to Wybrow, of Birmingham, England, to erect a pork packing factory, and one to aid a radial electric railway by a loan of $50,000. All three were defeated.

Dundas.—A by-law was carried by a majority of 62 for the issue of debentures for appropriation of $14,000 for sidewalks.

Waterloo.—The $10,000 waterworks by-law to increase the town's present plant carried. The plebiscite re the town's purchasing of the electric lighting and gas plants also secured a good majority.

Belleville.—The by-law authorizing the council to borrow $50,000 with which to purchase, repair, and run the gas works as a municipal concern, was carried, the vote being, for, 358, against, 337.

Oshawa.—The citizens by a large majority voted in favor of pumping water from the lake instead of being supplied from Raglan Springs.

Peterboro.—The Street Railway by-law was voted on and carried by over 400 majority. The by-law for the expenditure of $10,000 for the purchase of a gravel pit was also carried.

St. Thomas.—Pere Marquette car shops bonus by-law was carried by a large majority. The amount voted was $20,000.

Ottawa.—A by-law for $50,000 to establish a municipal electric light plant was passed.

Perth.—The by-law for the purchase of the plant and equipment of The Perth Electric Light Co. by the town was carried by a majority of 133 votes. The free library plebiscite was defeated by 9 votes.

Wingham.—A by-law to appropriate $36,000 for a new system of waterworks and sewerage was defeated by a majority of 19.

Stratford.—By-laws ratifying the appointment of park and water commissioners were carried.

Strathroy.—The by-law to grant a $5,000 bonus to The Cameron, Dunn, Handle Co. was carried.

SOME HINTS TO BUILDERS.

Sash frames, with sash weights, locks and trim complete, may be taken out of old buildings that are being taken down and preserved just as good as new by screwing slats and braces on them, which not only keeps the frame square, but prevents the glass from being broken.

Doors, frames, and trims may also be kept in good order until used, by taking the same precautions as in window frames. Old scantlings and joists should have all nails drawn or hammered in before piling away. Counters, shelving, drawers and other store-fittings should be kindly dealt with. They will be wanted sooner or later.

Old flooring can seldom be utilized, though I have seen it used for temporary purposes, such as fencing, covering of verandah floors while finishing work or plastering, etc. As a rule, however, it does not pay to take it up carefully and preserve it. Conductor pipes, metalic cornices, and sheet metal work generally, can seldom be made available a second time, though all is worth caring for, as some parties may use it for repairs.

Gas fixtures should be cared for and stowed away in some dry place. They can often be made available and are not easily renovated if soiled or tarnished.

Sinks, wash-basins, bath-tubs, traps, heating appliances, grates, mantels and hearth-stones should be moved with care. They are always worth money and may be used in many places as substitutes for more inferior fixings.—National Builder.

RUSSIA IRON

is almost out of the market; not quite; 98 per cent of the finest sheet iron is Wood's Patent-Planished.

Some think one is as good as the other; some favor Wood's; and some favor Russia.

We make Wood's.

Quick service.

Return a whole sheet for an inch of fault.

American Sheet Steel Company, New York

Representatives for Canada

B. & S. H. Thompson & Company

53 St. Sulpice Street

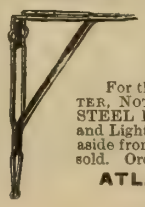
Montreal

Don't Forget the Name...
NEWMAN'S INVINCIBE
FLOOR SPRINGS
Strong, Quick, Reliable, Effective.
Will close a door against any pressure of wind. Far ahead of ordinary door springs, pneumatic or otherwise. Ask your wholesaler.
W. NEWMAN & SONS, Birmingham.

Write for free samples.
Agents being placed in every district.

Arrow Brand Asphalt Ready Roofing
Easy to lay—lasts long—needs no painting, as it comes in rolls already surfaced with gravel.
A. C. JENKING, Sole Selling Agents,
Room 215 Coristine Building, - - MONTREAL.

LET THERE BE LIGHT!
—and the best light at that.
The Ormsby Skylight
—dust proof, wind proof, rain proof, is the best skylight made, and the skylight is for many purposes the best system of admitting daylight.
Learn more about the Ormsby Skylight. Write for information.
A. B. ORMSBY & CO.,
Cor. Queen and George Streets,
TORONTO, ONT.


Will Hold Up a Shelf!
That's what a shelf bracket is for.
For this purpose there can be NOTHING BETTER, NOTHING CHEAPER than the BRADLEY STEEL BRACKET. It is well Japanned, Strong and Light. The saving in freight is a good profit, aside from the lower price at which the goods are sold. Order direct or through your jobber.
ATLAS MFG. CO.,
New Haven, Conn., U.S.A.

MADE IN ENGLAND
HACK SAW BLADES
MADE BY
CHAS. BAYNES
KNUZDEN BROOK
BLACKBURN

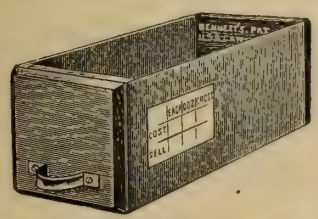
THE "SUN" BRAND PORTLAND CEMENT.
We make only one quality and that the best. Ask us for quotations.
The Sun Portland Cement Co., Limited
OWEN SOUND
JAS. A CLINE, Managing Director.

The Grey and Bruce Portland Cement Company of Shallow Lake, Limited,
Manufacturers of
"Hercules" and "Lion" Brands
of
PORTLAND CEMENT
Unsurpassed for Sidewalks, Floors, and all work requiring the Highest Grade of Portland Cement.
HEAD OFFICE: OWEN SOUND.

The Hanover Portland Cement Co., Limited
HANOVER, ONTARIO.
Manufacturers of the Celebrated **"Saugeen Brand"** OF PORTLAND CEMENT.
Prices on application.

"THE EMLYN" SAW BENCH
Made in 6 sizes. Best value obtainable. Specially designed for export With or without "Emlyn" Patent Guard. Sole maker—
CHARLES D. PHILLIPS,
Cables—"Machinery," Newport.
Emlyn Engineering Works
NEWPORT, MON., ENGLAND

Persons addressing advertisers will kindly mention having seen their advertisement in Hardware and Metal.

...THE...
Bennett Manufacturing Co.
Bennett's Patent Shelf Box and Cabinets for Hardware, Grocery, Seed and Drug Trades, etc.
Owing to the steady and rapid growth of ourbusiness new quarters were needed.

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FLAT—SPIRAL OR VOLUTE
INTERESTING CATALOG MAILED ON APPLICATION
THE WALLACE BARNES CO.
BRISTOL CONN.

The Saw That Sells Itself.
When placed in the hands of the intelligent mechanic the **ATKINS** High GradeSilver Steel Hand Saw sells itself. You simply show it and the saw does the rest.
ATKINS Silver Steel Hand Saws with Perfection Handles are warranted the FINEST Saws on earth in material, temper, grinding and finish.
Write for Catalogue and Prices.
E. C. ATKINS & CO.
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ATKINS
ALWAYS AHEAD
Leading Saw and Tool Manufacturers
Factories: INDIANAPOLIS, IND.
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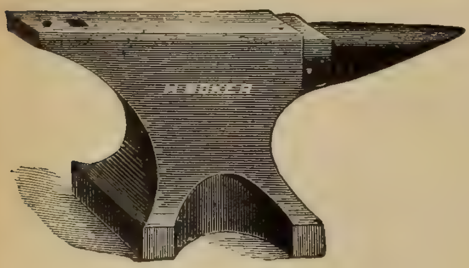
Highest quality only gives satisfaction, and that is what



HENRY BOKER'S

FORGED ANVILS do.

Be sure to get quotations on same from your wholesale hardware dealer, before you place an order.

CURRENT MARKET QUOTATIONS.

January 8, 1904.

These prices are for such qualities and quantities as are usually ordered by retail dealers on the usual terms of credit, the lowest figures being for larger quantities and prompt pay. Large cash buyers can frequently make purchases at better prices. The Editor is anxious to be informed at once of any apparent errors in this list, as the desire is to make it perfectly accurate.

METALS.

TIN.

Lamb and Flag and Straits – 56 and 28-lb. ingots, 100 lb.	$29 50	$30 50

TINPLATES.

Charcoal Plates—Bright.

	Per box.
M.L.S., equal to Bradley—	
I C, usual sizes	$6 50
I X "	8 00
I X X "	9 50
Famous, equal to Bradley—	
I C	6 75
I X	8 25
I X X	9 75
Raven and Vulture Grades—	
I C, usual sizes	4 50
I X "	5 50
I X X "	6 50
I X X X "	7 50

"Dominion Crown Best"—Double Coated, Tissued.

	Per box.
I C	5 50
I X	6 50
I X X	7 50

"Allaway's Best"—Standard Quality.

I C	4 50
I X	5 50
I X X	6 50

Coke Plates—Bright.

Bessemer Steel –	
I.C., usual size, 14x20	3 65
I.C., special sizes, base	3 90
20x28	7 75

Charcoal Plates—Terne.

Dean or J. G. Grade—		
I.C., 20x28, 112 sheets	6 75	7 50
IX., Terne Tin	....	10 50

Charcoal Tin Boiler Plates.

Cookley Grade – X X, 14x56, 50 sheet bxs. / " 14x60, " / " 14x65, "	7 00

Tinned Sheets.

72x30 up to 24 gauge	7 50
" " 26 "	8 00

IRON AND STEEL.

Common bar, per 100 lb	.. .	2 00
Refined " "	....	2 40
Horseshoe Iron "	....	2 40
Hoop steel, 1½ to 3-in. base	....	2 90
Sleigh shoe steel, "	....	2 10
Tire steel	2 30	2 50
Reeled machinery	....	3 00
Toe calk steel	2 85	3 00
T. Firth&Co.'s tool steel, per lb	0 12½	0 13
Jessop's tool steel	....	0 14
Morton's tool steel	0 12½	0 13
Black Diamond and "B.C." tool steel	0 10	0 11
Chas. Leonard's tool steel	0 08	0 09
Jonas & Colver's tool steel	0 10	0 20
" "Air Hardening"	...	0 70
Drill steel, per lb	0 08	0 10
Russia Iron –		
Genuine	....	0 11
Imitation Dom. Crown	....	0 06

STEEL BOILER PLATE.

¼ in	2 50	2 60
3-16 in	2 60	2 70
⅜ in. and thicker	2 50	2 60

BABBIT METAL.

"Tandem," A	per lb.	0 27
" B	"	0 21
" C	"	0 11½
Frictionless Metal	"	0 23

Syracuse Smelting Works:

Aluminum, genuine	0 45
Government, "	0 44
Tough, "	0 40
Hard, "	0 40
Dynamo	0 30
Special	0 25
Harmony	0 22
Car Box	0 20
Extra	0 15

The Canada Metal Co.:

Imperial, genuine,	0 40
Metallic	0 30
Hercules	0 20
Star	0 15
No. 1	0 12
No. 2	0 10
No. 3	0 06
No. 4	0 05

Geo. Langwell & Son.

No. 1	0 08
No. 2	0 07
No. 3	0 05½
Extra	0 09½

BLACK SHEETS.

	Montreal.	Toronto
10 and 16 gauge	2 25	2 55
18 gauge	2 30	2 60
20 "	2 30	2 60
22 to 24 gauge	2 35	2 70
26 "	2 40	2 80
28	2 40	2 90

COPPER WIRE.

Discount, 50 per cent.

CANADA PLATES.

Ordinary	2 65
All bright	3 50

Galvanized Canada Plates—

	Ordinary.	Dom. Crown.
18x24x52	4 25	4 35
" 60	4 50	4 60
20x28x80	8 50	8 70
" 94	9 00	9 20

GALVANIZED SHEETS.

	Fleur-de-Lis.	Comet	Bell.	Queen's Head
16 gauge	3 65	....	....	....
18 to 24 gauge	3 75	3 75	3 75	4 05
26 "	4 00	4 00	3 90	4 25
28 "	4 25	4 25	4 05	4 50

American brands, $4.40 for 28 gauge.
Less than case lots 10 to 15c. extra.

CHAIN.

Proof coil, 3-16 in., per 100 lb.	....	....
" ¼ "	....	6 10
" 5-16 "	....	4 70
" ⅜ "	....	4 00
" 7-16 "	....	3 80
" ½ "	....	3 70
" 9-16 "	....	3 55
" ⅝ "	....	3 35
" ¾ "	....	3 30

Halter, kennel and post chains, 40 to 40 and 5 per cent.

Cow ties	40 p.c.
Tie out chains	65 p.c.
Stall fixtures	35 p.c.
Trace chain	45 p.c.

Jack chain, iron, single and double, discount 35 p.c.

Jack chain, brass, single and double, discount 40 p.c.

COPPER.

	Ingot.	Per 100 lb.
Casting	13 50	14 00

Bars.

Cut lengths, round, ½ to ⅞ in.	23 00	25 00
" round and square, 1 to 2 inches	23 00	25 00

Sheet.

Plain, 16 oz., 14x48 and 14x60	20 00
Plain, 14 oz.	21 00
Tinned copper sheet	24 00
Planished	32 00

Braziers' (in sheets).

4x6 ft., 25 to 30 lb. each, per lb.	0 22
" 35 to 45 " "	0 21
" 50-lb. and above "	0 20

BOILER AND T.K. PITTS.

Plain tinned, per lb	0 28
Spun, per lb	0 32

BRASS.

Rod and Sheet, 14 to 30 gauge, 15 per cent

Sheets, hard-rolled, 2x4	0 23
Tubing, base, per lb	0 23½

ZINC SPELTER.

Foreign, per 100 lb	6 00	6 25
Domestic " "	....	....

ZINC SHEET.

5-cwt. casks	6 15	6 50
Part casks	6 50	7 00

LEAD.

Imported Pig, per 100 lb.	3 20	3 30
Bar, per lb	....	0 05
Sheets, 2½ lb. sq. ft., by roll	....	0 06¼
Sheets, 3 to 6 lb. "	....	0 06

NOTE.—Cut sheets ½c. per lb., extra. Pipe, by the roll, usual weights per yard, lists at 7c. per lb. and 35 p.c dis. f.o.b. Toronto.

NOTE.—Cut lengths, net price, waste pipe 8-ft. lengths, lists at 8c.

ANTIMONY.

Cookson's per lb.	7 50	8 00

SHOT.

Common, $6.50 per 100 lb.; chilled, $7.00 per 100 lb.; buck, seal and ball, $7.50. Discount, 17½ p.c. Prices are f.o.b. Toronto, Hamilton, Montreal, St. John and Halifax. Terms, 3 p.c. cash, freights equalized.

PLUMBING GOODS.

BATH TUBS.

Zinc	6 00

Copper, discount 20 per cent. off revised list.

BATHS.

Standard Enameled.

5½-ft. rolled rim, 1st quality	23 00
5½ " " " 2nd "	20 00

CLOSETS.

	Net.
Plain York or Ontario Sypnon Jet	$9 60
Emb. " " "	10 20
Fittings	1 00
Plain Simplex Syphon Jet	9 00
Emb. " " "	7 50
Fittings	1 25
Low Down Elgin or Teutonic, plain	6 00
Low " " " emb.	6 50
Plain Richelieu	4 25
Emb. "	4 50
Connections	1 25
Closet connection	1 25
Basins, P.O., 14-in.	0 63
Basins, oval, 17 x 14-in.	1 50
Basins, " 19 x 15-in.	2 00

IRON PIPE.

Black pipe—		Per 100 feet.
⅛ inch	....	3 25
¼ "	2 30	2 30
⅜ "	2 55	2 55
½ "	2 85	2 85
¾ "	3 65	3 65
1 "	....	5 20
1¼ "	....	7 35
1½ "	....	8 95
2 "	....	12 55
2½ "	....	19 25
3 "	....	22 75
3½ "	....	28 75
4 "	....	35 25
4½ "	....	41 00
5 "	....	44 00
6 "	....	57 50

Galvanized pipe—	
⅛ inch	3 20
¼ "	3 45
⅜ "	3 90
½ "	5 00
1 "	7 20
1¼ "	10 05
1½ "	12 20
2 "	16 85

Malleable Fittings—Discount 15 p.c.

Cast Iron Fittings—

On unions, 55 per cent.; on nipples, 60 per cent.; headers and flanged unions, 52½ per cent.; bushings, plugs and other than standard 57½ per cent.

PLUMBERS' BRASS GOODS.

Standard Compression work, dis. 60 per cent.
Cushion work, discount 50 per cent.
Fuller work, discount 65 per cent.
6 dozen lots and over of the above, extra discount 10 per cent.
Lever handle Stops and Waste, discount 60 per cent. With, in lots of 2 dozen and over, an extra discount of 10 per cent.
Globe, Angle and Check Valves, discount 55 per cent.
Standard Globe, Angle and Check Valves, discount 60 per cent.
J. M. T. Radiator Valves discount 55 per cent.
Standard Radiator Valves, discount 60 per cent.
Patent Quick-Opening Valves, discount 65 per cent.

No. 1 compression bath cock	net	1 75
No. 4 " "	"	2 00
No. 7 Fuller's	"	2 20
No. 4½, "	"	2 35
Patent Compression Cushion, basin cock, hot and cold	per doz.	15 00
Patent Compression Cushion, bath cock, No. 2208		2 25

Square head brass cocks, discount 55 per cent
" " iron " " 50 to 60 "
Competition Globe, Angle and Check Valve discount 65 per cent.
Thompson Smoke-test Machine $25.00

RANGE BOILERS.

Dominion, 30 gallon	net	5 50
" 35 "	"	6 50
" 40 "	"	7 50
Ronald's Galvanized, 30 gallon,	"	7 40
" " 35 "	"	8 40
" " 40 "	"	9 60
Copper, 30 gallon	"	22 00
" 35 "	"	24 00
" 40 "	"	28

Discount off copper boilers 15 per cent.

SOIL PIPE AND FITTINGS.

Light soil pipe, discount, 45 and 5 per cent.
" " fittings, discount 50 and 5 p.c.
Med. and Extra heavy pipe and fittings, dis. 55 and 5 per cent.
7 and 8-in. pipe, discount 40 and 5 per cent.

SOLDER.

	Per lb
Bar, half-and-half, guaranteed	0 19
Bar, half-and-half, commercial	0 18
Refined	0 18
Wiping	0 17

PAINTS AND OILS.

BLUESTONE.

Casks, for spraying,	5 50
100-lb. lots do per lb.	0 08

COLORS IN OIL.

25-lb. tins, Standard Quality.

Venetian red, per lb.	0 03½	0 05
Chrome yellow	0 12	0 14
Golden ochre	0 07	0 10
French "	....	0 06
Marine black	....	0 04
Chrome green	....	0 10
French Imperial green	....	0 14
Signwriters' black	....	0 16
Umber	0 04	0 06
Sienna	0 04	0 07

WADE & BUTCHER'S "SPECIAL" Razors

Are unequalled for quality and finish.

JAMES HUTTON & CO., - MONTREAL

Sole Agents for Canada.

COLORS, DRY.

Common ochre, bbls	1 15	1 30
Yellow ochre (J.F.L.S) bbls.,	....	2 00
Brussels ochre	....	2 00
Venetian red, bbl	1 50	2 25
English oxides, per cwt	3 00	3 25
American oxides, bbls	1 25	2 75
Canadian oxides, bbls	1 25	1 75
Super magnetic oxides, 93 p.c.	2 00	2 25
Burnt sienna, pure, per lb	....	0 10
" umber, " "	0 08	0 10
Raw umber	0 08	0 10
Drop black, pure	....	0 10
Chrome yellow, pure	....	0 18
Chrome greens, pure per lb	0 09	0 10
Golden ochre	0 03	0 04
Ultramarine blue, in 28-lb. boxes, per lb.	0 06	0 12
Fire proof mineral, per 100 lb.	....	1 00
Genunie Eng. Litharge, per lb	....	0 07
Mortar color, per 100 lb	1 25	1 5[illegible]
Pure Indian red, No. 45, lb.	0 08	0 [illegible]
Whiting (common), bbl	0 55	[illegible]
English vermilion in 30-lb. bgs.	...	0 85

CASTOR OIL.

British, 1st qual, in cases, per lb	0 08½	0 09½
" " small lots	0 10	0 10½

COD OIL, ETC.

Cod oil, per gal	0 50	0 55
Pure olive	....	1 40
" neatsfoot	....	0 90

WHITE LEAD. Per 100 lb.

Pure	....	4 75
No. 1	....	4 50
No. 2	....	4 25
No. 3	....	3 87½
No. 4	....	3 50
Munro's Select Flake White	....	4 75
Elephant and Decorators' Pure	....	4 75
Decorator's Pure	....	4 75
Sterling Pure	....	5 00
Island City Pure	....	5 00
Ramsay's Pure Lead	4 75	5 00
Ramsay's Exterior	4 50	4 75

RED LEAD.

Genuine, 560 lb. casks, per cwt	$4 25	$4 50
Genuine, 100 lb. kegs, "		4 75
No. 1, 560 lb. casks, per cwt	...	4 00
No. 1, 100 lb. kegs, per cwt	....	4 25

WHITE ZINC.

Extra Red Seal	0 06	0 08
French V. M.	0 06	0 06½
Lehigh	0 06	0 06½

DRY WHITE LEAD.

Pure, casks	4 50
Pure, kegs	4 75
No. 1, casks	4 25
No. 1, kegs	4 50

PREPARED PAINTS.

In ¼, ½ and 1-gallon tins.

Pure, per gallon	....	1 20
Second qualities, per gallon	....	1 00
Barn (in bbls.)	0 60	0 90
The Sherwin-Williams paints	....	1 40
Canada Paint Co.'s pure	....	1 25
Toronto Lead & Color Co's pure	....	1 25
Sanderson Pearcy's pure	....	1 20
Standard Co.'s "New Era."	...	1 30
"Globe" barn	60	70
Francis-Frost Co.'s "Ark" B'd	....	1 25
" British Navy deck	....	1 50
Henderson & Potts's "Anchor"	....	1 35
Globe Paint Co.'s mixed	....	1 30
" barn and bridge	....	0 75
Ramsay's paints, Pure, per gal.	....	1 20
" Thistle, "	....	1 00
" Outside, bbls	0 55	0 65
Island City House Paint	....	1 25
" Floor "	....	1 25
Sterling House Paint	....	1 20
" Floor "	....	1 10
National	....	1 05

PUTTY.

Bulk in bbls	2 05
Bulk in less quantity	2 25
Bladders in bbls	2 25
Bladders in kegs, boxes or loose	2 40
25-lb. tins	2 25
12½ lb. tins	2 50
Bladders in bulk or tins less than 100 lb.	2 50

VARNISHES.

In 5-gal. lots.	Per gal.	Net.
Carriage, No. 1	1 50	1 60
Pale durable body	4 10	4 25
" rubbing	2 85	3 20
Gold size, japan	1 50	1 60
No. 1 brown japan	0 85	0 90
Elastic oak	....	1 50
Furniture, extra	1 10	1 25
" No. 1	0 90	1 00
Hard oil finish	1 35	1 50
Light oil finish	1 60	1 70
Damar	1 75	2 00
Shellac, white	2 40	2 50
" orange	2 30	2 40
Turpentine, brown japan	1 10	1 20
" black japan	1 10	1 20
" " No. 1.	0 85	0 90
Elastilite varnish, 1 gal. can, each		2 00
Granitine floor finish, per gal		2 75

Maple Leaf coach enamels; size 1, $1.20; size 2, 70c.; size 3, 40c. each.
Sherwin-Williams' kopal varnish, assorted case, from to 1 gal., $2.50.

GLUE.

Common	0 08	0 08½
French medal	0 10	0 14
White, extra	0 18	0 22
Gelatine	....	....
Strip	0 18	0 20
Coopers	0 19	0 20
Huttner	....	....
Ground	0 12	0 16
Cologne, genuine	....	....

HARDWARE.

AMMUNITION.

Cartridges.

B. B. Caps Dominion, 50 and 5 per cent.
Rim Fire Pistol, discount 40 p.c., American.
Rim Fire Cartridges, Dominion, 50 and 5 p.c.
Central Fire Pistol and Rifle, 10 p.c., Amer.
Central Fire Cartridges, pistol sizes, Dominion, 30 per cent.
Central Fire Cartridges, Sporting and Military, Dominion, 15 per cent.
Central Fire, Military and Sporting, American, add 5 per cent. to list. B.B. Caps, discount 40 per cent., American.
Loaded and empty Shells, "Trap" and "Dominion" grades, 25 per cent. Rival and Nitro, 10 per cent. advance on list.
Brass Shot Shells, 55 per cent.
Primers, Dom., 30 per cent.; American, $1.60.

Wads.	per lb.
Best thick white felt wadding, in ¼-bags	$ 00
Best thick brown or grey felt wads, in ¼-lb. bags	0 70
Best thick white card wads, in boxes of 500 each, 12 and smaller gauges	0 99
Best thick white card wads, in boxes of 500 each, 10 gauge	0 25
Best thick white card wads, in boxes of 500 each, 8 gauge	0 55
Thin card wads, in boxes of 1,000 each, 12 and smaller gauges	0 20
Thin card wads, in boxes of 1,000 each, 10 gauge	0 25
Thin card wads, in boxes of 1,000 each, 8 gauge	...

Chemically prepared black edge grey cloth wads, in boxes of 250 each—	Per M.
11 and smaller gauge	0 60
9 and 10 gauges	0 70
7 and 8 "	0 90
5 and 6 "	1 10

Superior chemically prepared pink edge, best white cloth wads, in boxes of 250 each—

11 and smaller gauge	1 15
9 and 10 gauges	1 40
7 and 8 "	1 65
5 and 6 "	1 90

ADZES.

Discount 20 per cent.

ANVILS.

Wright's, 80-lb. and over	0 10½
Hay Budden, 80-lb. and over	0 09½
Brook's, 80-lb. and over	0 11½

AUGERS.

Gilmour's, discount 65 and 5 per cent. off list.

AXES.

Chopping Axes		
Single bit, per doz.	7 00	10 00
Double bit, "	10 00	18 00
Bench Axes, 40 per cent.		
Broad Axes, 25 per cent.		
Hunters' Axes	5 50	6 00
Boys' Axes	6 25	7 00
Splitting Axes	7 00	12 00
Handled Axes	7 50	10 00

AMERICAN AXE AND TOOL CO.

Red Ridge, boys', handled	....	5 75
" hunters	....	5 25

AXLE GREASE

Ordinary, per gross	5 75	6 00
Best quality	13 00	15 00

BELLS.

Hand.

Brass, 60 per cent.
Nickel, 55 per cent.

Cow.

American make, discount 63¾ per cent.
Canadian, discount 45 and 50 per cent.

Door.

Gongs, Sargant's	5 50	8 00
" Peterboro', discount 46 per cent.		

Farm.

American, each	1 25	3 00

House.

American, per lb.	0 35	0 40

BELLOWS.

Hand, per doz	3 35	4 75
Moulders', per doz	7 50	10 00
Blacksmiths', discount '0 per cent.		

BELTING.

Extra, 60 per cent.
Standard, 60 and 10 per cent.
No. 1, not wider than 6 in., 60, 10 and 10 per cent.
Agricultural, not wider than 4 in., 75 per cent.

BITS.

Auger.

Gilmour's, discount 60 and 5 per cent.
Rockford, discount 50 and 10 per cent
Jennings' Gen., net list.

Car.

Gilmour's, 47½ to 50 per cent.

Expansive.

Clark's, 40 per cent.

Gimlet.

Clark's, per doz	0 65	0 90
Diamond, Shell, per doz	1 00	1 50
Nail and Spike, per gross	2 25	5 20

BLIND AND BED STAPLES.

All sizes, per lb.	0 07¾	0 12

BOLTS AND NUTS

	Per cent	
Carriage Bolts, common ($1 list)		
" " 3-16 and ¼	60	
" " 3-16 and ⅜	55	and 5
" " 7-16 and up	55	
" " full sq. ($2.40 list)	60	
" " Norway Iron ($3 list)	60	
Machine Bolts, all sizes, ⅜ and less	60	
Machine Bolts, 7-16 and up	55	and 5
Plough Bolts	55	and 5
Blank Bolts	55	and 5
Bolt Ends	55	and 5
Sleigh Shoe Bolts	70	
Coach Screws, cone point	70	

Nuts, square, all sizes, 4c. per lb. off.
Nuts, hexagon, all sizes, 4¼c. per lb. off.
Stove Rods, per lb., 5½ to 6c.

BOOT CALKS.

Small and medium, ball ....per M.	4 25
Small heel "	4 50

BRIGHT WIRE GOODS.

Discount 62½ per cent.

BROILERS.

Light, discount 65 to 67½ per cent.
Reversible, discount 65 to 67½ per cent.
Vegetable, per doz., discount 37½ per cent.

Henis, No. 8 ....per doz.	....	6 00
Henis, No. 9 "	....	7 00
Queen City "	....	7 50

BUTCHERS' CLEAVERS.

German ....per doz.	6 00	11 00
American "	12 00	20 00

BUTCHER KNIVES.

Bailey's ....per doz.	0 60	6 30

BUILDING PAPER, ETC.

Tarred Felt, per 100 lb.	1 85
Ready roofing, 2-ply, not under 45 lb. per roll	0 90
Ready roofing, 3-ply, not under 65 lb., per roll	1 15
Carpet Felt ....per ton	45 00
Heavy Straw Sheathing ....per ton	35 00
Dry Sheathing ....per roll, 400 sq. ft.	0 40
Tar " " 400 "	0 50
Dry Fibre " 400 "	0 55
Tarred Fibre " 400 "	0 65
O. K. & I. X. L " 400 "	0 70
Resin-sized " 400 "	0 45
Oiled Sheathing " 600 "	1 00
Oiled " " 400 "	0 70
Roof Coating, in barrels ....per gal.	0 17
Roof " small packages "	0 25
Refined Tar ....per barrel	5 00
Coal Tar "	4 00
Coal Tar, less than barrels....per gal.	0 15
Roofing Pitch ....per 100 lb.	1 10

BULL RINGS.

Copper, $2.00 for 2½-inch, and $1.90 for 2-inch.

BUTTS.

Wrought Brass, net revised list.

Cast Iron.

Loose Pin, discount 60 per cent

Wrought Steel.

Fast Joint, discount 65, 10 and 2½ per cent.
Loose Pin, discount 65, 10 and 2½ per cent.
Berlin Bronzed, discount 70, 70 and 5 per cent

Gen. Bronzed ....per pair	0 40	0 65

CARPET STRETCHERS.

American ....per doz.	1 00	1 50
Bullard's "	....	6 50

CASTORS.

Bed, new list, discount 55 to 57½ per cent.
Plate, discount 52½ to 57½ per cent.

CATTLE LEADERS.

Nos. 32 and 33 ....per gross	7 50	8 50

CHALK.

Carpenters' Colored, per gross	0 45	0 75
White lump ....per cwt.	0 60	0 65
Red	0 05	0 06
Crayon ....per gross	0 14	0 18

CHISELS.

Socket, Framing and Firmer.

Broad's, discount 60 and 10 per cent.
Warnock's, discount 50 and 10 per cent.
P. S. & W. Extra, discount 60 and 10 per cent

CHURN

Revolving Churns, metal frames—No. 0, $8 No. 1, $8.50; No. 2, $9.00; No. 3, $10.00 No. 4, $12.00; No. 5, $16.00 each. Ditto wood frames, 20c. each less than the above Discounts: Factories, 30 and 30 per cent f.o.b.Ottawa, Kingston and Montreal, 40 and 15 per cent. Terms 4 months or 3 per cent. cash in 30 days.

Churn frames, including bearings, levers, etc. Nos. 0, 1, 2 and 3, wood, $2.40; and 4 and 5, $2.65. Metal frames, 25c. extra. Discount 15 per cent., net 30 days

CLIPS.

Axle, discount 65 per cent

"Same Quality as Last"

These are the words used by our old customers when ordering more goods, and their meaning is easily understood.

Our Building Papers, Roofing Felts and Wire Edged Ready Roofing are made to give satisfaction to the **User,** and those are the kind of goods the Dealer wants.

The Paterson Mfg. Co., Limited

Toronto and Montreal.

COMPASSES, DIVIDERS, ETC.

American, discount 62½ to 65 per cent.

CONDUCTOR PIPE.

Plain or Corrugated.

2-inch	per 100 feet	3 00
3 "	" "	4 00
4 "	" "	5 25
5 "	" "	6 75
6 "	" "	9 00

CRADLES, GRAIN.

Canadian, discount 20 to 25 per cent.

CROSSCUT SAW HANDLES.

S. & D., No. 3	per pair	0 17½
S. & D., " 5	"	0 22½
S. & D., " 6	"	0 15
Boynton pattern	"	0 20

DOOR SPRINGS.

Torrey's Rod	per doz.	....	80
Coil, 9 to 11 in.	"	0 95	1 65
English	"	2 00	4 00

DRAW KNIVES.

Coach and Wagon, discount 50 and 10 per cent.
Carpenters' discount 60 and 10 per cent.

DRILLS.

Hand and Breast

Millar's Falls, per doz., net list.

DRILL BITS.

Morse, discount 37½ to 40 per cent
Standard, discount 50 and 5 to 55 per cent.

FAUCETS.

Common, cork-lined, discount 35 per cent.

EAVETROUGHS.

10-inch ... per 100 ft. 10

ELBOWS (stovepipe.)

and 6-inch, common	per doz.	1 20
7-inch	"	1 35

Polished, 15c. per dozen extra

ESCUTCHEONS.

Discount 40 per cent.

ESCUTCHEON PINS

Iron, discount 40 per cent.

FACTORY MILK CANS

Discount off revised list, 40 per cent

FILES AND RASPS.

Great Western	70 and	10	per cent.
Arcade	70 "	10	"
Kearney & Foot	70 "	10	"
Disston's	70 "	10	"
American	70 "	10	"
J. Barton Smith	70 "	10	"
McClellan	70 "	10	"
Eagle	70 "	10	"
Nicholson, 60 and 10 to 60, 10 and		5	"
Royal	80		"
Globe	70 to	75	"

Black Diamond, 60 and 10 to 60, 10 and 5 per cent.
Jowitt's, English list, 25 to 27½ per cent.
Nicholson File Co.'s "Simplicity" file handle, per gross 85c. to $1.50

GLASS.

Window. Box Price.

Size United Inches.	Star Per 50 ft.	Star Per 100 ft	D. Diamond Per 50 ft	D. Diamond Per 100 ft.
Under 26	....	3 10	....	6 75
26 to 40	....	3 30	....	7 25
41 to 50	....	3 70	....	8 75
51 to 60	...	4 09	....	10 00
61 to 70	..	5 00	...	11 5
71 to 80	...	5 30	....	12 50
81 to 85	....	....	....	14 00
86 to 90	...	....	....	16 50
91 to 95	...	....	....	18 00
96 to 100	...	....	...	20 00

A discount of 25 per cent. is offered on "Double Diamond."

GAUGES.

Marking, Mortise, Etc.

Stanley's, discount 50 to 55 per cent.

Wire Gauges.

Winn's, Nos. 26 to 33 ....each 1 65 2 40

HALTERS.

Rope, ⅜-inch	per gross	....	...
Rope, ½ "	"	....	9 00
Rope, ⅝ to ¾-inch	"	....	14 00
Leather, 1-inch	per doz.	3 87½	4 00
Leather, 1¼ "	"	5 15	5 20
Web	"	1 87	2 45

HAMMERS.

Nail.

Maydole's, discount 5 to 10 per cent. Canadian discount 25 to 27½ per cent

Tack.

Magnetic ....per doz. 1 10 1 20

Sledge.

Canadian ....per lb. 0 07½ 0 08½

Ball Pean.

English and Canadian, per lb. 0 22 0 25

HANDLES.

Axe, 2nd growth, per doz. net	3 00	4 00
Store door ...per doz.	1 00	1 50

Fork.

C. & B., discount 40 per cent., revised list.

Hoe.

C. & B., discount 40 per cent., revised list.

Saw.

American ....per doz 1 00 1 25

Plane.

American .... per gross 3 15 3 75

Hammer and Hatchet.

Canadian, discount 40 per cent.

Cross-Cut Saws.

Canadian ....per pair 0 13¾

HANGERS.	doz.	pairs.
Steel barn door	6 00	8 00
Stearns, 4-inch	....	4 50
" 5-inch	....	6 00
Zenith	....	9 00
Lane's covered—		
No. 11, 5-foot run	....	8 40
No. 11½, 10-foot run	....	10 80
No. 12, 10-foot run	....	12 60
No. 14, 15-foot run	...	21 00
Steel, covered	4 00	11 00
" track, 1 x 3-16 in	....	3 90
" " 1¼ x 3-16 in	...	5 60

HARVEST TOOLS.

Discount 60 per cent.

HATCHETS.

Canadian, discount 40 to 42½ per cent.

HAT ENAMEL.

Henderson & Potts' "Anchor Brand"

HINGES

Blind, Parker's, discount 16⅔ per cent.

Heavy T and strap, 4-in., per lb.	0 06½
" " 5-in., "	0 06¼
" " 6-in., "	0 06
" " 8-in., "	0 05¾
" " 10-in., "	0 05½

Light T and strap, discount 65 and 5 per cent.
Screw hook and hinge

6 to 10 in.	per 100 lb.	...	4 50
12 in. up	"	....	3 25
Spring, No. 20, per gro. pairs		....	10 50

HOES.

Garden, Mortar, etc., discount 60 per cent.
Planter ....per doz. 4 00 4 50

HOLLOW WARE.

Discount 45 and 5 per cent

HOOKS.

Cast Iron

Bird cage	per doz.	0 50	1 10
Clothes line, No. 61	"	0 00	0 70
Harness	"	0 60	12 00
Hat and coat	per gro.	1 10	10 00
Chandelier	per doz.	0 50	1 00

Wrought Iron.

Wrought hooks and staples Canadian discount 47½ per cent.

Wire.

Hat and coat, discount 45 per cent.
Belt ....per 1,000 .... 0 60
Screw, bright, discount 55 per cent.

HORSE NAILS.

"C" brand, 40, 10 and 7½ per cent. off list } Oval
"M" brand, 55, per cent. } head
Countersunk, 55 per cent.
"Monarch," 50 and 7½ per cent.
"Peerless" 50 per cent. dis.

HORSESHOES.

F.O.B. Montreal

Iron Shoes.	No. 2 and larger.	No. 1 and smaller.
Light, medium and heavy	3 65	3 90
Snow shoes	3 90	4 15

Steel Shoes.

XL, sizes 1 to 5	....	5 35
Light, No. 2 and larger	....	3 80
No. 1 and smaller	....	4 05
Featherweight, all sizes 0 to 4.	....	5 35
Toeweight, all sizes 1 to 4	....	6 60

JAPANNED WARE.

Discount and 5 per cent. off list, June 1899

ICE PICKS.

Star ....per doz. 00 3 25

KETTLES.

Brass spun 7½ per cent. discount off new list.
Copper ....per lb. 0 30 0 50
American, 60 and 10 to 65 and 5 per cent.

KEYS.

Lock, Canadian dis. 40 to 40 and 10 per cent.
Cabinet, trunk and padlock, American .... per gross 0 60

KNOBS.

Door, japanned and N.P., per doz.	1 50	2 50
Bronze, Berlin ....per doz.	2 75	3 25
Bronze, Genuine .... "	6 00	9 00
Shutter, porcelain, F. & L. screw .... per gross	1 30	4 00
White door knobs ....per doz.	....	1 00

HAY KNIVES.

Net prices.

LAMP WICKS

Discount, 60 per cent.

LANTERNS.

Cold Blast	per doz.	7 00
No. 3, "Wright's"	"	8 50
Ordinary, with O burner.	"	4 00
Dashboard, cold blast	"	9 00
No. 0	"	5 75

Japanning, 50c. per doz. extra.

LEMON SQUEEZERS.

Porcelain lined	per doz.	2 20	5 60
Galvanized	"	1 87	3 85
King, wood	"	2 75	2 90
King, glass	"	4 00	4 50
All glass	"	0 50	0 90

LINES.

Fish	per gross	1 05	2 50
Chalk	"	1 90	7 40

LAWN MOWERS.

Woodyatt, 12-in. wheel		8 50
Star	"	6 25
Daisy	" (net)	2 45
Philadelphia, 12-in. wheel		7 00
Ontario,	"	14 25
King Edward, 12 in		9 00

Discount, 50 per cent., with freight concessions in quantity shipments.

Maxwell & Sons:

10½-in. high wheel	7 50	10 00
9-in.	5 50	6 25
8-in.	49 0	5 50

Discount 50 per cent.

LOCKS.

Canadian, 40 to 40 and 10 per cent.
Russell & Erwin ....per doz. 3 00 3 25

Cabinet.

Eagle, discount 30 per cent.

Padlocks.

English and Am. .... per doz. 0 50 6 00
Eagle, discount 20 to 25 per cent.

MACHINE SCREWS.

Iron and Brass.

Flat head, discount 25 per cent.
Round head, discount 20 per cent

MALLETS.

Tinsmiths'	per doz.	1 25	1 50
Carpenters', hickory,	"	1 25	3 75
Lignum Vitae	"	3 85	5 00
Caulking, each		0 60	2 00

MATTOCKS.

Canadian .... per doz. 5 50 6 50

MEAT CUTTERS.

American, discount 33⅓ per cent.
German, 15 per cent.
Gem ....each 1 15

MILK CAN TRIMMINGS

Discount 25 per cent.

NAILS.	Cut.	Wire
2d and 3d	3 45	3 45
3d	3 10	3 12
4 and 5d	2 85	2 95
6 and 7d	2 75	2 80
8 and 9d	2 60	2 60
10 and 12d	2 55	2 55
16 and 20d	2 50	2 50
30, 40, 50 and 60d (base)	2 45	2 45

Cut nails in carlots 5c. less.
Wire nails in carlots are $2.40.
Steel cut nails 10c. extra.
Miscellaneous wire nails, discount 75 per cent.
Coopers' nails, discount 30 per cent.

NAIL PULLERS.

German and American 1 75 50

NAIL SETS.

Square, round and octagon, per gross	3 38	
Diamond	1 00	2 0

POULTRY NETTING.

2-in. Mesh, 19 w.g., dis. 60 per cent.
2-in. Mesh, 16 w.g. and heavier, 50 p.c.

OAKUM.

U. S. Navy	per 100 lb.	....	6 75
Plumbers	"	....	3 00

OILERS

McClary's Model galvanized oil can, with pump, 5 gallon, per dozen 10 00
Zinc and tin, discount 50, 50 and 10 per cent

Copper	per doz.	1 25	3 50
Brass	"	1 50	3 50

Malleable, discount 25 per cent

GALVANIZED PAILS.

Dufferin pattern pails, discount 45 per cent
Flaring pattern, discount 45 per cent.
Galvanized washtubs, discount 45 per cent

PIECED WARE.

Discount 40 per cent off list, June, 1899.
10-qt. flaring sap buckets, discount 40 per cent
6, 10 and 14-qt. flaring pails, dis. 40 per cent.
Creamer cans, discount 40 per cent.

PICKS.

Per dozen 6 00 9 00

PICTURE NAILS.

Porcelain head	per gross	1 35	1 50
Brass head	"	0 40	1 00

PICTURE WIRE.

Tin and gilt, discount 75 per cent.

PINE TAR.

½ pint in tins	per gross	...	7 80
1 " "	"	...	9 60

PLANES.

Wood bench, Canadian discount 40 per cent., American discount 50 per cent.
Wood, fancy Canadian or American, 37½ to 40 per cent.

U.M.C. AMMUNITION

for big game shooting is half sold before it is offered by the retailer. This is due to the long-standing reputation and the thorough advertising behind it.

U. M. C. IS EASY TO SELL. NEW CATALOGUE.

The Union Metallic Cartridge Co.

AGENCY, 313 BROADWAY, N.Y. FACTORY, BRIDGEPORT, CONN. DEPOT, SAN FRANCISCO, CAL.

PLANE IRONS.

English	per doz.	2 00	5 00

PLIERS AND NIPPERS.

Button's genuine, per doz. pairs, discount 37½ to 40 per cent.

Button's imitation	per doz.	5 00	9 00
German	"	0 60	60

PRESSED SPIKES.

Discount 20 per cent.

PULLEYS.

Hothouse	per doz.	0 55	1 00
Axle	"	0 22	0 33
Screw	"	0 27	1 00
Awning	"	0 35	2 50

PUMPS.

Canadian cistern	1 80	3 60
Canadian pitcher spout	1 40	2 10

PUNCHES.

Saddler's	per doz.	1 00	1 85
Conductor's	"	9 00	15 00
Tinners', solid	per set	....	0 72
" hollow	per inch	....	1 00

RAKES.

Wood	per doz. net	1 20 up.

RAZORS. per doz.

Elliot's	4 00	18 00
Geo. Butler's & Co.'s	4 00	18 00
Boker's	7 50	11 00
" King Cutter	12 50	15 00
Wade & Butcher's	3 60	10 00
Theile & Quack s	7 00	12 00
Bailey's	6 00	12 00
Bailey's Brantford	10 00	11 00
Carbo Magnetic	...	15 00
Griffon Barber's Favorite	....	10 75
Griffon No. 65	....	13 00
Griffon Safety Razors	..	13 50
Griffon Stropping Machines	....	13 50
Lewis Bros.' "Klean Kutter"	8 50	10 50

REGISTERS.

Discount 40 per cent.

RIVETS AND BURRS.

Iron Rivets, black and tinned, discount 60 and 10 per cent.
Iron Burrs, discount 55 per cent.
Extras on Iron Rivets in 1-lb. cartons, ½c. per lb.
Extras on Iron Rivets in ½-lb cartons, 1c. per lb.
Copper Rivets, with usual proportion burrs, 45 per cent. discount. Cartons, 1c. per lb. extra, net.
Copper Burrs only, discount 30 and 10 per cent.
Extras on Tinned or Coppered Rivets, ½-lb. cartons, 1c. per lb.

RIVET SETS.

Canadian, discount 35 to 37½ per cent.

ROPE, ETC.

Sisal	0 11½
Pure Manilla	0 14½
"British" Manilla	0 12
Cotton, 3-16 inch and larger	0 00
" 5-32 inch	0 00
" ⅛ inch	0 00
Russia Deep Sea	0 15
Jute	0 08
Lath Yarn, single	0 11
" double	0 11½
Sisal bed cord, 48 feet ....per doz.	0 65
" " 60 feet "	0 80
" " 72 feet "	0 95

RULES.

Boxwood, discount 55 per cent.
Ivory, discount 37½ to 40 per cent.

SAD IRONS.

Mrs. Potts, No. 55, polished ....per set	0 70
" No. 50, nickle-plated, "	0 80
Common, plain	4 50
" plated	5 50

SAND AND EMERY PAPER.

B. & A. sand, discount, 40 and 5 per cent
Emery, discount 40 per cent.
Garnet (Rurton's), 5 to 10 per cent. advance on list

SAP SPOUTS.

Bronzed iron with hooks	per 1,000	7 50

SAWS.

Hand, Disston's, discount 12½ per cent.
S. & D., discount 40 per cent.

Crosscut, Disston's	per foot	0 35	0 55

S. & D., discount 35 per cent. on Nos. 2 and 3.

Hack, complete	each	0 75	2 75
" frame only		....	0

SASH WEIGHTS.

Sectional	per 100 lb.	....	2 25
Solid	"	...	1 75

SASH CORD.

Per lb.	0 22	0 25

SAW SETS. per doz.

Lincoln and Whiting	4 75
Hand Sets, Perfect	4 00
X-Cut Sets, "	7 50

SCALES.

Gurney Standard, 40 per cent.
Gurney Champion, 50 per cent.
Burrow, Stewart & Milne—
Imperial Standard, discount 40 per cent.
Weigh Beams, discount 35 per cent.
Champion Scales, discount 50 per cent.
Fairbanks standard, discount 35 per cent.
" Dominion, discount 55 per cent
" Richelieu, discount 55 per cent.
Warren's new Standard, discount 40 per cent.
" " Champion, discount 50 per cent.
" Weighbeams, discount 35 per cent.

SCREW DRIVERS.

Sargent's	per doz.	0 65	1 00

SCREEN DOORS.

Common doors, 2 or 3 panel, walnut stained, 4-in. style ....per doz.	6 80
Common doors, 2 or 3 panel, yellow and green stained, 4-in. style....per doz.	7 00
Common doors, 2 or 3 panel, in natural colors, oil finish ....per doz.	8 15

3-in. style 20c. per dozen less.

SCREWS.

Wood, F. H., bright and steel, discount 87½ per cent.
Wood, R. H., bright, dis. 82½ per cent.
" F. H., brass, dis. 80 per cent.
" R. H., " dis. 75 per cent.
" F. H., bronze, dis. 75 per cent.
" R. H., " dis. 70 per cent.
Drive Screws, dis. 87½ per cent.

Bench, wood	per doz.	3 25	4 00
" iron	"	4 25	5 00

Set, case hardened, dis. 60 per cent.
Square Cap, dis. 50 and 5 per cent.
Hexagon Cap, dis. 45 per cent.

SCYTHES.

Per doz. net	6 00	9 00

SCYTHE SNATHS.

Canadian, discount 40 per cent.

SHEARS.

Bailey Cutlery Co., full nickeled, discou and 2½ per cent.
Bailey Cutlery, Japan Handles, discount 67½ per cent.
Seymour's, discount 50 and 10 per cent.

SHOVELS AND SPADES.

Canadian, discount 45 per cent.

SINKS.

Cast iron, 16 x 24	0 85
" 18 x 30	1 00
" 18 x 36	1 40

SNAPS.

Harness, German, discount 25 per cent.

Lock, Andrews'	4 50	11 50

SOLDERING IRONS.

1, 1½-lb	per lb.	37
2-lb. or over	"	0 34

SQUARES.

Iron, No. 493	per doz.	2 40	2 55
" No. 494	"	3 25	3 40

Steel, discount 60 to 60 and 5 per cent.
Try and Bevel, discount 50 to 52½ per cent.

STAMPED WARE.

Plain, discount 75 and 12½ per cent. off revised list.
Retinned, discount 75 per cent. off revised list.

STAPLES.

Galvanized	3 00
Plain	2 80

Coopers', discount 45 per cent.
Poultry netting staples, discount 40 per cent.

STOCKS AND DIES.

American discount 25 per cent.

STONE.

Washita	per lb.	0 28	0 60
Hindostan	"	0 06	0 07
" slip	"	0 09	0 09
Labrador	"	....	0 13
" Axe	"	....	0 15
Turkey	"	....	0 50
Arkansas	"	....	1 50
Water-of-Ayr	"	....	0 10
Scythe	per gross	3 50	5 00
Grind, 2-in., 40 to 200 lb.	per ton	....	25 00
" " under 40 lb.,	"	....	28 00
" under 2 in. thick,	"	....	29 00

STOVEPIPES.

5 and 6 inch, per 100 lengths	7 00
7 inch " "	7 50

ENAMELINE STOVE POLISH.

No. 4, 3 doz. in case..net cash	4 80
No. 6, 3 doz. in ase.. "	8 40

TACKS, BRADS, ETC.

Carpet tacks, blued	80 and 15
" " tinned	80 and 20
" " (in kegs)	40
Cut tacks, blued, in dozens only	80
" ¼ weights	60
Swedes cut tacks, blued and tinned—	
In bulk	80 and 10
In dozens	75
Swedes, upholsterers', bulk....85,	12½ and 12½
" brush, blued and tinned bulk	70
Swedes, gimp, blued, tinned and japanned	75 and 12½
Zinc tacks	35
Leather carpet tacks	55
Copper tacks	50
Copper nails	52½
Trunk nails, black	65 and 5
Trunk nails, tinned	65 and 10
Clout nails, blued	65 and 5
Chair nails	35
Patent brads	40
Fine finishing	40
Lining tacks, in papers	10
" " in bulk	15
" " solid heads, in bulk	75
Saddle nails, in papers	10
" " in bulk	15
Tufting buttons, 22 line, in dozens only	60
Zinc glaziers' points	5
Double pointed tacks, papers..	90 and 10
" " " bulk....	40
Clinch and duck rivets	45

TAPE LINES.

English, ass skin	per doz.	2 75	5 00
English, Patent Leather		5 50	9 75
Chesterman's	each	0 90	2 85
" steel	each	0 80	8 00

TINNERS' SNIPS.

Bailey's, discount 25 per cent.

THERMOMETERS.

Tin case and dairy, discount 75 to 75 and 10 per cent.

TRAPS (steel.)

Game, Newhouse, discount 25 per cent.
Game, H. & N., P. S. & W., 65 per cent.
Game, steel, 72½, 75 per cent.

TROWELS.

Disston's, discount 10 per cent.

German	per doz.	4 75	6 00

S. & D., discount 35 per cent.

TWINES.

Bag, Russian	per lb.	....	0 27
Wrapping, cotton, 3-ply		....	0 19
" " 4-ply		....	0 23
Mattress	per lb.	0 33	0 45
Staging	"	0 27	0 35

VISES.

Wright's	....	0 13½
Brook's	....	0 12½
Pipe Vise, Hinge, No. 1	....	3 50
" " " No. 2	....	5 50
Saw Vise	4 50	9 00

Columbia Hardware Co.
Blacksmiths' (discount) 60 per cent.
" parallel (discount) 45 per cent

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White, Princess, Turquoise, Blue and White discount 50 per cent.
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Granite or Pearl, Imperial, Crescent, discount 50, 10 and 10 per cent.

WIRE.

Smooth Steel Wire.

No. 0-9 gauge	$2 50
10 "	6c. extra
11 "	12c. "
12 "	20c. "
13 "	30c. "
14 "	40c. "
15 "	55c. "
16 "	70c. "

Add 60c. for coppering and $2 for tinning.

Extra net per 100 lb.—Oiled wire 10c., spring wire $1.25, special hay baling wire 30c., best steel wire 75c., bright soft drawn 15c., charcoal (extra quality) $1.25, packed in casks or cases 15c., bagging and papering 10c., 50 and 100-lb. bundles 10c., in 25-lb. bundles 15c., in 5 and 10-lb. bundles 25c., in 1-lb. hanks, 50c., in ½-lb. hanks 75c., in ¼-lb. hanks $1.

Fine Steel Wire, discount 25 per cent. List of extras: In 100-lb. lots: No. 17, $5—No. 18, $5.50—No. 19, $6—No. 20, $6.65—No. 21, $7—No. 22, $7.30—No. 23, $7,65—No. 24, $8—No. 25, $9—No. 26, $9.50—No. 27, $10—No. 28, $11—No. 29, $12—No. 30, $13—No. 31, $14—No. 32, $15—No. 33, $16—No. 34, $17. Extras net—tinned wire, Nos. 17-25, $2—Nos. 26-31, $4—Nos. 32-34, $6. Coppered, 5c.—oiling, 10c.—in 25-lb. bundles, 15c.—in 5 and 10-lb. bundles, 25c.—in 1-lb. hanks, 25c.—in ½-lb. hanks, 38c.—in ¼-lb. hanks, 50c.—packed in casks or cases, 15c.—bagging or papering, 10c.

Brass wire, discount 60 per cent. off the list.

Copper wire, discount 60 per cent. net cash 30 days, f.o.b factory.

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Clothes Line Wire, regular 7 strand, No. 17, $4.65; No. 18. $2.90; No. 19, $2.60. Hollow 6 strand, No. 17, $4.30; No. 18, $2.70; No. 19, $2.35; No. 20, $2.30, f.o.b. Hamilton, Toronto, Montreal.

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Galvanized, plain twist	2 90

Galvanized barb, f.o.b. Cleveland, $2 55½ in less than carlots, and $2 45 in carlots.

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" No. 12	2 95

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Stephenson Washer, per doz.	45 00

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Towers' Engineer	each	2 00	7 00
" S.,	per doz.	5 80	6 00
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Burrell's Pipe	each	....	3 00
Pocket	per doz.	0 25	2 90

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Royal American	"	....	24 00
Sampson	"	....	24 00
Lightning	"	....	27 00

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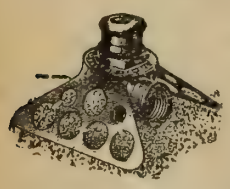

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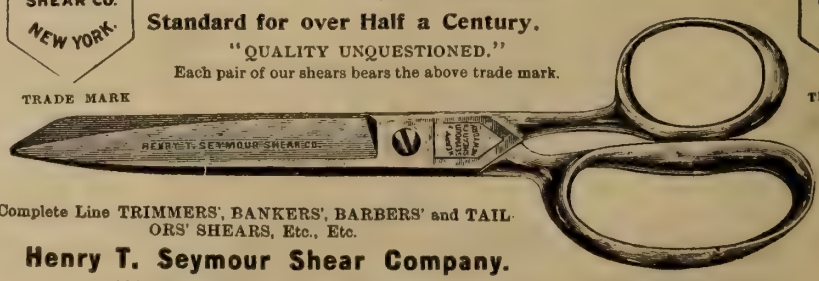

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Walter, E. F. & Co., Montreal.

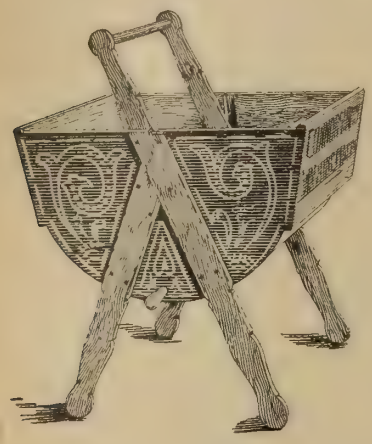
Wrapping Papers.

Canada Paper Co., Toronto

ALEXANDER GIBB

Manufacturers' Agent and Metal Broker,
13 St. John Street, Montreal

Representing British and American Manufacturers. Correspondence invited from firms wishing to be represented in Canada.



CONNOR'S IMPROVED WASHING MACHINE.

The rubbing board in this washer works eccentrically on the clothes in such a way that it both rubs and squeezes the clothes with every stroke of the rubbing board.

LARGEST CAPACITY. STRONGLY MADE.
NEATLY FINISHED.
THE BEST FOR THE MONEY.

We have nine other kinds, send for our catalogue.

J. H. CONNOR & SON, Limited
Manufacturers
Washing Machines and Clothes Wringers,
Pretoria Ave., OTTAWA

CHAS. P. CLARK, President. JARED CHITTENDEN, Treasurer.

...ESTABLISHED 1849...

BRADSTREET'S

Capital and Surplus, $1,500,000. Offices Throughout the Civilized World.
Executive Offices: Nos. 346 and 348 Broadway, New York City, U.S.A.

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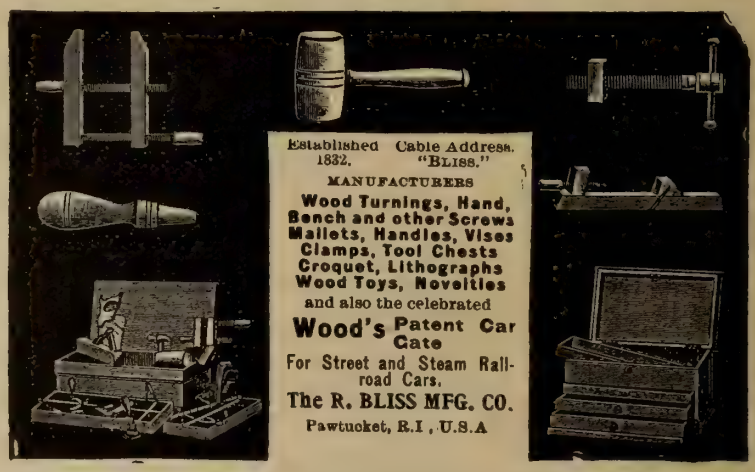

Established 1832. Cable Address. "BLISS."

MANUFACTURERS

Wood Turnings, Hand, Bench and other Screws Mallets, Handles, Vises Clamps, Tool Chests Croquet, Lithographs Wood Toys, Novelties

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Wood's Patent Car Gate

For Street and Steam Railroad Cars.

The R. BLISS MFG. CO.
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Canadian Representative: ALEXANDER GIBB, 13 St. John St., MONTREAL.
75 YEARS ESTABLISHED 1825. 75 YEARS

WHY sell Old Style Cork Screws?

The People Want

WALKER'S SELF=PULLING

which draws the cork, cuts the wire, removes crown, seal and aluminum stopper. Does the whole thing. Each one tested and guaranteed. We manufacture over 50 different styles.

ERIE SPECIALTY COMPANY, Erie, Pa., U.S.A.

"THE REAL" SAFETY RAZOR IS A SELLER

OUR CONDITIONS ARE : Give to likely customers to try and if not absolutely satisfactory return it.

AGENTS FOR CANADA:

RICE LEWIS & SON, Limited, Toronto.
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A New Kind of Razor

You'll be surprised at the way "The Real" Safety Razor shaves—*different* from any other razor.

It shaves clean and keen—smooth and easy.

It doesn't pull or break hairs.

"The Real" is the only perfect razor for *self-shaving*.

The *rigid handle* and the *anti-cut guard* make it better than the ordinary razor—*better control of the blade* on *face, strop* or *hone*—*quicker work* possible—*no cutting*.

It's better than other "safety razors" because it's a *razor*—not a hoe. Made of the *very finest* razor steel—*full concave*—2¼ in. blade.

GEO. W. KORN RAZOR MFG. CO., Little Valley, N.Y., U.S.A.

Want Ads.

In this paper cost 2 cents per word first insertion, 1 cent per word subsequent insertions. Contractions count as one word, but five figures (such as $1.000) may pass as one word. Cash remittance to cover cost **must in all cases** accompany orders, otherwise we cannot insert the advertisement. When replies come in our care 5 cents additional must be included for forwarding same. Many large business deals have been brought about through advertisements of 20 or 30 words. Clerks can be secured, articles sold and exchanged, at small expenditure.

MacLEAN PUBLISHING CO., Limited
Montreal and Toronto

SOLID STEEL SCISSORS

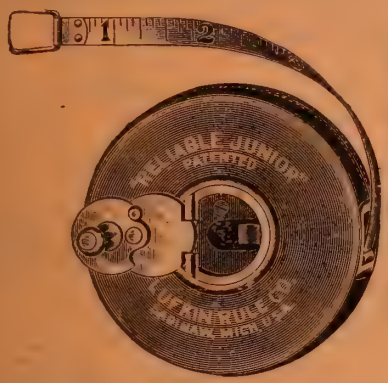
Made in Canada and fully warranted.

You will save money and give your customers better satisfaction by placing your cutlery orders with

BAILEY CUTLERY CO., Limited

BRANTFORD, ONTARIO.

Razors, Shears, Scissors, Tinners' Snips and Butcher Knives.



LUFKIN MEASURING TAPES

Steel, Metallic, Linen, Pocket, Ass Skin, Pat. Leather, Bend Leather, Etc.

ARE THE BEST AND MOST POPULAR TAPES IN THE WORLD.
YOUR STOCK IS NOT COMPLETE WITHOUT THEM.

LUFKIN RULE CO., Saginaw, Mich, U.S.A.

New York City Branch—280 Broadway.

For sale by ALL PROMINENT CANADIAN HARDWARE JOBBERS.

"QUALITY FIRST AND ALWAYS."

"HURON" STEEL RANGE.

"Huron" Stoves and Ranges

This letter was written by Geo. E. Potter, Berlin :

"So far the stoves of your manufacture that I have sold are giving the very best of satisfaction and I think without a doubt you have the winner."

Is the "**HURON**" line sold in your town? If not, and you want the best line made in this country on your floor, let us hear from you.

Please Note:
We said the BEST!

The Western Foundry Co., Limited, Wingham, Ont.

Est. 1868. Inc. 1895.

Black Diamond File Works

G. & H. Barnett Company

PHILADELPHIA

Twelve Medals

Awarded
By **JURORS** at
International Expositions
Special Prize
Gold Medal at Atlanta, 1895

RUBBER HOSE

FOR

Water	Air	Suction
Steam	Acids	Fire Protection
Gas	Brewers	Pneumatic Tools

SUPERIOR IN QUALITY.
SATISFACTORY IN SERVICE.

"Redstone" Sheet Packing

for High Pressures.

Does not Burn out or Blow out and requires no following up.

THE GUTTA PERCHA AND RUBBER MFG. CO.

OF TORONTO, LIMITED.

Head Office and Warerooms—
45-47-49 West Front St.

TORONTO,

Factories—115-165 West Lodge Ave.
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CANADA.

We have in stock the following metals and shall be pleased to quote you lowest market prices on application, viz. :—

LEAD
TIN
COPPER
SPELTER
ANTIMONY

B. & S. H. THOMPSON & CO.

LIMITED

53 St. Sulpice Street,
MONTREAL.

Dominion of Canada Sales Agents for **American Sheet Steel Company** and **American Tin Plate Company.**

VARNISHES AND JAPANS

McCASKILL, DOUGALL & CO.

Manufacturers **MONTREAL**

Standard Railway and Carriage Varnishes
Standard Boat and Spar Varnishes
—Won't turn white from the effects of water and sun
Standard Piano, Furniture and Decorative Varnishes
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OFFICES:

161 Summer St., BOSTON, Mass., U.S.A.
30 St. John St., MONTREAL

Classified List of Advertisements on page 63.

Neither Fictitious nor Exorbitant
Get LANGWELL'S BABBIT, MONTREAL.

HARDWARE AND METAL

A Weekly Newspaper devoted to the Hardware, Metal, Machinery, Heating and Plumbing Trades in Canada.

VOL. XVI. MONTREAL AND TORONTO, JANUARY 16, 1904. NO. 3

POCKET KNIVES
H. BOKER & COS
IMPROVED
TREE BRAND
TRADE MARK
RAZORS CUTLERY SCISSORS
FOR SALE BY LEADING WHOLESALE HARDWARE HOUSES.

"FLEUR DE LIS" GALVANIZED IRON

FLEUR DE LIS.

Sold more largely and more popular than ever.

Every sheet guaranteed.

JOHN LYSAGHT, Limited, Makers, BRISTOL, ENG.
A. C. LESLIE & CO., MONTREAL, Managers Canadian Branch.

A Strong Trade Leader

For hot water or steam heating the "Safford" Radiator is without a parallel. Used in every quarter of the globe. We quote a few places:

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His Majesty's Office and Works, Birmingham.
The Emperor of Germany's Royal Palace.
Institute of Mechanical Engineers, Westminster.
Metropolitan Police Headquarters, London.
Palace Hotel. Cairo, Egypt.
City Hall, Antwerp, Belguim.
City Hall, Pietermaritzberg, South Africa.
Exploration Buildings, Johannesburg, South Africa.
City Hall, Toronto.
King Edward Hotel, Toronto.

If you have not received our Illustrated Catalogue, write us. If you wish to see our representative, let us know.

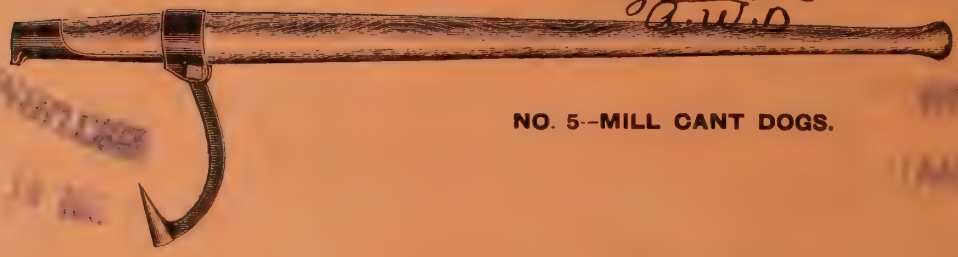
THE DOMINION RADIATOR CO., Limited
Head Office: TORONTO, CAN.
BRANCHES: Montreal, Quebec, St. John, N.B., Winnipeg and Vancouver, B.C.

Lumbering Tools

and

Supplies

All in cut Book 15
Page #. 22
A.W.D



NO. 5—MILL CANT DOGS.

CHAIN ROUND RINGS.

SCREW CLEVIS

NO. 36—TIMBER GRIPS.

PIKE POLES,

SWEDES } PILING, BOOM, GRAB, CHAIN
IRON }

HOOKS

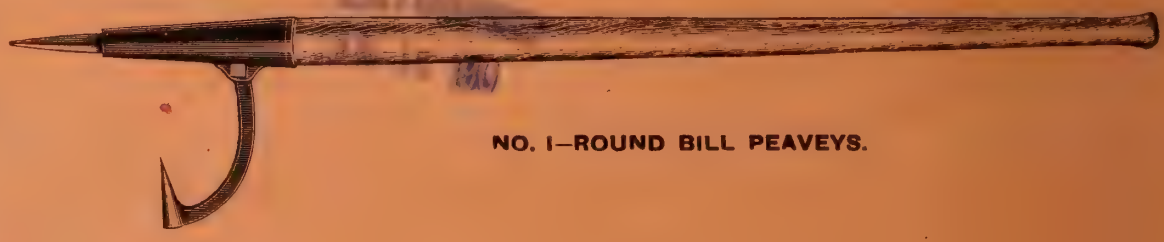
NECK YOKES,
WHIFFLETREES,
SINGLE TREES,
BOOT CALKS,
etc.

BOOM CHAINS,

TIMBER DOGS,

WEDGES,

SKIDDING TONGS, etc.



NO. 1—ROUND BILL PEAVEYS.

WRITE FOR TRADE PRICES.

RICE LEWIS & SON

LIMITED

COR. KING AND VICTORIA STS., TORONTO.

ALWAYS READY FOR USE
NO HONING
NO GRINDING

The CARBO MAGNETIC Razor.

No Hard Blades
No Soft Blades
No Temper Streaks
No Returned Blades to the dealer—
Shave for Years Without Requiring Honing

Retail Price $2.00

For Sale by all Leading Jobbers

or Firm of A. L. SILBERSTEIN

Mfrs. of "Griffon" Cutlery

453-461 Broadway, New York City.

BOOKLET COMING—
if you'll ask for a copy with trade discount.

THE CANADIAN RUBBER CO.
of Montreal.

MANUFACTURERS OF

**Rubber Belting,
Hose, Packing,
Valves, Gaskets,**
ETC., ETC.

We make a specialty of

HORSE SHOE PADS

the best in the market.

Write for Prices and Circulars.

Head Office : : MONTREAL

BRANCHES—TORONTO, WINNIPEG and VANCOUVER

Other Tools are very good Tools, but

"YANKEE TOOLS"

ARE BETTER

No. 15. "Yankee" Ratchet Screw Driver, with Finger Turn on Blade.

No. 30. "Yankee" Spiral-Ratchet Screw Driver, Right and Left Hand.

No. 41. "Yankee" Automatic Drill, Eight Drill Points in Handle.

No. 50. "Yankee" Reciprocating Drill for Iron, Steel, Brass, Wood, etc.

No. 60.
Pocket Magazine
Screw Driver.

Our "YANKEE" Tool Book tells all about them. Mailed free on application. . . . . .

Manufacturers also of

LIGHTNING,
GEM and
BLIZZARD
Ice Cream Freezers.

Toy Freezers,
Ice Shaves and
Ice Chippers.

Fluting Machines,
Hand Fluters.

Sold by Leading Jobbers in Canada.

NORTH BROS. MFG. CO.,

Philadelphia, Pa., U.S.A.

THOS. BIRKETT & SON CO., LIMITED

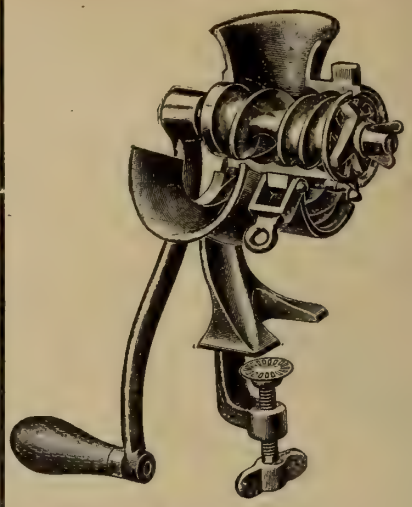
Wholesale Hardware Merchants,

OTTAWA, ONT.

Builders' Lumbermen's and Contractors' Supplies

A complete stock always on hand for prompt delivery.

Enquiries solicited. Mail orders filled with dispatch.



The Russwin Food Cutter.

CLEANLINESS.

There is no drip from the Russwin to soil clothing and floors. The gutter carries all juices to the dish—they are not deposited upon the floor. The machine itself is quickly cleaned with the least possible effort. Write for Booklets, Posters and Electrotypes to assist you.

Russell & Erwin Mfg. Co.
New Britain, Conn., U.S.A.

GALVANIZED SHEETS

From stock or for import

M. & L. SAMUEL, BENJAMIN & CO.

General Importers and Exporters and Metal Merchants

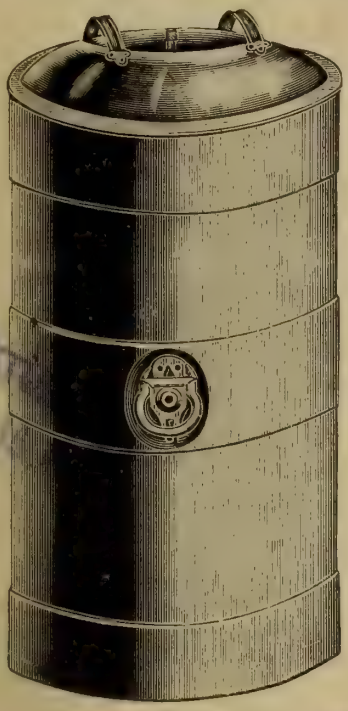
27 Wellington St. West, TORONTO, ONT.

EUROPEAN HOUSE—16 PHILPOT LANE, LONDON, ENG.

From Milk Can to Butter Tub.

YOU'LL FIND A COMPLETE LINE OF DAIRY REQUISITES LISTED IN OUR THOUSAND PAGE CATALOG.

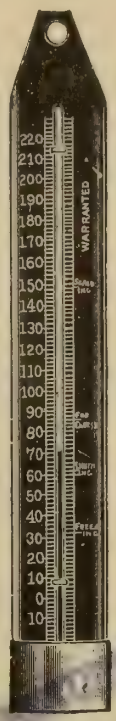
Allin Cut Book 4
P 98
F.W.D



Eureka cheese factory milk can.

Round Butter Moulds, seasoned white maple, hand carved designs.

No. 4, Glass Floating



Flange, nickel-plated, sliding guard.

Pails,
Brass Strainer Cloth,
Milk Cans and Trimmings,
Funnels,
Measures,
Churns,
Dairy Thermometers
Butter Bowls and Ladles,
Butter Moulds and Prints,
Scales,
Butter Spades,
and Tubs.

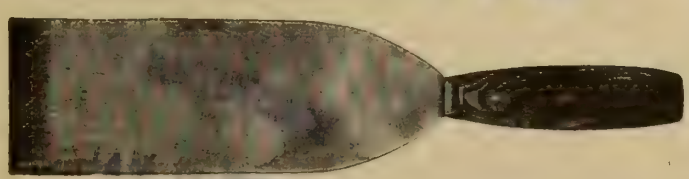
Style A.

Leader Churn—Steel frame and double reversible steel levers, levers adjustable to sitting or standing position.

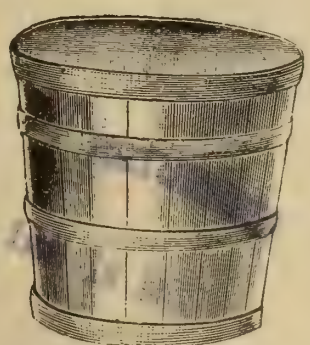
No. 40.

No. 306/4752.

New York Butter Ladle — Maple, 9¼ x 5 inches, paraffine finish.



No. 08½ Butter Spade, heavy block tin plated, cocobolo handle.



Spruce Butter Tub, with cover

LEWIS BROS. & CO.,

QUOTE LOW

TORONTO, 87 York St.
OTTAWA, 54 Queen St.

Montreal.

VANCOUVER, 141 Water St.

SHIP QUICK

Binder Twine

BLUE RIBBON,	650	feet	per	pound
RED CAP,	600	"	"	"
TIGER,	550	"	"	"
GOLDEN CROWN,	500	"	"	"
STANDARD,	500	"	"	"
SISAL,	500	"	"	"

Blue Ribbon is no doubt the Queen of Binder Twine. It runs six hundred and fifty feet to the pound, and is manufactured from most select Manila Fibre. Six hundred and fifty foot Twine is the only Twine manufactured entirely from Manila Fibre. Dealers should beware of so-called "Manila" Twines which are advertised to measure less than 650 feet to the pound. They are mixed Twines.

Write for samples.

Consumers Cordage Company, Limited

Halifax, N. S. **Montreal, Que.**

Man, Horse and Carriage Clothing

THE LION BRAND.

Branch Agency :
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36 St. Dizier Street,
MONTREAL, - - QUE.,

Branch Agency :
CHAS. THOMPSON,
420 Cordova St.,
VANCOUVER, B.C.

Fishermen's Clothing, Horse Covers, Dash Aprons,
Teamsters' Clothing, Wagon Covers, Knee Rugs

ASK FOR QUOTATIONS.

The Guelph Waterproof Clothing Co., Guelph, Ontario.

COVERT MFG. CO.
West Troy, N.Y

Auto Screw Jack

Harness Snaps Chain, Rope and Web Goods, etc.

FOR SALE BY JOBBERS AT MFRS. PRICE

PRIEST'S CLIPPERS

Largest Variety, Toilet, Hand, Electric Power

ARE THE BEST.

Highest Quality Grooming and Sheep-Shearing Machines.

WE MAKE THEM.

SEND FOR CATALOGUE TO
American Shearer Mfg. Co., Nashua, N.H., U.S.A.

Oneida Community Goods

HALTERS, COW TIES, SNAPS, etc., etc.,

In all sizes and styles. May be had of all jobbers throughout Canada.

Factory—**NIAGARA FALLS, ONT**

"Just as good" is not Solarine.

For 1904—Buy

SOLARINE

The very best **METAL POLISH**

Order through your Jobber, or write

SOLARINE DEPOT, 60 George St., TORONTO

We desire to call your attention to some of our specialties which are handled extensively by the general hardware trade.

Horse Blankets (all kinds) Burlington-Stay-on Blankets
Rubber and Oiled Knee Rugs Plush and Woollen Knee Rugs

If you handle the above, it will be of interest to you to write us.

The Trees, Spriggs Co., Limited,
Winnipeg, Man.

Samuel Trees & Co., Toronto

Importers and Manufacturers of Saddlery Goods.

That Side Wire Tired Feeling.

All through the trade is getting that feeling of confidence in the Dunlop Side Wire Tire. The points of it are so simple that its merits are plain at a glance. The retaining wires do not pass through the centre of the rubber tire, but to either side of it, on the outside, close to the rim of the wheel, and these retaining wires do not press against the rubber, but against across bars vulcanized into it at regular intervals. The wearing, eating-into force of the wire is therefore counteracted. The tire may be fastened to the wheel with as tight a pressure as the rim will carry without the wire cutting into the rubber, and the grip is so tight that sand and gravel cannot work between the tire and the rim of the wheel.

RETURNED
APR 11 1904
Art Book 17
Page 81
Ans.

WE ARE THE SOLE MANUFACTURERS IN CANADA.

THE DUNLOP TIRE CO., Limited,
TORONTO, CANADA.

Agencies: Montreal, St. John, Winnipeg, Vancouver.

RETURNED
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Art Book 17
Page 81
Ans.

The Sales You Lose...

represent just so much money lost. In the matter of robes, for example, you can do a clean cut, profitable business if you sell the right sort of robes.

"Arctic" Buffalo Robes

are sensible, durable, attractive, profitable. They are easily sold, for they sell themselves, with a very little talk on your part. Order a sample.

Made of rich, dark brown fur, lined with red or dark green Astrachan cloth, interlined with rubber; nicely trimmed; rain, wind and moth proof; 52 x 54; 62 x 54; 72 x 54.

Berlin Robe & Clothing Co., LIMITED

Berlin, Ontario.

WIRE

DO YOU HANDLE WIRE?

WE MANUFACTURE AND SELL ALL KINDS OF WIRE:

Hay Baling Wire.
Oiled and Annealed Wire.
Plain Galvanized Fence Wire.
Galvanized Hard Coiled Spring Wire.

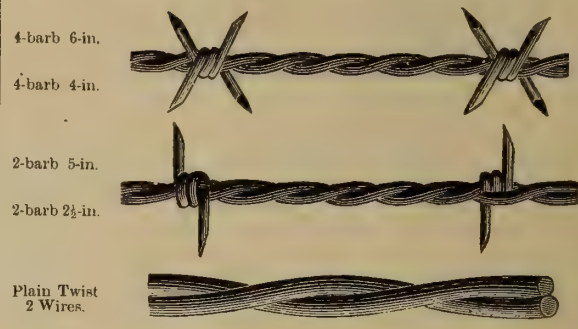
In carloads, or less than carloads.

WRITE FOR PRICES.

THE B. GREENING WIRE CO.
LIMITED
HAMILTON, ONT.

FENCING

MANUFACTURED BY
Dominion Wire Manufacturing Co.
LIMITED
MONTREAL AND TORONTO.



Coiled SPRING Galvanized Fence.

BRIGHT and GALVANIZED FENCE STAPLES,
1¼ to 2 INCHES.

ANNEALED WIRE

FOR BALING

HAY — PULP — PAPER — RAGS — SHINGLES—ETC.

BUY DOMINION GOODS

SATISFACTION GUARANTEED.

American Steel & Wire Co.

New York	Montreal	Chicago
Empire Building	N. Y. Life Building	The Rookery

BARBED WIRE GALVANIZED PLAIN WIRE
PLAIN TWIST CABLE FENCING

Telegraph and Telephone Wire; Mattress, Broom, Weaving Wires of every description; Rail Bonds, Bale Ties, Special Wires for all purposes, Springs, Horse Shoes, Wire Rope, Cold-drawn Steel Shafting.

MADE IN FOUR WIDTHS.
½ inch, ⅝ inch, ¾ inch and 1 inch.
PATENTED IN ALL COUNTRIES.

WE STRAP THE WORLD!

Cary's Universal Box Strap

A CONTINUOUS Metal Strap with a series of raised bosses along the edges, to strengthen same and protect nail heads. Put up in coils of 300 feet each, and packed 20 coils in a case. On each coil we put our patent metal reel frame, making it a complete reel.

MONTREAL HEADQUARTERS: **E. F. DARTNELL, 180 St. James St.**
BELL TELEPHONE MAIN No. 2382.

Persons addressing advertisers will kindly mention having seen their advertisement in Hardware and Metal.

Established 1854
Phone Main 1706 **THE GEO. B. MEADOWS**

Toronto Wire, Iron an Brass Works Company, Limited. Manufacturers of **Wire Window Guards, Wire Cloth, Moulders' Riddles, Children's Cots, Bank and Office Railings, Ornamental Iron Fencing, Window Fixtures, Wire Work, Architectural Wrought Iron Work.** 117 King St. West, TORONTO, ONT

TRUCKS

for **Warehouse** and **Factory.**

Save You Money
Do Men's Work
Draw no Salary

Our Trucks are guaranteed satisfactory. Turn in their own length.

MADE IN CANADA.

H. C. Slingsby for Canada.

Factory, Ontario Street, Temple Building, **MONTREAL.**

IRONSIDE FOR IRON

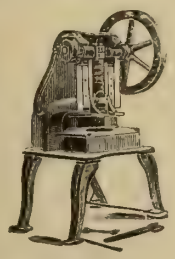
Our Specialties are **British** and **Foreign Iron** and **Steel, Metals, Bars, Plates, Sheets, Bolts** and **Nuts, Tin Plates, etc.**

We are sole Licencees for **Page's Patent Wire Stretcher** and also for **Ironside's Patent Wire Cutters.**

We Publish Monthly a "CANADIAN METAL PRICE LIST," giving quotations in Dollars and Cents, (C.I.F.), also "WEEKLY MARKET REPORT."

Let us have your name and address for "PRICE LIST" and "MARKET REPORT."

IRONSIDE, SON & CO., 16 Water Lane, Great Tower St., E.C., **London, England.**



G. A. Crosby & Co. of Ontario,

SARNIA, ONT. LIMITED

Manufacturers of

Patent Automatic Can Making Machinery, Presses, Dies and Special Machinery for Working Sheet Metal

H. W. Petrie, 141-145 Front Street West, TORONTO - Selling Agent.

H. & R. SINGLE GUN AUTOMATIC AND NON-EJECTING

12, 16 and 20 Guage.
Steel and Twist Barrels
Superior in Design, Workmanship and Finish, and the most popular Gun on the Market.

Simplest "Take Down" Gun Made

HARRINGTON & RICHARDSON ARMS CO.
Also makers of H. & R. Revolvers.
Catalog on request. Worcester, Mass., U.S.A.

Sausage Stuffer, Lard and Fruit Press

8 Sizes and Styles

Rapid Grinding and Pulverizing Mills

10 Sizes and Styles for Hand and Power

No. 3, $5.50.

Bone, Shell and Corn Mill

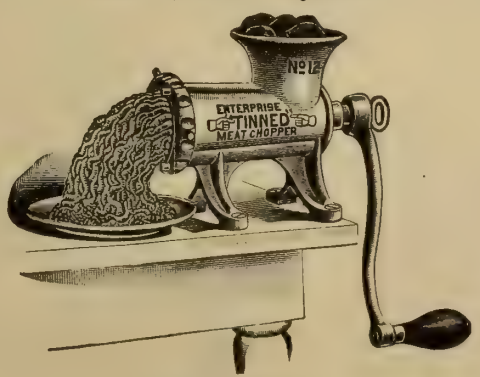
No. 750, $8.50.

TRADE **"ENTERPRISE"** MARK

Meat and Food Choppers

TINNED

40 Sizes and Styles for Hand and Power
from $1.00 to $300.00



No. 12, $2.75.

Sold by all *the* leading Jobbers *of the* Dominion
ILLUSTRATED CATALOGUE MAILED FREE

The Enterprise Mfg. Co. *of* Pa.

Philadelphia, Pa., U. S. A.

Meat Juice Extractor

No. 21, $2.50

Raisin Seeder

No. 36, $1.00

Cold Handle Polishing IRON

No. 82, $7.50 per doz.

The Kennedy Hardware Co.

LIMITED,

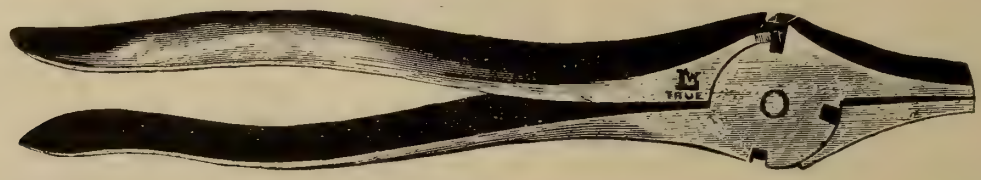
49 Colborne Street, TORONTO.

Full line Rodger's Pocket Knives,
single and double blade.

Letter and 'phone orders receive special attention. Strictly wholesale.

DO IT NOW

Buy
True
Brand



Fencing
Plyers

BEST GOODS **RIGHT PRICES**

E. F. WALTER & CO., 166 and 168 McGill St., Montreal

Steel Frame Churn.

DAVID MAXWELL & SONS

ST. MARYS, ONT., CANADA.

"Maxwell Favorite Churn" **Lawn Mowers.** High and Low Wheels, from 12 in. to 20 in. widths. Cold Rolled Steel Shafting, Crucible Steel Knives and Cutting Plate.

PATENTED FEATURES: Improved Steel Stand, Roller Bearings, and Foot and Hand Lever Drive, and Detachable Driving Link. Improved for season of 1904. Steel or Wood Frame as desired.

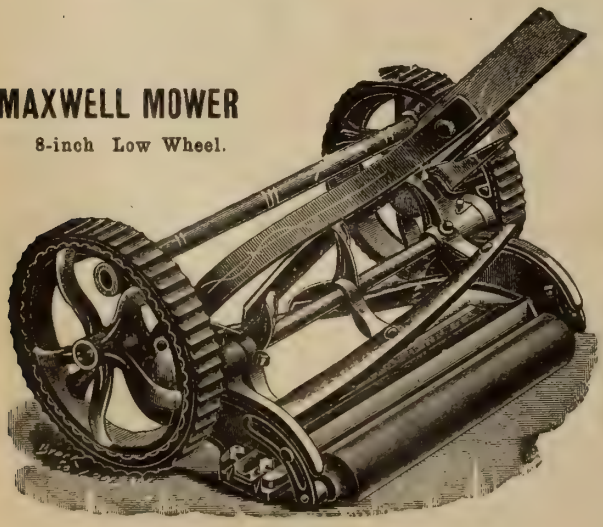
If your Wholesale House does not offer you these articles

SEND DIRECT TO US.

Wheelbarrows. In Four Different Sizes.

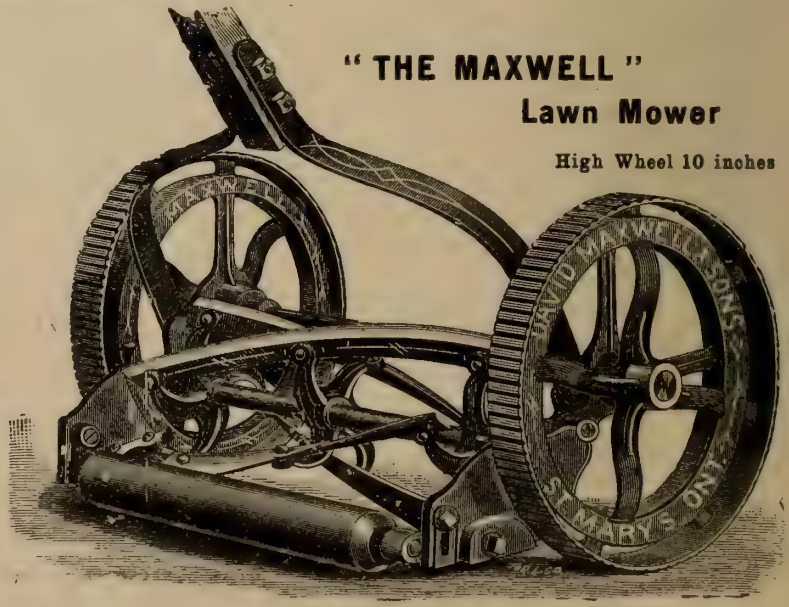
MAXWELL MOWER

8-inch Low Wheel.



"THE MAXWELL"
Lawn Mower

High Wheel 10 inches



IRON

Bars in Flats, Rounds, Squares, Ovals, Half-Ovals, Half-Rounds and Bands. Also Wrought Washers.

GOOD QUALITY. PROMPT SHIPMENT.

London Rolling Mill Co.
Limited,
LONDON, CANADA.

STEEL

PAGE-HERSEY IRON & TUBE CO.,

GUELPH, CANADA, Limited

MANUFACTURERS OF

BLACK AND GALVANIZED

WROUGHT MERCHANT PIPE

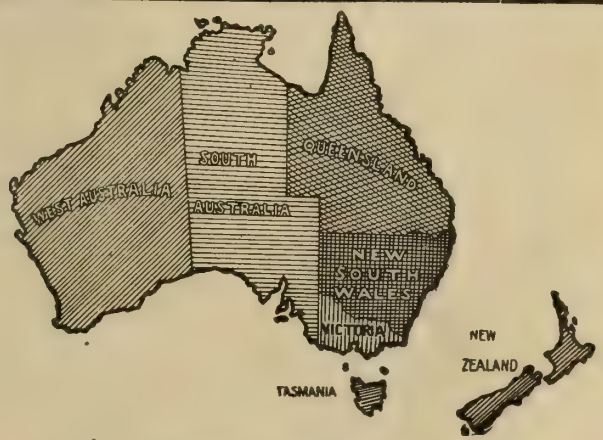
OF SUPERIOR QUALITY AND FINISH.

The New Century Ball-Bearing Washing Machine.

Not the cheapest but decidedly the best Washing Machine made.

Five to seven minutes only required for a tubful.
The operator need not stand when using it, and there is practically no wear on garments.
Full information given on application.

THE DOWSWELL MANUFACTURING CO.,
Hamilton, Ont. Limited.
W. L. HALDIMAND & SON, Montreal, - Eastern Agents.



Australasian Hardware and Machinery.

The Organ of the Hardware, Machinery and Kindred trades of the Antipodes.

SUBSCRIPTION $1.25 PER ANNUM,

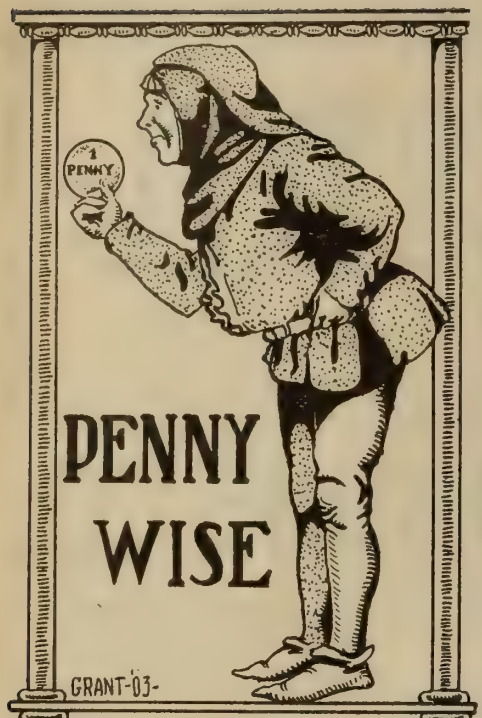
post free to any part of the world.

PUBLISHING OFFICES:
Melbourne - Fink's Buildings.
Sydney, - - - Post Office Chambers.

BRITISH OFFICES:
London, - - 42 Cannon St., E.C.

CANADIAN AND AMERICAN ENQUIRIES will receive prompt attention if addressed to the **LONDON OFFICE, 42 CANNON STREET, E.C.**

Specimen Copies Free on Application.



Hold a dime close to your eye with your right hand and a bright silver dollar a few inches away with your left; you cannot see the dollar because the smaller coin obscures your vision.

So it is with some people; in their eagerness to save a dollar they often lose sight of the fifty within their reach.

They would rather have a penny than a pound — if it meant spending the penny to get the pound.

Does the illustration apply?

Are you saving (?) money by not advertising in HARDWARE AND METAL?

MACLEAN PUBLISHING CO - DEPT. OF ADVERTISING SERVICE

SPRINGS

FLAT.—SPIRAL OR VOLUTE

INTERESTING CATALOG MAILED ON APPLICATION

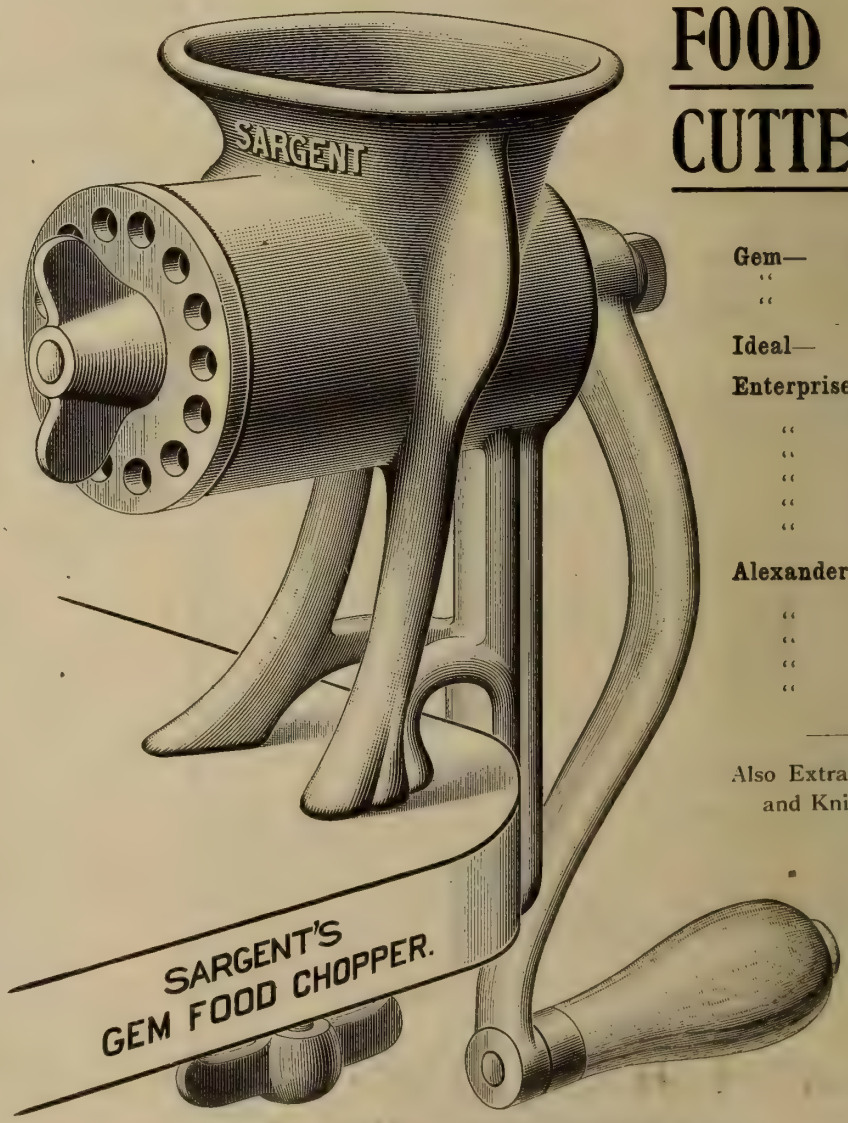
THE WALLACE BARNES CO.

BRISTOL CONN.

The John Bowman Hardware and Coal Co.,

LONDON, = = ONT.

FOOD CUTTERS



Gem—	No. 20.
"	" 22.
"	" 24
Ideal—	No. 25.
Enterprise—	
	No. 5.
"	" 10.
"	" 12.
"	" 22.
"	" 32.
"	" 100.
Alexander—	
	No. 5.
"	" 10.
"	" 12.
"	" 22.
"	" 32.

Also Extra Plates and Knives.

SEND US YOUR ORDERS.

CANADIAN CORDAGE & MFG. CO., Limited.

Manila Rope

of all kinds, from the largest to the smallest.

Sisal Rope

of all kinds, from the largest to the smallest.

Lath Yarn.

Shingle Yarn.

☞ **We guarantee our goods to be absolutely Pure and free from all substances calculated to increase weight.** Consumers will find on careful test that our goods are the **Most Economical.**

Binder Twine.

Binder Twine

Royal Manila,	650 ft. to the lb.
Royal Manila,	600 ft. to the lb.
Royal Manila,	550 ft. to the lb.
Royal Manila,	500 ft. to the lb.
Standard, -	500 ft. to the lb.
Sisal, - -	500 ft. to the lb.

The latest and finest machinery is operated in this factory and although not the largest, it is the finest mill of its size in the world.

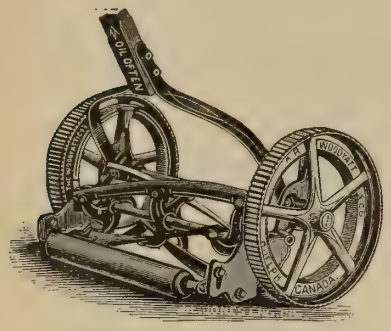
For LOW PRICES and HIGHEST QUALITY, Wire, Write or 'Phone.

CANADIAN CORDAGE & MFG. CO., Limited

Peterborough, Ont.

"WOODYATT" AND "STAR"

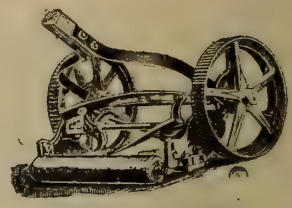
Lawn Mowers



WOODYATT MOWER
Patented throughout the world.

These high-grade wheels are known in every land, and are constructed of the very best material that money can buy, with simple adjustments, and easy to operate.

Improved in many parts, and guaranteed.
Sold only through the Wholesale Trade.



STAR MOWER

TAYLOR-FORBES COMPANY,
LIMITED

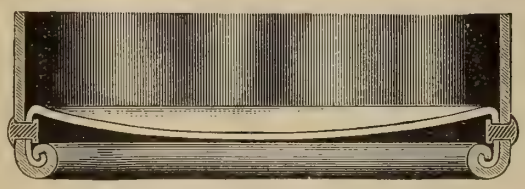
Branch—9 De Bresoles Street,
Montreal, Que.

Head Office,
Guelph, Ont.

THE LARGEST AND BEST EQUIPPED HRADWARE FACTORY IN CANADA.

THE BEST RESULTS ALWAYS FOLLOW THE SALE AND USE OF

KEMP'S BROAD HOOP ROLL RIM BOTTOM MILK CAN TRIMMINGS



A criticising public have used them for the past five years and the increasing demand is proof of their superiority, also evidence of the satisfaction which they give.

The Roll Rim Bottom having no sharp turns does not break the grain of the metal or lessen its wearing qualities.

Narrow Top Hoops can be supplied in place of Broad Top Hoops if desired.

For Strength, Durability and Finish our Trimmings are unexcelled.

They cost no more than inferior qualities.

We also carry in stock a full line of **First Quality Tinned Iron,** cut suitable for the different size of Trimmings, which we will supply at the lowest current market quotations.

KEMP MANUFACTURING CO., TORONTO, CANADA.

FILLING UP THE GREAT WEST

By Hon. Clifford Sifton, Minister of Interior, Canada.

THE question of immigration—in other words the acquisition for the Dominion of a producing population and its settlement on the land—is of the utmost importance to the Empire. Gentlemen conversant with the affairs of Empire, know that one of the difficulties which beset us has been the drain upon our young men from south of the boundary line. We can only keep them by furnishing them with something to do, and by building up the country in such a way as that they could follow their occupations as profitably as in any other land. We have been in the position for a long time of possessing an equipment which enabled us to do business with a larger market than we had.

Courtesy Canadian Northern Railway

The Pioneer Age of the Red River Cart.

Our main resource has been agriculture, but comparatively only a few can follow it, and, unless they find profitable employment in it, they will leave Canada. We have tried to enable this country to do business on a larger scale, but development is slow under all Governments. I have been unceasing during the last seven years in trying to grapple with this problem.

Work in Western States.

When I took office I looked over the ground to see where this work could be prosecuted best, and found it was in the Western States. In 1897 we established agencies in Chicago, Omaha, Kansas City and St. Paul, and in a number of minor places; we had between 200 and 300 agents paid by commission. There were difficulties in the way of our agents which you can hardly realize. We had one young man who came back and told us that he could not make any impression; that people did not know where Canada was! In the last five years that man has sent to Canada 5,000 of the best people we have in the West. He sent us 1,500 German-Americans, the very best class of farmers we have.

"We organized our work in 1897 and adopted the method which I shall outline to you. In 1898 we had only 712 immigrants from the United States. The influx continued to be so small that I saw something had to be done, and I authorized advertisements in American papers, which reached 5,700,000 families. We found that the Western States Editorial Associations were in the habit of taking yearly excursions. We arranged one for them, which took them from the Atlantic to the Pacific, and when they got home they could not do less than publish appreciative descriptions of Canada, which we promptly collected in the shape of a book. We sent 100,000 of these to our agents in Wisconsin, Iowa and Michigan, so that when a man found any fault with Canada we could point him out the answer from his own people. For another thing the editors of these papers all refused to publish anything derogatory to Canada after that.

Work in Britain.

"In Great Britain our work has been of a very difficult character. For many years immigration work there was under the care of the High Commissioner, and was carried on in a semi-diplomatic manner, and not in a business way. (Laughter.) It was not the fault of the High Commissioner or his officials, who had to work under the conditions under which they were placed. I sent Mr. Smart over there, and had the work reorganized on a purely business basis and placed it under an official who had nothing else to do. He got the names of all the agriculaural laborers he could and mailed 1,200,000 copies of a paper on the resources of Canada. You would have thought people would have known all about Canada, but the issue was hardly out before thousands of people wrote for particulars. By advertisements we reached some ten million people, and we placed atlases and maps in the schools of the United Kingdom, reaching the people through the children which I found the best way of getting at the middle classes. In the coronation arch we had a splendid advertisement, and I am told it was the only picture of the coronation hundreds took away with them. There has been a marked improvement in our immigration because of that. We have a handsome office now in Charing Cross, where the clerks begin at 9 and leave off at 6, and where business is done as promptly as

in any office in Toronto. The fittings are Canadian, set up by Canadian workmen, and the office is a standing advertisement to this country, and the way we do business.

Work on the Continent.

On the Continent we found our work in an unsatisfactory condition, and I decided to place it in the hands of the North Atlantic Trading Association. The class of people which is being sent out is almost entirely agriculaural.

Results.

In 1900 we got from all countries 42,500, and in the fiscal year of 1903 we got 128,900. Of these 49,488 were from the United States, 41,792 from the United Kingdom, and 37,000 from the Continent. For the calendar year of 1903 we got 135,000 people, 30,000 more than the year before. Practically all these go on the land. The total cost of

The Modern Age of the Passenger Coach.
Courtesy Canadian Northern Railway.

immigration, not including the taking care of them, is $5.67 per head on the average. These people have brought in $18,747,000 worth of settlers' effects, and over $25,000,000 in cash. The people from the United States settle on land and produce, on a moderate estimate, $2,000 worth per annum each. It is a mistaken idea that all the available lands in the States are taken up, so it shows how the people realize the advantage of our lands. Last year there were 31,000 homesteads taken up in the West. The class we want is the farming class, men from the United States, from the Old Land and from Europe, with a knowledge of agriculture.

"My own view of the work which my department has to perform is that it has the most important task of the Government of Canada at present. If the Government of which I am a member, or any succeeding it, is able to fairly fill the West with a hardy and stable class of people they will be doing the West a most important service and all the other provinces will profit likewise."

OPEN AN OFFICE IN WINNIPEG.

The Maclean Publishing Co., Montreal, Toronto and Winnipeg, have secured the services of Mr. L. P. Luxton as their western Canadian representative. Mr. Luxton has secured an office in the McIntyre block, and is now busily engaged in looking after the interests of the Maclean trade papers, which are the best of their kind in Canada, and the equal of most trade papers published the world over. Col. J. B. Maclean, the pivot upon which these publications revolve, believes in giving Canadian readers the best, and to say that he has succeeded admirably in this respect would be putting it mildly. The Dry Goods Review, The Canadian Grocer, "Hardware and Metal," Bookseller and Stationer, and Military Gazette are among the Maclean newspapers.—The Winnipeg Tribune.

CANADIAN PREFERENTIAL TARIFF.

A MOST practical example of the good effects upon British exports which have been brought about by the rebate in duty on goods of "British origin" imported into Canada has recently come to our notice, says Commercial Bristol.

A well-known firm of manufacturers in our city had been doing a small intermittent trade in Canada, and in 1896 one of the partners went to the Dominion with a view to see on the spot whether this trade was worth following up.

He was only in Canada for a week, but placed some good agents, advised his firm to advertise in the best journal of their trade, and came home satisfied that some increase in orders would follow in course of time.

That year the firm's Canadian trade was ten times greater in volume than in 1895, and a year or so after, when the preferential tariff came into operation, it again increased considerably.

The further rebate from 25 per cent. to 33 1-3 per cent. again helped this firm's Canadian trade, and this present year is their best record, and quite six times as much as it was in 1896, just before the new tariff came into force.

In one week at the end of October the firm under notice booked Canadian orders equal to the total value of some whole year's trade, and they now confidentlv expect a further large extension of trade next year.

A KINDLY REMEMBRANCE.

At the commencement of the new businesyear, the general manager of E. W. Gillett Co., Limited. Mr. Wm. Dobie, was waited upon by the 16 travelling representatives and members of the office staff and presented with a beautiful French gilt ornamental ink stand and also a thermometer and desk calendar combined. At the same time the boys did not forget Mrs. Dobie, and she also received a fine ink stand of the same material.

Mr. Dobie in acknowledging these beautiful gifts, thanked the doners not only for them but for the excellent services rendered to the company during the year just ended, and concluded by wishing all a prosperous and happy new year.

WIRE NAILS
TACKS
WIRE
Prompt Shipment
The ONTARIO TACK CO.
Limited
HAMILTON, ONT.

CATALOGUES, BOOKLETS, ETC.

HARDWARE AND METAL would be pleased to review catalogues, booklets or other such publications issued by manufcturers or wholesale dealers selling to the hardware, plumbing, machinery or metal trades. Retailers desiring such publications may also have inserted a note to that effect. No charge will be made for these services.

DOOR AND WINDOW FURNITURE.

E. Keeling, Teale & Co., Limited Ravenscourt square, London, Eng., are issuing a comprehensive catalogue and price list of the door furniture, casement fasteners and stays, wrought iron gates and railings, lift enclosures and staircase balusters, portico shelters and covered ways, bank and door grilles, shop and street lamps, electric, oil and gas fittings, church fittings, etc. Any readers of "Hardware and Metal" who are interested in these lines would be wise to secure this catalogue as Keeling, Teale & Co. are recognized as up-to-date manufacturers of artistic and original designs in their line.

INTERNATIONAL STOCK BOOK.

The International Stock Food Co., Minneapolis and Toronto, have issued one of the most useful stock books which any owner of animals could desire. It is an 160-page publication, illustrated with photogravures of some of the most famous horses, cattle and other stock of the present day, the first illustration being a cut of "Dan Patch," 1.56 1-4, the champion harness horse of the world. Of the book over 40 pages are devoted to horses, 25 to cattle, 50 to sheep and hogs, over 20 to veterinary information and suggestions and 20 to poultry. The engravings in the book cost over $3,000 and the printing, etc., has all been of high-grade. Consequently the book is likely to be kept on file by stock owners generally. It will be sent free to any hardware dealer mentioning this paper. If further copies were desired for distribution to large customers this would also be arranged by coresponding with the Toronto office of the company.

GREETINGS FROM THE EAST.

"Hardware and Metal" desires to acknowledge the receipt of one of the daintiest New Year's cards of the season from Frank Powers, the Lunenburg plumber and stove man, and would reciprocate in the expression of good wishes for a prosperous 1904.

FIRE HOSE AND SUPPLIES.

The Gutta Percha and Rubber Mfg. Co., of Toronto, have ready for the use of the trade a useful booklet descriptive of their fire hose and supplies. The prominence of this firm and the reputation of the products are so generally recognized that this catalogue should be on the shelves of every hardware dealer. It can be had on application.

DOMINION BELTING CALENDAR.

The calendar issued by the Dominion Belting Co., Hamilton, is entirely original. The background of the calendar is an accurate representation of belting with as a central figure a fine maple leaf, the national emblem. The calendar would be a neat one for office use and will be sent on request to readers of "Hardware and Metal."

LOCKERBY & M'COMB.

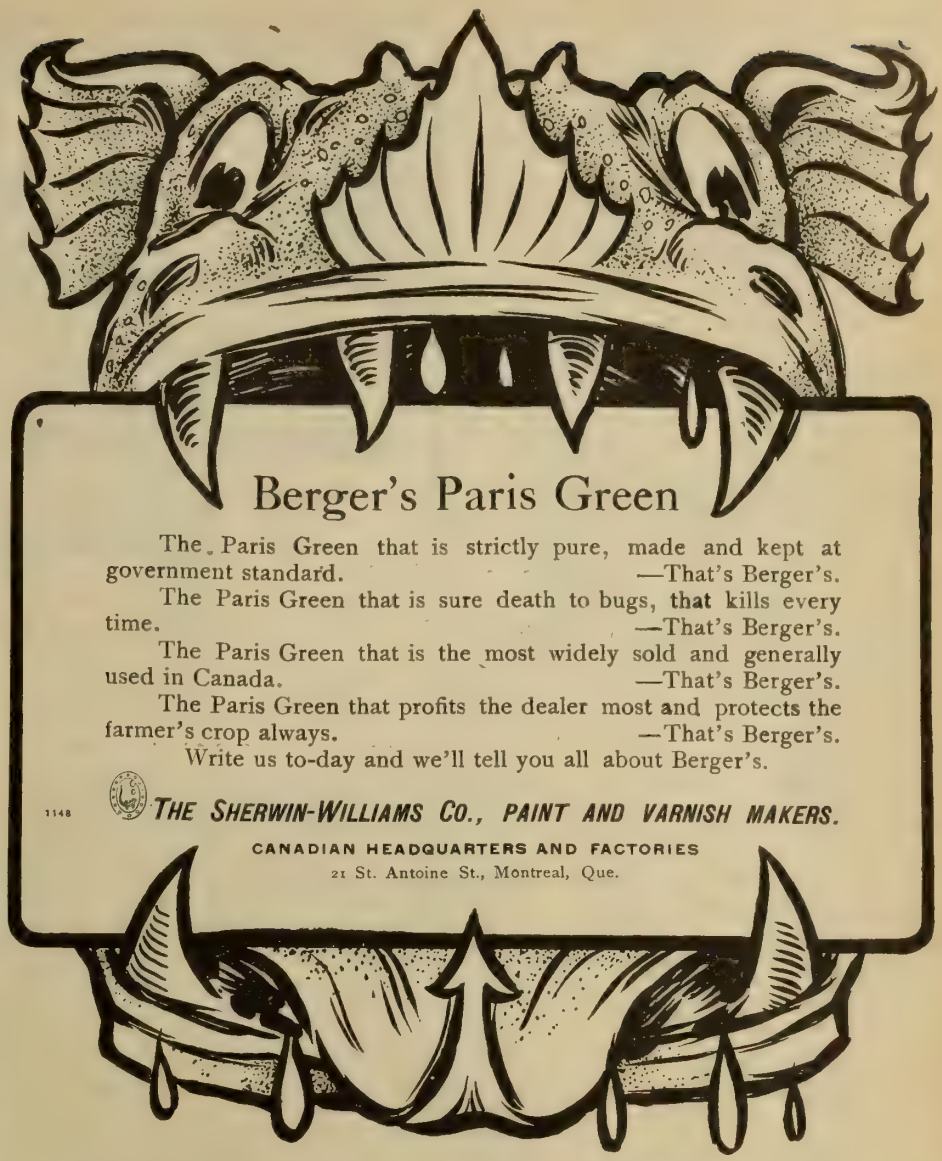
The year 1904 is already remarkable for the great number of handsome calendars prepared in its honor. Each calendar that comes to hand seems handsomer than the last. Lockerby & McComb, 65 Shannon street, Montreal, have every reason to be proud of their 1904 calendar, which is bound to be popular. It would be an ornament to any office or shop on account of its artistic qualities. No matter how many calendars you have already received write for this one.

OFFICE FIXTURES.

The George B. Meadows Wire, Iron and Brass Company, Toronto, are sending out seasonable greetings, the feature of which is an interesting view of bank fixtures "made in Canada" by that company. The fixtures are both artistic and practical and are a credit to their makers.

SPORTING CALENDAR.

The Dominion Canister Co., of Dundas, are sending to the trade an exceedingly attractive calendar—one that those with a love of gunning will feel like preserving framed. A brace of ducks, suspended from a nail, reproduced in colors, constitutes the design. "Hardware" acknowledges receipt with thanks.



Business Changes

ONTARIO.

J. Reid & Co., general merchants, Thorton, have assigned.

I. Doane, wagon maker, Stratford, has assigned to R. Burritt.

J. W. Anderson, carriage maker, Lucan, has sold out to R. Simpson.

Davis & Eizerman, Mitchell, have sold their planing mill to W. Eizerman.

R. W. Gray, harness maker, Fort William, has assigned to A. W. Thompson.

W. J. Moore, grain dealer, Chatham, has admitted W. H. Benson to partnership.

B. D. Steacy, hardware merchant, Brockville, has advertised his business for sale.

Park & Hodgins, general merchants, Sutton West, have sold their stock to G. H. Johnston.

The assets of J. Lanthier, general merchant, Wendover, were advertised to be sold 12th inst.

The premises of J. E. Diamond, harness maker, Campbellford, have been damaged by fire.

Charlebois Bros., general merchants, Penetanguishene, are advertising their business for sale.

W. B. McLean & Co., proprietors of saw and planing mills, North Bay, have dissolved partnership.

A meeting of the creditors of G. T. Browning, builder, Aurora, was announced for January 15.

The Mount Forest Mfg. Co., manufacturers of mouldings, etc., Mount Forest, are asking for an extension.

W. J. Brooke, general merchant and proprietor of a shingle mill, Providence Bay, has assigned to D. A. Beckell.

B. Hunter, general merchant, Dacre, has assigned to W. A. Cole. Meeting of creditors advertised for 14th inst.

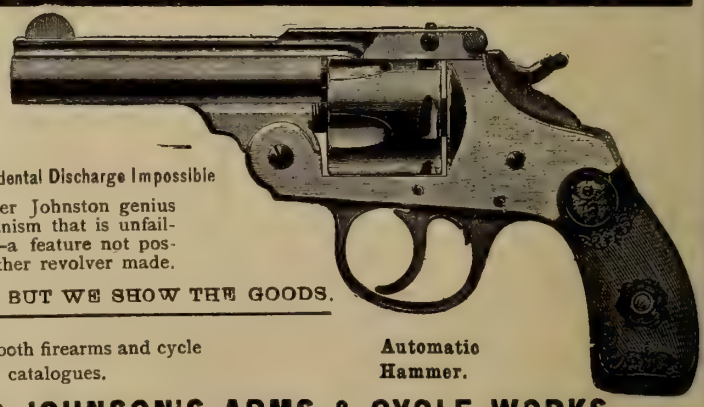
Conn & Taylor, hardware merchants, Aylmer, have dissolved partnership. Mr. Conn continues in business.

Hall & Glavin, general merchants, Mount Carmel, have dissolved partnership. Mr. Hall continues in business.

The Hamilton Motor Works, Hamilton, have assigned to W. G. E. Boyd. Meeting of creditors announced for 15th inst.

A meeting of the creditors of F. A. Carpenter & Co., wholesale dealers in steamfitters' supplies, Hamilton, was called for January 15.

IVER JOHNSON
• AUTOMATIC •
REVOLVERS



The Revolver that made the name of **Iver Johnston** famous.

Absolutely Safe. Accidental Discharge Impossible

Safe because Iver Johnston genius devised a mechanism that is unfailing and perfect—a feature not possessed by any other revolver made.

OTHERS CLAIM, BUT WE SHOW THE GOODS.

Send for both firearms and cycle catalogues.

Automatic Hammer.

IVER JOHNSON'S ARMS & CYCLE WORKS,

New York Office, 99 Chambers Street. FITCHBURG, MASS.

BRITISH COLUMBIA.

H. Brackman, of the Brackman-Kera Milling Co., Victoria, is dead.

MANITOBA AND N.W.T.

J. Stinson, hardware merchant, Austin, has sold out to W. T. Speed.

The premises of Code & Crozier, general merchants, Olds, have been damaged by fire.

The premises of F. Brinkworth, general merchant, Belmont, have been destroyed by fire.

S. L. Patmore, hardware merchant, Minitonas, is advertising his business for sale.

Cooper, Lamb & Co., hardware merchants, Raymond, have dissolved partnership.

The stock belonging to the estate of N. D. McDonald, Rosthern is advertised for sale by tender.

J. B. Cain, hardware merchant, Virden, has sold out to the Manitoba Hardware and Lumber Co.

Card & Fenwick, hardware merchants, Westwood, have sold out. Possession to be given in the Spring.

G. H. Brown, general merchant, and Heggie & Pegg, general merchants, both of Condie, have been succeeded by The Condie Supply Co.

J. J. Story, general merchant, Wawanesa, has sold out to R. Weir.

QUEBEC.

Swan, Church & Co., contractors, Montreal, have registered.

The Canada Tag and Label Printing Co., Montreal, have registered.

P. Leroux & Cie., manufacturers of shoe polish, etc., Montreal, have registered.

Rabinovitez Bros., general merchants, St. Guillaume d'Upton, have assigned.

F. F. Powell & Co., roofers and contractors, Montreal, have dissolved partnership.

A meeting of the creditors of Knott & Gardner, plasterers, Montreal, has been called.

The premises of the Dominion Cartridge Co., Brownsburch, have been damaged by explosion.

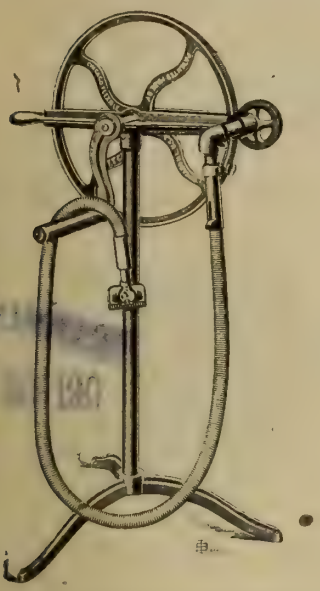
Demand of the assignment of Wm. Clendenning & Son, foundry and stove manufacturers, Montreal, has been made.

The premises of Harrison Bros., blacksmiths and wheelwrights, Lennoxville, have been damaged by fire. Loss partially covered by insurance.

H. S. HOWLAND, SONS & CO., LIMITED

WHOLESALE ONLY 37-39 West Front Street, **Toronto.** **ONLY WHOLESALE**

THE CHICAGO CLIPPING MACHINE, &C.



Knife suitable for "1902" and "20th CENTURY" Clippers.

THE "20th CENTURY CLIPPER."

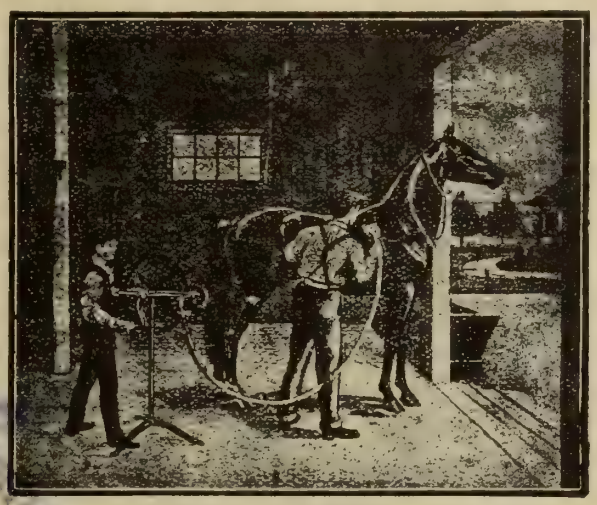
Is it any wonder that the demand for the new "20th Century" clipper is enormous? Why, it gives a customer a machine for a little more than the cost of a hand clipper.

A time and money saver that does a hundred times the work and does it much better.

It hangs up, giving the operator elbow room and facility.

Runs easy, cuts fast, requires no experience to operate.

It only weighs 15 pounds, and when Boxed is small enough for shelf goods (3 x 12 x 14 in.)



A clipped horse dries out from sweating in 20 minutes and can sleep without risk of getting cold.

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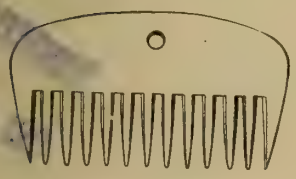
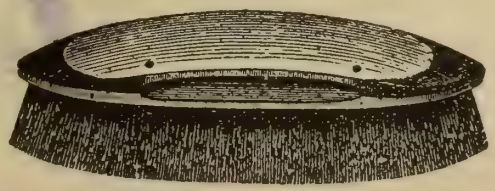
All the gearing is cut from solid metal. It stands on a firm rigid base. No belt to slip, positive power.



Mane Combs.

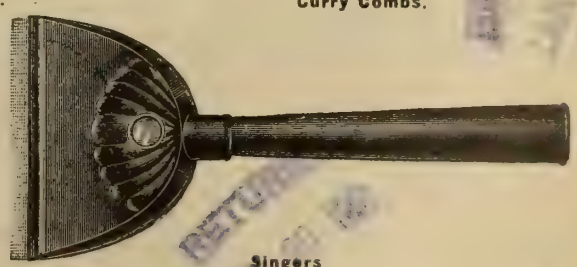


Horse and Dandy Brushes.

Curry Combs.

Horse Clippers.

Horse Cards.



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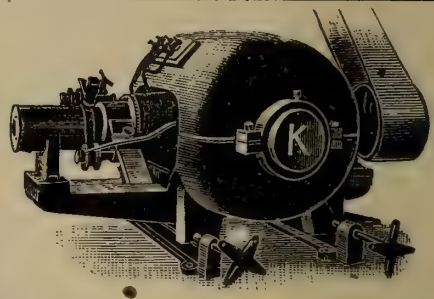

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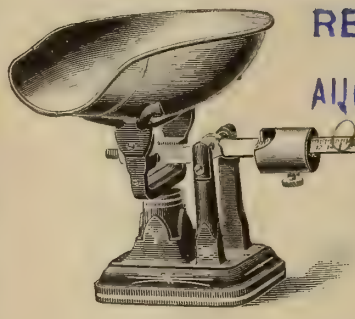

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THE FAIRBANKS COMPANY

MONTREAL. TORONTO. WINNIPEG. VANCOUVER.

MACHINERY

The Machinery Markets.

TORONTO.

THE quiet feeling which generally predominated the machinery market last week, continued on into the present week, but during the last few days things have been picking up to some extent in most lines, and in some this increase has been very marked indeed. During the latter part of the week the demand for boilers and engines has been very good indeed. The feature of the market this week, however, is the remarkable run on saw-mill outfits. The machinery men are almost unanimous in saying that the number of orders and enquiries for saw-mill machinery, and indeed wood-working machinery of all kinds, including planing mill and shingle mill machinery, have been very marked. The demand for machine tools and machinery of a like nature remains steady. In the electrical machinery line, however, things are still very quiet, that is in actual business transacted. The number of enquiries have been large, as was the case last week, but so far this year the number of orders placed has been small. Of course this position of affairs is not at all unusual at this time of the year; indeed it is quite general, but considering that in other lines of machinery a departure has been made from the precedents of former years in that when things have been generally quiet, a good demand has been maintained, it is rather to be wondered at that the demand for electrical machinery has not been good in sympathy with the rest of the market. There have been numerous enquiries for gas and gasoline engines during the latter part of this week, and manufacturers and dealers say that there is a bright outlook for this class of engines during the coming year. The larger number of enquiries have been in regard to engines of from 1 1-2 to 4 horse-power, as a motive power on farms and for work of a similar nature. A general round-up of the market shows that things are much as was expected. Enquiries have been quite numerous, they being in some lines more numerous than last week, and orders are beginning to be placed. If business turns out as is generally predicted we may expect a busy Winter in the machinery line.

The A. R. Williams Machinery Co. report that the market is much the same as last week in that enquiries have been very numerous and not very many orders booked. This has reference to the market in general, and not to boilers and engines nor to wood-working machinery. They say that the demand for engines and boilers, especially boilers, has been very good, they having made several installations during the week. Among these were several American boilers, but the majority were Canadian. They report that the feature of the week is the good demand for saw-mill outfits, the greater number of enquiries and orders coming from New Ontario and Manitoba. For machine tools nothing very much can be said except that there have been a number of enquiries.

The Levy, Weston & McLean Machinery Co. report that the demand for saw-mill and shingle mill outfits has been active this week, indeed they think it is somewhat surprising. Also wood-working machinery of nearly all kinds is finding a good sale. Boilers and engines also hold a prominent position on the market this week. There is not much doing in the other lines, although there have been not a few enquiries.

The H. W. Petrie Machinery Co. say the market is much the same as last week, in that business consists chiefly of enquiries of which there have been even more than last week. However, during the last two or three days orders have begun to come in, and they expect that the business of the year has commenced. After this week business will assume the proportions that have been predicted. The demand for boilers and engines has been good this week, but it has not been at all remarkable.

Mr. Bertram, of the Bertram Engine Works, says that the demand for engines and boilers at the present time is very good. They have contracts on hand that will keep their plant in full operation for some months. He says that everything promises a continuance of the good market for engines and boilers throughout the year. This is specially true with respect to boilers.

Mr. Jeffery, of the Polson Iron Works, says that they are quite busy at the present time, all departments having as much to do as can be conveniently handled.

The Jones & Moore Electric Co. say that the market for dynamos and motors still remains quiet, and its features are similar to those of last week. They have been receiving numerous enquiries, but have not succeeded in booking many orders of importance. They are now working on orders placed during December and the non-arrival of new orders is not affecting the factory to any great extent.

The Dominion Motor Machine Co. have had numerous enquiries for their new gasoline engines, which they are putting on the market at the present time for use on farms, during the week, and they expect that there will be a good demand for them during the year. They have considerable automobile repair work on hand, the repair of several having been completed.

The Consolidated Electric Co. say that orders and enquiries have been coming in very well indeed during the week, which is exceptional to the general market for electrical machinery. They say that during the past two weeks they have installed a large number of dynamos for small lighting plants. The demand for motors has also been very good. They say they have not felt the general depression in the market in the least. As a result of their increasing business the Consolidated Company are looking for a larger plant than their present one on Court street.

MONTREAL.

The turn of the year has not as yet had very much effect on the volume of actual business. It was not expected, however, that buyers would rush into the market immediately after changing calendars and most machinery men seem fairly well satisfied with the prospects for 1904. Actual business this week seems to have been confined almost entirely to wood-working machinery and

machine tools of various kinds. Some good business (for this season of the year) is reported by several Montreal houses. One or two small sales of boilers and engines have also been made early in the week. Most of the sawmills on the Ottawa are said to be still closed, the men not having recovered from the festivities of the holiday season. For this reason business which ordinarily is good at this time of the year with all these buyers is dead at present.

A large number of enquiries are reported this week and a number of sales seem likely to be made before long. There is, however, a disposition on the part of buyers to delay their purchases in the expectation of a drop in values. There is nothing in the Canadian situation to justify any such expectations, but reports of a dull machinery market in the United States have created a feeling of uncertainty in this country. There is, however, a growing feeling that the set-back to business in the United States can be regarded only as temporary as at bottom the condition of the country has remained sound. It is argued that the temporary set-back has really been beneficial as it resulted in a check to the unwise aggressiveness of labor which had become a menace to sound industrial conditions. The year 1903 has left to 1904 a vast amount of projected and unfinished work, and, unless the unexpected happens, the United States should have a prosperous year. Eliminate the danger of a slump in values in the United States, and conditions in Canada can not fail to be satisfactory.

At the same time, it is quite true that American machinery houses are paying particular attention to the Canadian market just at present and there are this week in Montreal and vicinity an unusual number of American machinery men. Their presence here is having an unsettling effect on business for although it does not appear that they are offering any startling price concessions they are at least preventing buyers from placing their orders. A number of large orders for machine tools will be given very soon and unless concessions are offered by American travellers they are likely to go to Canadian houses. The failure of the James Cooper Mfg. Co. and the embarrassments of the Locomotive and Machine Company do not seem to have had any appreciable effect in keeping out United States competition.

A number of English houses have also sent their representatives to Canada to work this market and they have succeeded in doing some business. A prominent machinery agents said to "Hardware and Metal" that he was considering the advisability of taking some new English agencies. The only obstacle was the constitutional unwillingness of the English manufacturer to change the patterns of his goods to suit the requirements of new markets.

The Fairbanks Company report actual business this week as not particularly active but from the number of enquiries received they believe that prospects for the new year are bright. A great many buyers are busy stock taking and are not anxious to place any orders for a few weeks yet, but they will be on the market before very long and are now making enquiries as to price. Actual business this week has been, for the most part, in machine tools.

The Laurie Engine Company report business in engines of large and small horse-power quite up to the usual standard. Trade in engines and boilers does not depend very much upon the season of the year and this year it was almost impossible to close down for legal holidays. Prospects for engines and boilers are regarded as very good. In machine tools and wood-working machinery business is quiet at present.

Mr. W. H. Nolan, of the Canadian Machinery Agency, finds actual business this week fairly satisfactory and judging from enquiries received he believes that 1904 will be a prosperous year in the machinery business.

Mr. Alfred Rubra, of the Machinery Exchange, reports some improvement in this week's business. For the season of the year, he considers business this week very satisfactory and enquiries received point to good trade later on.

Williams and Wilson report a quiet but satisfactory trade this week. Business this week shows some improvement over last and enquiries coming in point to a satisfactory trade later in the season.

NEW YORK.

The Iron Age says of the New York market: Scarcely enough time has elapsed since the first of the new year to furnish any indications as to the disposition of prospective purchasers to throw off the hesitancy which has characterized their attitude toward the market of late. It was not expected that they would rush into the market immediately after changing calendars, and hence the trade does not attach especial significance to the quiet conditions which existed throughout the week under review. Even though the greatly anticipated appropriations were made at the annual meetings, some time will be required before any appreciable effect can be felt in the trade.

Large Bridge Span.

THE accompanying cut is that of a large bridge span recently shipped from the bridge shops of the Canada Foundry, Toronto, to the Newport division of the C.P.R. What makes this of interest is the fact that it is the largest bridge span ever constructed in Toronto. The length over all is 85 feet 4 inches; the depth, 8 feet 4 inches; and the total weight is 84,240 pounds, that is 240 pounds over 42 tons. This is the second large bridge span turned out by the Canada Foundry for the C.P.R. within the last three months, the other one being not very much behind the one here illustrated.

A 42-Ton Bridge Span, made by The Canada Foundry Company, Toronto.

Bought a Planing Mill Plant.

R. E. MICKLESBOROUGH, implement dealer, and Mr. Mickleborough, general merchant, Regina, N.W.T., were in Toronto this week. Mickleborough Bros. are starting a planing mill at Regina and have been placing orders for machinery, equipment, etc. Their principal order, for machinery, etc., to the value of over $4,000 was placed with the Levy, Weston & McLean Machinery Co. The order includes a Wheelock engine and boiler, a planer and matcher as well as other woodworking machinery.

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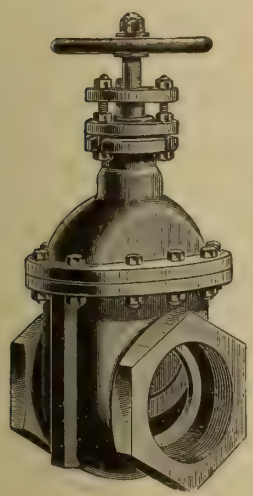

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They give satisfaction every time.

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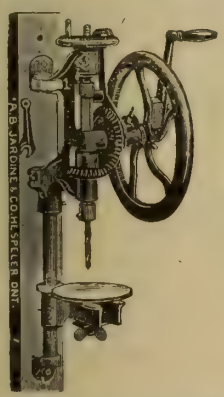

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The very best.

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Why Work

from morn till night for somebody else instead of pushing a business for yourself and thus reap the full profit of your labor ?

We Will

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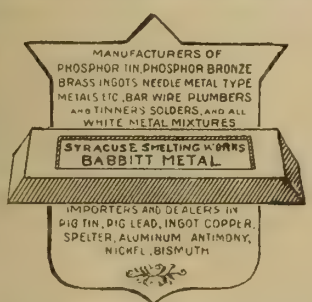

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The Babbitt Metal that is based on scientific principles.

IT'S DURABLE. IT'S RELIABLE.

NONE GENUINE WITHOUT OUR SHIELD.

Canadian Works, Montreal, P.Q.
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SYRACUSE SMELTING WORKS

MODERN PRACTICE OF PATTERN MAKING.

MORE and more attention is being given to the practice of pattern making. The following extracts from papers on the subject, ready by J. C. Warne and E. C. Fitzgerald, before the Pittsburg Foundrymen's Association, cover the essentials of the practice as it is now carried on.

KINDS OF WOOD USED.

White pine is almost universally used in the making of wood patterns, it being well adapted in its nature for such service. It is light, easy to cut, permits of a nice finish, retains its shape, does not warp or twist, like other varieties of fir woods and, if properly taken care of, will stand a good deal of wear, especially if wrapping plates are provided. Yet while on account of its comparatively low cost, white pine is used almost universally for making wood patterns, as was before stated, it is not the most suitable for such purposes. Of all woods mahogany is the best, partaking of the nature of both hard and soft woods. It is practically impervious to damp and, therefore, is certain to retain its original shape. Its high cost, however, restrict its use to very special patterns.

Among the hard woods cherry is most suitable for pattern making. It retains its shape fairly well, is not so hard to cut as the other hard woods, makes an excellent finish and stands ordinary wear and tear admirably. Patterns of white pine faced up with cherry in the wearing parts will last for years under the hardest kind of service if kept well varnished.

All lumber used in pattern work should be well seasoned, the naturally seasoned being much better than kiln dried. For standard patterns it will be found economical to use the best lumber. It is no economy for the pattern maker to use in his work lumber from which the water oozes out in front of the chisel or flies about when turned in the lathe.

The best finish on wood patterns is obtained by the use of the best gum shellac and grain alcohol, but the standard article used for finishing is gum shellac varnish.

Leather fillets are now used very largely, and are very suitable for a quick job. However, for the best permanent pattern work there is nothing to surpass the wood fillet. Fillets of putty are also frequently used. They are easily put in and are inexpensive, but time must be given for the putty to harden; when varnished over putty forms a permanent, hard fillet.

MACHINERY EMPLOYED.

At the present time machinery plays a most important part in the pattern shop, although that was not the case 30 years ago. Then a circular rip saw, a band saw and a lathe were about all machine shop tools to be found in the ordinary pattern shop, hand work was then a very large factor in the production of patterns. Now most pattern shops are, and all should be, equipped with the best machinery obtainable for the class of work required.

The jointer is a most useful machine and a great labor saver. This machine should plane absolutely true, so that work can be glued up straight from the machine. It should take the place of the hand jointer plane from which it derives its name. A good band saw with wheels not less than 36 inches in diameter, provided with a tilting table is also a very desirable machine. A small and large wood turning lathe should be provided, also wood trimmers, a universal circular saw table and for large shops a swing cut off circular saw. The pony planer and surfacer are valuable machines for dressing the lumber to the required thickness and shape.

The band saw, with its tilting table, can be so adjusted that irregular shapes may be sawn to the line, thus dispensing with much hand labor as would be necessary without such a tool. The modern universal saw, with its many adjustments, saves time and material. For instance staves for barrel shaped patterns can be sawed just to the angle without any waste. This saw can also be used for making butt joints in sedgement work by fastening a form to the sliding table and using the cross-cut saw. It is also a great help in roughing out round core boxes.

ASSEMBLING.

After the material has been cut and shaped to convenient size for assembling the pattern it should be put together in a manner to offer the least resistance to the extraction from the mold. Where there is great depth and comparatively little draft it would be the best arrangement to have the grain of the wood run at right angles with the line of parting or on a line with the left. In extra heavy work, such as plates and bases for blowing engines, the most feasible form is to have the patterns made in sections, with guide strips so arranged that when assembled in the pit, all parts adjust themselves to their proper position. This relieves the strain on the pattern in drawing from the sand since each piece can be drawn out separately. Patterns for pipe fittings are now made with flanges, branches and core prints interchangable. This is an excellent plan, as it makes a comparatively few patterns cover a wide range of sizes and shapes and overcomes to a certain degree, the old method of patching, here and there, with pieces to get the size of casting wanted.

Work should be screwed rather than nailed together where it is convenient to do so. Where glued joints are required hot glue is the best to use except in the case of thin wood where the cold prepared glues are probably the best, since the hot glue would tend to swell the wood which, upon drying, would change its shape.

There are a class of metal dowel pins on the market now which are a very great improvement over the old wood pins for parted patterns.

FINISHING.

The amount of time and labor to put upon the finishing of the patterns should be governed by the number of castings to be made from them. All patterns should be coated with shellac, varnish or some such preparation to protect them from the moisture and to give them a hard, smooth surface; and those in use regularly should be revarnished from time to time.

REQUIREMENTS OF A PATTERN MAKER.

Accuracy should be the first law of every pattern maker. Speed is also a very important factor, but it should always be kept subordinate to accuracy. In pattern making there must be ability of high order shown. The maker should have a knowledge of drawings; he should be able to read them truly and quickly; he should be no mean draftsman, and the more his mathematics and knowledge of mechanics are developed the more fitting person will he be for his position.

Transmission of Electricity.

THE rapid approaching completion of the power houses in course of construction at Niagare Falls, is drawing much attention to the problem of long distance transmission of power, which problem must be mastered before the electricity generated from the Niagara will be of practical utility in Ontario municipalities.

For this reason an article by Hamilton Wright on "Power," referring to the Bay Counties Power Co., Stockton, Cal., as the longest system of electric transmission in the world, is both instructive and readable. This transmission is 219 miles in length being from Stockton to Oakland and San Francisco. This company also have their lines extended up the coast to Burlingame, a distance of 211 miles from Colgate, where the energy for that line is generated. The second longest system is that of the Standard Electric Company, also in California, the transmission being 200

miles in length. The power is generated by water power obtained from the Mokelumne River, 40 miles below the Blue Lakes. Only within the last few months this company have established lines to Oakland, a distance of 122 miles, and to San Francisco, a distance of 146 miles, and are transmitting 15,000 horse-power, at 60,000 volts.

Electricity in mining is proving of immense value, especially for gold and silver mines in the desert regions, where water is precious and fuel is costly.

In Canada there are wide possibilities for the utilization of the power in our streams and rivers for industrial purposes. From all indications at the present time the energy of the electric current is going to play no mean part in keeping up and increasing the rapid development of Canada's industries. Of course this electrical energy will be generated in the least expensive way, and with that end in view the energy gained by running or falling water will be utilized wherever possible. As an instance of this only some weeks ago the Dominion Government decided to send expert electricians to Europe to investigate the process of smelting ore in the electric furnace, so that, if the process prove commercially feasible, the iron ore deposits in certain parts of the province of Quebec, where there is no coal, but where there are numerous streams and rivers, may be developed by means of electrical energy generated by the water-power of these streams.

Craig Mine Crystal Corundum

CRYSTAL REGISTERED TRADE MARK CORUNDUM

NOT ADULTERATED WITH EMERY.

Polishing is fine grinding. Craig Mine Crystal Corundum grains will do from two to five times the amount of grinding or polishing that grains of emery will do, *because* it all grinds. Emery contains only 30 to 40 per cent. of grinding value, the remaining 60 to 70 per cent. is composed of iron and silica—waste material.

WRITE FOR BOOKLET.

The Canada Corundum Company, Limited
TORONTO, CANADA.

We receive many orders each month from your territory for shafting.

You might handle this busi- as well as not, and build up a substantial money-making trade if you wish.

Write for details of our proposition.

The Dodge Mfg. Co., of Toronto, Limited,
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ARE YOU
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IF SO,
SELL
INTERNATIONAL
STOCK FOOD.

INTERNATIONAL STOCK FOOD is being handled more and more every year by the hardwareman because he can sell it to an advantage, being constantly thrown in touch with the farmer. It will pay **YOU** to sell **INTERNATIONAL STOCK FOOD** for there is no other line you can carry that will prove such a rapid seller and at the same time net you such a large percentage of profit, and it is more extensively adve tised than any other Stock Food on the market. **Write at once to the Canadian Factory, No. 4 Bay Street, for special offer and catalogue.**

INTERNATIONAL STOCK FOOD CO.,

Largest Stock Food Factories in the world.

MINNEAPOLIS and TORONTO.

CAPITAL PAID IN $2,000,000.00

STOVES AND TINWARE.

Get After Stove Trade.

NOW when business is slack is the time to get out and hustle. There are many lines which offer good returns for such enterprise. Among these stoves are worthy of considerable attention. Many householders need to be convinced that they should get a new stove; that an old, out-of-date one is a cause of loss, using much more fuel to do the same work than does a new stove of good pattern.

How can these people be reached? Many hardwaremen content themselves with drawing the attention of buyers by advertising. Some try window display to interest the public. Others, again, issue circulars for distribution to their customers. An increasing number of stove dealers are, however, more insistent. They make a point of personally interviewing everyone whom they feel might possibly be persuaded to get a new stove. All the plans, and particularly the latter, are well worth trying.

Soldering Flux.

FROM a series of articles by John Foggie, F.C.S., on "Experimental Science for Plumbing Students," appearing in The Plumber and Decorator of London, the following is taken: Sal ammoniac is a substance frequently used as a flux in soldering copper, brass, etc. It is a chemical compound, built up of the two gaseous substances, ammonia and hydrochloric acid. If a glass rod be moistened with spirit of salt and held over a vessel containing ammonia solution or gas, dense white fumes of ammonium chloride will be produced. It is a substance which, under ordinary circumstances, does not liquify on heating, but undergoes what the chemist calls "dissociation"—that is, it splits up into the two gases above mentioned, and when these reach a colder part of the vessel, or escape into the air, they recombine to produce sal ammoniac.

Its action may be shown by the following experiments: Heat a strip of clean sheet copper or brass over a Bunsen burner. If the heating be done slowly and carefully it will be observed that a red color is at first produced. This is in all probability the lower oxide of copper Cu_2O. If the heating be continued, a black coating, as we have already seen, of the higher oxide (CuO) is finally produced. This may readily be separated from the copper by squirting a fine stream of water on it while hot, catching it in a saucer. Pour off the water and add a few drops of strong hydrochloric acid. The oxide will disolve, readily forming a yellow solution of cupric chloride $CuCl_2$. If water be added it will become colorless, or, if the solution is a strong one, perhaps faintly green. To this add a few drops of ammonia solution, when a blue color will be produced, indicating that the black substance dissolved was really a compound containing copper, as the ordinary salts of copper always give this color reaction with ammonia.

Now, on a clean piece of copper produce again this black oxide. While hot, sprinkle on a few grains of sal ammoniac and note what occurs. Wherever a tiny crystal touches the hot oxide it disperses it immediately, and the clean surface of the copper at once appears. The action then may be briefly indicated as follows: When the temperature is sufficiently elevated for the splitting up of the sal ammoniac already refered to (being about 120 degrees C.), the hydrochloric acid, being liberated "on the spot," so to speak, at once attacks the oxide, with formation probably of both the chlorides of copper. This is at once attacked by the free ammonia and excess of ammonium chloride, and converted into what are called "double chlorides of ammonia and copper," which substances are volatile and go off in the escaping vapor. This may be proved by holding a Bunsen in the fumes an inch or two above the metal, when the flame will at once be turned a bluish green, indicating that volatile copper compounds are present.

It is a very difficult matter, however, to follow actions such as this at high temperatures, but the above may be taken as pretty near the truth. The main fact to be borne in mind here also is that the oxide is removed by chemical means, and a perfectly clean surface presented to the solder. The sal ammoniac possessing this high temperature of dissociation also ensures that the metal is effectively protected from the oxygen of the air during the soldering operation. Zinc chloride, $ZnCl_2$, is one of the most valuable of fluxes, and is used for copper, brass and iron. It is sometimes mixed with sal ammoniac for use in soldering, but it acts well of itself. The solid melts about 260 degrees C., and, unlike sal ammoniac, is not volatile until a low red heat is reached. This property enables it to coat the surface to which it is applied as a fused mass, and thus prevent access of air at the temperature of the molten solder. It is a substance which takes up water and absorbs oxygen readily, which latter property renders it valuable in this connection. To illustrate its cleansing property, coat a strip of copper with oxide as before. While hot, rub over it a piece of solid zinc chloride, when it will be found that the oxide will be completely removed and the bright metallic surface exposed.

A similar experiment may be performed, using iron instead of copper. Take a piece of 1-in. hoop iron; file about 1 inch clean, and hold in the Bunsen flame till covered with a film of black oxide. Rub on as before a piece of the solid flux, keeping the iron still hot. After a minute, plunge into cold water, when a perfectly clean unoxidized metallic surface will be the result.

It has been stated that iron thus treated is coated with a thin film of zinc, which easily alloys with the solder.

Have you tried it?

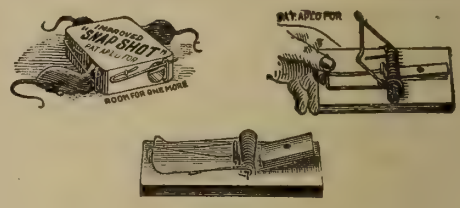
Tried what?

SELLING MANTELS.

This is in your line of business, and it will pay you.

The Batty Stove & Hardware Co

76 YORK ST., TORONTO.



J. M. MAST MFG. CO.'S

RAT and MOUSE TRAPS

Strongest Traps Made.

Prices Exactly Right.

CANADIAN AGENTS

Edwin H. Grenfell & Co., London, Ont.

Wire-Cone Incandescent Toaster

Only perfect Bread Toaster for Gas or Gasoline Stoves. No smoky taste to bread toasted on this toaster. Write for prices.

H.O.Edy, Montreal. E.T.Wright & Co., Hamilton.

HARKINS & WILLIS,

Manufacturers and Inventors, - ANN HARBOR, Mich.

Apply all the tests to

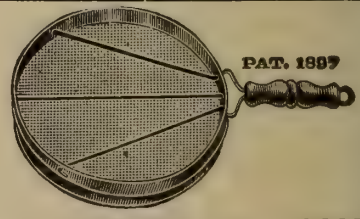
STERNE'S ASBESTOS CEMENT

and it will fill the bill every time

Whether for durability or economy, satisfaction to the user, or saleability, it never fails to meet every requirement. Write for samples and prices.

Manufactured by G. F. STERNE, Brantford.

For Sale by: J.H. HANSON, Montreal
BATTY STOVE & HARDWARE CO., Toronto



The FAIRGRIEVE GAS TOASTER

Retails at 25c. The only Toaster guaranteed to toast on gas, gasoline or blue flame oil stoves without taste or smell. Write for prices.

THE FAIRGRIEVE MAN'FG. CO.,

295 COLLEGE ST., TORONTO.

U. S. Branch: 289 Jefferson Ave., DETROIT.

NEVER DRIP A DROP

THE NEW TEA STRAINER

Meets a popular need. A side line you cannot afford to be without. Retails at 10 cents.

FITS ANY TEA POT

Imperial Tea Strainer Co., MONTREAL.

Ice Tools

of all sorts. A good line for the hardware dealer.

SEND FOR CATALOGUE AND PRICE LIST

ROBT. DONALDSON & SONS.

30 Youville Square, - - MONTREAL.

ROME

means perfection in the manufacture of

Nickled-Plated Copperware

A FULL LINE ALWAYS CARRIED IN STOCK IN WINNIPEG

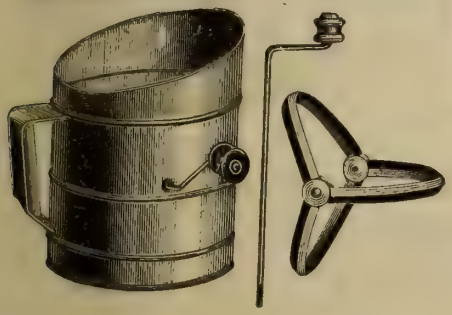
WRITE FOR CATALOGUE, OR BETTER STILL, SEND US A SAMPLE ORDER

Coltart & Cameron

Special attention given to warehousing and distributing cars.

Manufacturers' Agents and Warehousemen,

141-143 Bannatyne Avenue, WINNIPEG.



"Victor" Flour Sifter

WHEN BUYING SIFTERS BUY THE "VICTOR" AND YOU WILL HAVE THE BEST.

E. T. WRIGHT & CO.,

HAMILTON and MONTREAL.

DIAMOND EXTENSION FRONT GRATE.

Ends Slide in Dovetails similar to Diamond Stove Back.

Diamond Adjustable Cook Stove Damper

Patented March 14th, 1893.

Patented December 22nd, 1896.

EXTENDED.

4 x 11 to 6 x 21.

For Sale by Jobbers of Hardware.

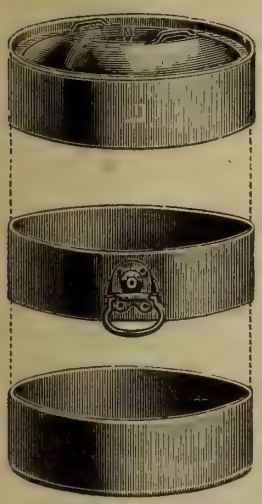
Manufactured by THE ADAMS COMPANY, Dubuque, Iowa, U.S.A

" TAYLOR-FORBES CO., Limited, Guelph, Ontario.

ESTABLISHED 1860. INCORPORATED 1895.

DAVIDSON'S

MILK CAN TRIMMINGS FOR 1904.

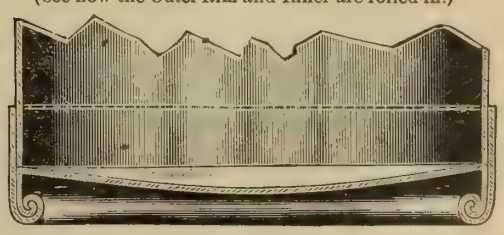


BROAD HOOP PATTERN.

This demonstrates the popularity of

Davidson's Patent Milk Can Bottoms

(See how the Outer Rim and Inner are rolled in.)



SECTION OF BOTTOM.

You should buy our Milk Cans and Trimmings, because: our Broad Hoop Bottom has all the advantages of a seamless bottom without the strain that spinning entails. The rim is turned in with edge of bottom, giving double durability and heavy rolled edges that will not tear factory floors nor waggons.

They have no air spaces (which make soldering difficult) but sufficient space is left between bottom proper and rim to allow body of can to be inserted ¼ of an inch, making permanent joint.

Bottoms are thus sweated in with half the solder.

Bottoms are concave, draining to the centre, therefore are easier to wash out.

They will not corrode like those which drain to the side. They have flush side handles.

Top bands are "SHOULDERED" and have cut out at joint, making neater and cleaner job in half time than with old style hoop.

Bottoms are rivetted to bottom hoop, as well as being rolled together.

All bands have retinned edges.

For durability, finish and economy in making up, our Trimmings are unequalled.

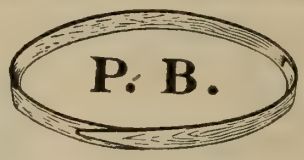
The THOS. DAVIDSON MFG. CO., Limited, MONTREAL

BAR IRON and STEEL

Rounds, Squares, Flats, Ovals,
½ Ovals, ½ Rounds, Nut Iron, Horse Shoe Iron,
Tire Steel, Sleigh Shoe Steel, Toe Calk Steel,
Soft Machinery Steel, etc., etc.

THE PECK ROLLING MILLS LIMITED

Cut Nails
Wire Nails
Horse Nails



BRANDS

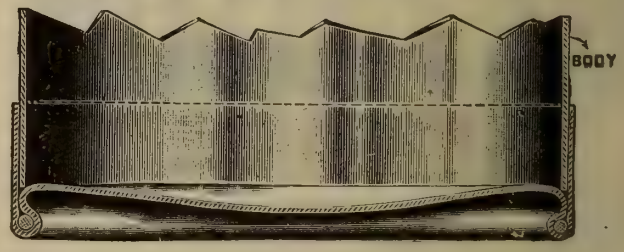
Horse Shoes
Spikes
Tacks

HEAD OFFICE: 210 Coristine Building, **MONTREAL**

WORKS: **LACHINE CANAL.**

"Samson" Milk Can Trimmings.

Strongest, neatest, most sanitary and only one-piece bottom made.



Section of "Samson" Milk Can Bottom.

Has no seams or rivets to corrode and collect dirt.

Every bottom in each size is of an exact diameter. Being stamped out with a die—not spun—there can be no variation as in a bottom made in several pieces.

Requires less solder and work in putting together than pieced bottoms—also wears longer.

PATENTED JULY. 23, 1900

The McClary Manufacturing Co.

London, Toronto, Montreal, Winnipeg, Vancouver, St. John, N.B.

"EVERYTHING FOR THE TINSHOP."

HARDWARE AND METAL

President:
JOHN BAYNE MACLEAN,
Montreal.

The MacLean Publishing Co.
Limited

Publishers of Trade Newspapers which circulate in the Provinces of British Columbia, North-West Territories, Manitoba, Ontario, Quebec, Nova Scotia, New Brunswick, P.E. Island and Newfoundland.

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MONTREAL - - - - 232 McGill Street. Telephone Main 1255.
TORONTO - - - - 10 Front Street East. Telephone Main 2701.
WINNIPEG, MAN. - Room 308, McIntyre Block. Telephone 1846. E. C. Hind. L. P. Luxton.
LONDON, ENG. - - 109 Fleet Street, E.C. J. Meredith McKim.
MANCHESTER, ENG. - 92 Market Street. H. S. Ashburner.
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VANCOUVER, B.C. - Geo. S. B. Perry.

Subscription, Canada and United States, $2.00.
Great Britain and elsewhere - - 12s

Published every Saturday.

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PROSPEROUS CANADA.

REMARKABLE evidence of the prosperity now prevailing throughout Canada is evidenced in Bradstreets of January 9th. A summary of the failures which have been recorded each year in Canada since 1880 shows that in 1903 but 956 Canadian firms suffered failure, liabilities aggregating $8,328,362 and assets $3,852,197. This is a decrease in number of 12 per cent. from 1902 and is the least number since 1882.

A further evidence of prosperity is noted in our bank clearings which for ten cities aggregated $2,646,974,767, a gain of 5.2 per cent. over 1902, and to this extent the best ever recorded. In connection with this it must be remembered that the demoralized condition of the stock market must have seriously affected the bank clearings, so that our industrial prosperity is by no means adequately represented even by the bank clearings.

To emphasise this it should be noted that the total bank clearings in 92 United States cities aggregated $108,691,335,283, a decrease of 7.4 per cent. on 1902 and 7.7 per cent. on 1901. This decrease is found to originate in New York the centre of the stock operations, the outside cities marking an increase.

It is most gratifying indeed to find that despite the hard knocks Canadian securities have received during the past year at the hands of American bears we are still in a position to make so favorable a showing.

The inference is flattering to our industrial and commercial stability.

TO FIGHT TRADING STAMPS.

THE Merchants' Association of New York are issuing a circular appealing to the trade to co-operate in a determined attempt to secure the passage by the New York Legislature of a bill to regulate trading stamps in such manner as to abolish ther present harmful effects.

Canadan merchants will sympathize with the trade in this attempt. The trading stamp evil was but a few years ago such a pernicious influence in business conditions that it was found an easy matter to secure practical unaninnity in the movement to have them abolished, in Ontario particularly. The agitation against the stamps was started by the MacLean Trade Newspapers and the movement to secure legislation against them originated in Brockville. Delegations from all parts of Ontario met in Toronto and interviewed the Government in a body. This, together with a short but powerful lobby, was sufficient to win the almost unanimous support of members of the Legislature, which resulted in the passage of an act which has been so effective that trading stamps are a "thing of the past" in the province. May similar success attend the efforts of the New York Merchants' Association.

STOCK FOODS FOR HARDWARE STORE.

HARDWARE & METAL has been a consistent believer in and advocate of the principle that hardware merchants should make it their practice to carry as many lines of specialties as can be carried to advantage.

At this season of the year, when regular business is less active than usual, the retailer has more time to plan business-increasing campaigns for the year and to find out what lines not being carried could be advantageously added to his stock-in-trade.

Recent years have demonstrated the suitability of many lines of specialties for the hardware trade. One of these lines is stock foods. There is a large and increasing demand for these foods in all parts of the Dominion where stock-raising has become one of the chief interests of the farming community.

Inasmuch as the real success of stock raising is dependent on the attention devoted to it, stock foods can be depended on to interest the average farmer; and, moreover, can be depended on to yield a good profit to the hardwareman as the margin of profit is considerably larger than that of regular hardware lines.

PRICE CHANGES OF THE WEEK.

THE advances this week are both due to rising prices in the country of production, the United States. The increase of cotton quotations has lead to another rise of 2c. in sashcord prices. Turpentine has been marked up 6c. per gal. as a result of manipulative advances in the Savannah market. This change puts prices of turpentine on the Canadian market fully 10c. above the quotations ruling this week last year.

THE LATE W. H. LINDSAY.

IT is with feelings of the deepest sorrow that we have this week to record the death of Mr. W. H. Lindsay who was taken off with such terrible suddenness while removing snow from in front of his residence at London on Friday last. Mr. Lindsay had been for some time connected with the staff of the MacLean Trade Newspapers and was held in the highest esteem by all those connected therewith as he was, indeed, by all who knew him.

Mr. Lindsay had a long business career in Milton and his loss will be widely felt. He was a fine example of the gentlemanly type of a business man, a type of man whose loss we feel keenly. A widow and several sons and daughters survive, to whom we extend our heartfelt sympathy in their bereavement.

A TRADE UNION ABSURDITY.

FROM St. Louis came, some little time ago, a story which surely illustrates the climax of trade union absurdity. As is well known, the management of the Exposition are paying particular attention to the art features of the Fair. For example, the sum of $500,000 has been appropriated for the display of the work of American sculptors, and a great number of artists have contributed under the direction of Mr. Karl Bitter, the chief of the sculpture department. As many of these pieces of statuary are of colossal proportions, they are transported to St. Louis in sections and the work of setting up necessarily requires some considerable skill. It often happens that the pieces are damaged en route and need remodelling, as do the joints where the sections meet. Surely it is evident that to place this work in the hands of unskilled persons is to run the risk of spoiling the sculptors' work. Enthusiastic young artists have worked in poverty inspired by the hope of achieving fame and distinction by their work and upon the verdict of critics and public depends their immediate future. To spoil their work in setting it up would be an injustice to them, and render useless the vast expenditure of money by the management on these artistic features of the Exhibition.

Now the management of the Exhibition were careful not to wound the feelings of organized labor. The work of setting up this statuary was assigned to the best sculptors of the St. Louis Modellers' and Sculptors' Union No. 245, thereby recognizing the claims of organized labor and at the same time seeking efficiency.

But this action was not in harmony with the principles of organized labor as understood in St. Louis. A union had been recognized, but it was not the right union. The statues are modelled in plaster and forsooth the proper men to set them up are the plain plasterers of St. Louis. The Plasterers' Union notified the Exhibition authorities that this work must be turned over to them, at the same time threatening a general strike of the Exposition workmen unless the demand were complied with. Meanwhile the plain plasterers ceased their work on the buildings.

The dispute was referred to the Director of Public Works and his common sense decision was in favor of the claims of the Sculptors' Union. This finding not being satisfactory to the plasterers was ignored as completely as the similar verdict of the Missouri State Board of Arbitration to which the dispute was then referred. This body went into the whole question carefully, listening to the representations of the Plasterers' Union and to the case of the Sculptors' Union as presented by the Exposition authorities. The finding being adverse to the Plasterers' Union they refused to be bound by it.

In despair Mr. Bitter, the superintendent of sculpture, at last addressed an appeal to the general president of the Operative Plasterers' International Association of the United States and Canada, Mr. J. B. Cavanaugh, of Colorado Springs, Colorado, in which he set forth the case plainly and fairly and appealed to the common sense of this august personage to interfere in his behalf. He waited more than a month for a reply and when received it was a curt notification to the following effect:

DEAR SIR,—The following decission was sent to this office by the General President of the O. P. I. A. That plasterers shall do all pointing, and to notify locals. Locals referred to are No. 245, which is composed of modellers, No. 242 composed of shop hands, and No. 3 which is composed of plasterers. Said notice has been sent. Trusting that the above decission will end controversy, I remain, W. A. O'KEEFE, Sec'y-Treas.

This is perhaps a fair sample of the curtesy for which employers may look at the hands of some labor leaders.

What has not the union done for the laboring man? Long ago it was claimed that it would give him shorter hours, increased wages, and greater consideration in the eyes of the world. Skilled labor, we were told, would rise in the social scale under the protecting aegis of trade unionism. But not its most ardent and enthusiastic advocates a half century ago would have ventured to prophesy that so soon would unionism have accomplished the hitherto impossible task of democratizing art. Let the name of J. B. Cavanaugh of Colorado Springs be held in all esteem. By one stroke of his pen, this mighty potentate of unionism has placed the members of that union of plain plasterers on the same plane as the most noted artists of the New World. Adams, Ruckstuhl, Bitter and MacMonnies are now brothers to the distinguished artists of the Plasters' Union No. 3. Many are the triumphs of science and of art which the wondering visitor at St. Louis next Summer will stop to admire. But surely nothing is more worthy of his admiration than the latest triumph of the plain plasterers in plastic art.

If you would do what you could —in advertising,
You could do what you would —in business.

HONORED BY THEIR TOWNSMEN.

MANY business men were honored at the Ontario municipal elections with the selection as Chief Magistrate in their town or city. Among those in which HARDWARE AND METAL readers are interested are :

Adam Beck, lumber merchant, Mayor of London.

W. W. Chown, hardware merchant, Mayor of Belleville.

F. M. Devine, hardware merchant, Mayor of Renfrew.

A. W. Humphries, hardware merchant, Mayor of Parkhill.

W. Lawson, carriage manufacturer, Mayor of undas.

M. S. Madol, saw miller, Mayor of Napanee.

S. L. McKay, hardware merchant, Mayor of Kingsville.

W. E. McKeough, foundryman, Mayor of Chatham.

W. H. Plummer, general and hardware merchant, Mayor of Sault Ste. Marie.

D. Wilson, planing miller, Mayor of Collingwood.

C. W. Winslow, builder, Mayor of Dunnville.

A RETAIL HARDWARE DEALER'S CIRCULAR.

DECISION of character is one of the best assets that could be possessed by a business man. The larger the business interests, the more valuable this asset, but its value is obvious whether the interests be great or small.

HARDWARE AND METAL has frequently suggested that the retail trade insist on prompt payment. It seems clear that the era of short credits has dawned, that retailers have learned the wisdom of insisting on prompt payments, as well as of making prompt payments themselves.

From D. Brocklebank, retail hardware dealer, Arthur, Ont., comes to hand a circular, such as might be issued by every retail hardware dealer in the country. On the first page of the circular were greetings for 1904; on the fourth page an interesting list of the lines carried. The inner pages, the second and third, are the ones, however, which are worthy of attention.

DEAR FRIEND,—At the closing of the old year we wish to thank you for favors and patronage, and as the new year opens to solicit your continued favors for 1904.

We trust that the old year has crowned you with success, that you have something substantial to show for your labors and that you have plenty of health and energy to enter upon the work of 1904.

We are pleased to announce that 1903 has been a banner year in our business. It is, indeed, great satisfaction to see each year better than the one before, and we naturally look for the reasons. We believe there are several. Years ago we framed a motto: "Not how cheap, but how good." Customers have appreciated our efforts to sell only reliable goods at right prices. Then the bringing of so many lines of merchandise under our roof has reduced the cost of selling and has enabled us to always meet and usually undersell our competitors. Our long experience enables us to find the best place to buy and we buy in large quantities for cash. These reasons, coupled with a resolution to deal fairly with all men, has, we believe, been responsible for our growing business.

During the past year manufacturers and wholesale hardware people have shortened the terms of credit, shortened them so that by the time we get goods unpacked and marked the bill is due. Our business has become so large that we can no longer pay cash for goods and carry our customers' accounts to the end of the year. Our capital will not permit it and we are forced to adopt the cash system, that is cash or note. In special cases such as a person building, we will allow short credit, but in all cases accounts must be settled by cash or note every three months, viz., on the first days of April, July, October and January. Under no circumstances will this rule be violated.

When you have carefully considered this matter, do you think it is reasonable to expect a merchant to loan you goods for a year (which is the same as money) and receive no consideration for the same?

Possibly you have never asked credit at our store; in that case our terms will not interest you. It will interest you, however, to know that for 1904 we are planning for bigger business, better service, and, where possible, lower prices.

On January 1st we opened a new ledger. We want to close every account by the 15th. Enclosed find note at three months for the amount of your account, $....., bearing interest at 8 per cent. per annum. Kindly give this your prompt attention.

Again thanking you for past favors, and wishing you 366 days of good luck for 1904, I remain,

Respectfully yours,
D. BROCKLEBANK.

The argument that the shortening of credits by wholesalers and manufacturers necessitate quick collection of accounts by retailers than formerly is one that can and should be made by hardwaremen in every section of the country.

WAYLAND WILLIAMS.

MR. WAYLAND WILLIAMS, whose portrait we reproduce below, is is one of the latest additions to the ranks of the Montreal manufacturers' agents, but he is a man who scarcely needs any introduction to Montreal business circles, as for 12 years or more he has been favorably known throughout the city. Mr. Williams is now making an independent business venture after a record in postions of trust under large firms of which any man might be proud.

An Englishman by birth, Mr. Williams had five years' experience before coming to Canada with the Patent Nut and Bolt Company of Birmingham, now

Mr. Wayland Williams.

Guest, Keen & Nettlefolds. On coming to Canada, he was for some time in the service of the Grand Trunk Railway, with which he severed his connection to take the responsible position of secretary of the Laurie Engine Company, of Montreal. Mr. Williams has the good wishes of his former employers in his independent venture, and from them he holds letters of recommendation showing in what high esteem he is held by them.

Mr. Williams has been very fortunate in securing an agency from John Birch & Co., of London, England, one of the largest and enterprising firms for which London is noted. Our readers may remember a review in these columns last September of the magnificently illustrated catalogue issued by this firm, one of the finest ever published. John Birch & Co. have been in business for more than 25 years as buyers on commission and merchants selling on firm offer, engineering materials, supplies and stores, machinery, tinplates, Canada plates, pig iron, steel, wire etc. They export largely to India, China, Japan, Australia, South Africa, and have also a well established connection in Canada, buying for many Canadian firms.

Mr. Williams has secured offices at 26 St. Sacrament street, Montreal, and is now open for business. He would be pleased to secure agencies for Canadian and American manufacturers as well as English. In addition to the firm of John Birch & Co., Mr. Williams also represents the following firms:

Morrison & Ingram, Manchester England, sanitary engineers.

Roberts Patent Filling Machine Company, Bolton, England, filling machines.

Omega Odourless Gas Stove Co., Bristol, England, Omega Odourless Stoves.

A. Savy Jean—Jean & Co., Paris France, soap making and pharmaceutical machines.

Geo. Campbell, London, England, general merchant.

Allen & Son, Sheffield, England, cutlery and electroplates.

Mosely's cutlery, Sheffield, England.

A. C. Wells & Co., London, England, unbreakable industrial lamps, oil filters, painting machines, lime and color washing machines.

Imperial Tea Strainer Company, Montreal, "Never Drip a Drop" tea strainer. And some others.

Mr. Williams is also concluding arrangements to take an agency for Ad. Arbenz, of Lousanne, Switzerland, "Mandarin" razors.

INQUIRIES FOR CANADIAN TRADE

THE following were among the recent inquiries relating to Canadian trade received at the Canadian Government office in London:

1. A London contractor and importer is looking out for Canadian supplies of hemlock or pine railway ties and maple and hickory skewers.

2. A resident of Belfast claiming to have a good connection with the wholesale and retail trades in the North of Ireland, has requested to be furnished with names of Canadian exporters of bacon, cheese and butter.

3. A firm of manufacturers and publishers of chromo almanacs, show cards, etc., desires to hear from wholesale printers and stationers in Canada likely to take up their goods.

4. Inquiry is made respecting the possibility of opening up a trade with Canada in writing inks and a pure rice starch.

5. A West of England firm of brush manufacturers and dealers in woodenware are seeking supplies of broom and fork handles in basswood. They also import washing boards, clothes pegs and other similar woodenware.

6. A Belfast firm would like to correspond with Canadian exporters of produce, fruit, cheese, hams, canned goods, etc., with a view to selling these goods on commission among buyers in Ireland where a large and safe trade is to be done.

7. A well-known firm of glue manufacturers wish to get into touch with Canadian buyers of this article.

[The names of those making inquiries may be obtained from the Editor of THE CANADIAN GROCER.]

MARKETS AND MARKET NOTES

QUEBEC MARKETS.

Montreal, January 15, 1904.

Hardware.

THE weekly round of the wholesale establishments of Montreal shows that trade has not yet emerged from the stagnation of the holiday season. The travellers are all on the road again but as yet they have not succeeded in sending in many new orders. This is ascribed to the fact that numbers of retailers—perhaps the majority—are still stock taking and until this operation is concluded not much business can be expected. The most important price change since last issue is a drop of 15 cents per keg on cut nails, which are now quoted at $2.30 per keg, f.o.b. Montreal. Wire nails remain unchanged. There has been an increased business in barb and galvanized wire since the price changes recorded in our last issue were announced. Numerous orders for forward delivery have been booked during the last 10 days. It is stated on what seems to be good authority that there are now no American bolts and nuts being offered on this market. The better feeling across the line coupled with the higher discounts on Canadian made bolts has shut out American competition. In cordage, the chief interest seems to centre around all cotton goods. No further changes are reported this week, but prices as quoted are very firm. It is stated that Canadian manufacturers will not make this year any cheap two-ply half-inch and three-quarter-inch rubber hose. Supplies of this grade in the hands of the jobbers are not very large and it will be difficult to obtain this season. The cheapest will be the 3-ply in half-inch and three-quarter-inch hose. A special brand of this is being put on the market at 75 and 10 per cent. off list. Other grades will be firm, 10 to 15 per cent. higher than last year.

Spring Hinges—Trade is now opening up nicely, good orders being booked for forward delivery. Prices for this season are as follows: No. 5, $17.25 per gross; No. 10, $18 per gross; No. 20, $10.50; No. 120, $20; No. 51, $9.25; No. 50, $27.50.

Wire Nails—No change was made last week in the price of wire nails. Trade is now very quiet, there being nothing doing except an occasional sorting order which is filled out of stock. The local mills are all closed down for stock taking and repairs to machinery. We again quote as follows: $2.40 per keg in carlots, and $2.45 per keg in small lots f.o.b. Gananoque, Montreal, London, Hamilton, Toronto, Brantford, Windsor, Ont., and St. John.

Cut Nails—A reduction of 15 cents per keg has been made since our last issue. It has been felt that in comparison with wire nails prices for cut nails were high. Trade is at present very quiet. The price is now $2.30 per keg f.o.b. Montreal.

Fence Staples—A few orders are being booked for forward delivery, but trade has not yet opened out to any great extent. The outlook for 1904 business is considered very satisfactory, particularly in Manitoba and the Northwest where more attention is now being paid to fencing and where it is expected that large sales will be made during 1904. We quote the following prices: $3 per 100-lb. keg for galvanized, and $2.80 for bright; 25 to 50-lb. packages, 25c extra.

Pressed Spikes—The discount is 25 per cent.

Horsenails—There is very little activity at present. Prices are unchanged and we again quote the following discounts: "M" brand, "Oval" and "New City" heads, 55 per cent.; "Countersunk" heads, 55 per cent.; "C" brand, 40, 10 and 7 1-2 per cent. off; "Monarch," 50 and 7 1-2 per cent. and "Peerless," 50 per cent.

Horseshoes—There is nothing of interest to note this week. Trade is quiet. We again quote as follows: Iron shoes, light and medium pattern, No. 2 and larger, $3.65; No. 1 and smaller, $3.90; snow pattern, No. 2 and larger, $3.90; No. 1 and smaller, $4.15; light steel shoes, No. 2 and larger, $3.80; No. 1 and smaller, $4.05; featherweight, all sizes, 0 to 4, $5.35; toe weight, all sizes, 1 to 4, $6.60. Shoes more than one size in a keg, 10c. per keg extra f.ob. Montreal onlv.

Sleighbells—A few sorting orders are still being received, but trade is quiet after the rush which preceded the holidays. We quote as follows: Back straps, 30c. to $2 each; body straps, 70c. to $2.50 each; shaft gongs, 2 bells, 20c.; 3 bells, 35 to 60c.; 4 bells, 55c. to $3 each; brass team bells, No. 1, $1.90 per dozen; No. 2, $2.40 per dozen; No. 3, $2.70 per dozen; No. 4, $3.70 per dozen; No. 5, $4.65 per dozen; York eye bells, No. 10, $1.35 per dozen; No. 12, $1.65; No. 14, $1.90; saddle gongs, $1.10 to $3 each.

Skates—There is now little activity in the wholesale trade. Except for a few sorting orders there is nothing doing in skates at present. A number of sizes have been almost entirely sold out and are difficult to obtain. Our quotations are as follows: Halifax pattern, 37c. per pair; nickel-plated, 65c.: ladies' nickel-plated, 55c. to $1.25; ladies' concave nickel-plated, $1.45; plain hockey, 27c to $1.35; nickel-plated hockey, 60c. to $2.50; double end hockey, $1.65 to $3. Skate straps, 70c. to $1.35.

Hockey Sticks—As in skates, wholesale business for the season of 1903-04 is now practically over. Although prices of all wooden goods are advancing, one or two houses have been offering special price concessions on their stock of hockey sticks in order to clear. Nominally prices are unchanged and we again quote the following prices: Best second-growth goalkeeper's, $3.80 per dozen; ash, $2.70; elm, $2.18; boys' elm, $1.10. Regulation pucks, $1.50 per dozen; boys', $1.15 per dozen.

Fire Shovels—Still in seasonable demand. We quote: No. 70, 39c. per dozen; No. 55, 55 to 82c. per dozen; No. 57, 82c. to $1.10 per dozen; No. 60, 70 to 88c. per dozen; No. 65, $1.10 to $1.23 per dozen; Duplex, No. 7, 96c. per doz.; No. 9, $1.20 per dozen; No. 11, $1.54 per dozen.

Snow Shovels—In seasonable request at unchanged prices. We quote the following prices: "Habitant," $2.50 to $2.75 per dozen; "Victor," 30 per cent. off: steel railroad shovels, 45 per cent. off.

Screen Wire Cloth—Orders are now being booked freely for forward delivery at the advance noted in our last issue. The price is $1.50 per 100 square feet, an advance of 7 1-2 cents on the price first announced.

Rubber Hose—A few inquiries are reported this week. It is stated that the general range of prices for 1904 will be from 10 to 15 per cent. in advance of the prices which obtained last year. Cheap rubber hose (2-ply) 1-2-inch and 3-4-inch will not be made this season by the Canadian manufacturers. The cheapest kind made this year will be the 3-ply in 1-2-inch and 3-4-inch sizes. A special brand of this quality is being offered at 75 and 10 per cent. off list.

Galvanized Coil Spring Wire—A fair business is reported this week at the following prices: Nos. 6, 7 and 8, $3.20; No. 9, $2.70; No. 10, $3.30; No. 11, $3.35; No. 12, $2.95; No. 13, $3.10. Car lots 5 cents less. Freight prepaid in less than car lots to extent of 25 cents and in car lots to extent of 20 cents. For following factory points freight is equalized: Montreal, Hamilton, London, Welland, Windsor, Stratford.

Galvanized Wire—The reduction of 5 cents noted in our last issue has made conditions more settled and has been followed by the booking of a few orders during this week. It is expected that from now on trade will be brisker. We quote: No. 5, $3.65; Nos. 6, 7 and 8, $3.10; No. 9, $2.45; No. 10, $3.15; No. 11, $3.20; No. 12, $2.60; No. 13, $2.70; No. 14, $3.70. In carlots f.o.b. Cleveland, No. 5, $2.15; Nos. 6, 7, 8 and

9, $2.10; No. 10, $2.15; No. 11, $2.20; No. 12. $2.25; No. 13, $2.35; No. 14, $2.45. In less than carlots, 12 1-2c. extra per 100 lbs. will be charged.

Barb Wire—The above remarks apply also to barb wire, a few good orders for which have been booked for forward delivery since the announcement of new prices. Prospects are bright for a brisk trade during 1904 in Manitoba and the Northwest. We quote as follows: $2.75 per 100 lbs. f.ob. Montreal and $2.50 f.o.b. Cleveland. Carlots of 15 tons, $2.40 f.o.b. Cleveland.

Smooth Steel Wire—There is nothing new to report this week. Prices are unchanged and we again quote as follows: Bright and annealed, $2.50 per 100 lb. f.o.b. Montreal, Toronto, Halifax, London, Hamilton and St. John. Net extras per 100 lb. are now as follows: Coppered wire, 60c.; tinned wire, $2; oiling, 10c.; spring wire, $1.25; best steel wire, 75c.; bright soft-drawn, 15c.; hay-baling wire, 20 to 25c.

Fine Steel Wire—Trade is quiet at present. The discount continues 25 per cent. with net extras as follows: 1 and 2-lb. hanks, 25c. per 100 lb.; 1-2-lb. hanks, 37 1-2c., and 1-4-lb. hanks, 50c.

Brass Wire—Business is fair at unchanged discount, viz., 60 per cent.

Copper Wire—Business fair: discount 60 per cent.

Rivets and Burrs—In rivets and burrs there is now little or no activity and the market is without any features of special interest. We again quote the following discounts: Best iron rivets, section carriage and wagon box, black rivets, tinned do., coopers' rivets and tinned swede rivets, 60 and 10 per cent.; swedes iron burrs are quoted at 55 per cent. off; copper rivets with the usual proportion of burrs, 45 per cent. off and coppered iron rivets and burrs, in 5-lb. carton boxes are quoted at 60 and 10 per cent. off list.

Bolts and Nuts—It is stated on good authority that there are now no American bolts and nuts offering on this market. Prices were not interfered with at the meeting of the bolt manufacturers held in Toronto last week and we again quote the following discounts: Carriage bolts, common ($1.00) list, 3-16 and 1-4 diameter, 60 per cent.; carriage bolts, common ($1.00) list, 5-16 and 3-8 diameter, 55 and 5 per cent.; carriage bolts, common ($1.00) list, 7-16 diameter and up, 55 per cent.; carriage bolts, full square ($2.40) list, 60 per cent.; carriage bolts, Norway iron ($3.00) list, 60 per cent.; machine bolts, 3-8 diameter and under, 60 per cent.; machine bolts, 7-16 diameter and larger, 55 and 5 per cent.; plow bolts, 55 and 5 per cent.; blank bolts, 55 and 5 per cent.; bolt ends, 55 and 5 per cent.; sleigh shoe bolts, 70 per cent.; coach screws, cone point, 70 per cent.; nuts, square, all sizes, 4c. per lb. off; nuts, hexagon, all sizes, 4 1-4c. per lb. off.

Washers, 45 per cent. off.

Cutlery—Trade is confined almost entirely this week to sorting orders.

Screws—We quote the following discounts: Round head bright, $82 1-2 per cent.; flat head bright, 87 1-2 per cent.; brass, round head, 75 per cent.; brass, flat head, 80 per cent.

Shot—Trade is dull and there is nothing to note. We again quote: Ordinary drop shot, A.A.A. to dust, $6.50 per 100 lb.; chilled, Nos. 1 to 10, $7 per 100 lb.; buck and seal, $7.50 per 100 lb.; ball, $8 per 100 lb. Trade discount 17 1-2 per cent. f.o.b Montreal, Toronto, Hamilton, London, St. John, N.B., and Halifax.

Lanterns—We quote as follows: Lift, hinged or tilt, $4 to $4.25 per doz.; cold blast No. 2, $7 to $7.50; painted dashboard, $6.50 to $6.75; plain dashboard, $6 to $6.25; searchlight, $20 to $24 doz.; brass cold blast, small, $9.75 to $10.

Cordage—In cordage the feature of interest is the continued strength of all cotton goods. There has been no actual advance since our last issue, but prices are very firmly maintained at the high figures quoted below. Manila hemp is being firmly held and prices of rope are well maintained. We quote: Pure manila, 14 1-2c.; British pure manila, 12c.; sisal, 11 1-2c.; double lathyarn, 11c.; single lathyarn, 10 1-2c.; Russian tarred spunyarn 13 1-2c.; jute rope, 3-8-in. in diam. and upwards, 9c.; cotton rope, 21c.; cotton twine, 20 and 23c. for 3 and 4 ply. Cotton bedcord, 90c. to $1.70, according to length. Sash cord 29c.

Building Paper—Trade is very quiet at present. We again quote: Tarred felt, $1.85 per 100 lb.; 2-ply ready roofing, 90c. per roll; 3-ply, $1.15 per roll; carpet felt, $2.25 per 100 lb.; dry sheathing, 40c per roll; tar sheathing, 50c. per roll: dry fibre, 55c. per roll: tarred fibre, 65c. per roll; O.K. and I.X.L., 70c per roll; heavy straw and sheathing, $35 per ton: slaters' felt, 65c. per roll.

Cement—Trade is absolutely dead this week and no immediate improvement is expected. We quote the following prices: Canadian cement, $1.90 to $2.25: German, $2.25 to $2.40: English, $2.15 to $2.25; Belgian, $1.70 to $1.95 per bbl., ex store, and American, $2.20 to $2.40 ex-cars.

Firebricks—Trade continues very disappointing. Prices are unchanged, English being quoted at $16 to $22 per 1,000, and Scotch at $17 to $22.

Plumbing Goods.

The feature of the supply trade during the last three weeks has been the brisk demand for iron pipe. Unless another cold snap develops trade is likely to be quiet for a few weeks.

Lead Pipe—A good average trade is reported this week at firm and unchanged prices. Composition and waste are selling at 8c. and ordinary at 7c. The discount is 35 per cent.

Iron Pipe—As noted above, iron pipe has been in particularly good demand during the last three weeks. Prices are unchanged and we again quote as follows subject to discounts of as much as 10 per cent. in some instances for good business: Standard pipe, per 100 feet, in lengths under 19 feet—black, 1-8-in., $2.30; 1-4-in., $2.30; 3-8-in., $2.55; 1-2-in., $2.85; 3-4-in., $3.65; 1-in., $5.20; 1 1-4-in., $7.35; 1 1-2-in., $8.95; 2-in., $12.55. Galvanized—1-4-in., $3.20; 3-8-in., $3.45; 1-2-in., $3.90; 3-4-in., $5; 1-in., $7.20; 1 1-4-in., $10.05; 1 1-2-in., $12.20; 2-in., $16.85. Extra heavy pipe, plain ends, are quoted per 100 feet as follows: Black, 1-2-in., $4.20: 3-4-in., $5.25; 1-in., $7.55; 1 1-4-in., $10.55; 1 1-2-in., $12.75; 2-in., $17.60. Galvanized—1-2 in., $5.20; 3-4-in., $6.65; 1-in., $9.55; 1 1-4-in., $13.25; 1 1-2-in., $16; 2-in., $21.

Soil Pipe and Fittings—In steady request at the following unchanged discounts from the list prices: Light soil pipe, 3 to 6-in., 50 and 10 per cent.; medium and extra heavy soil pipe, 2 and 6-in., 60 per cent.; extra heavy soil pipe, 8-in., 45 per cent. Light fittings, 2 to 6-in., 50 and 10 per cent.; medium and extra heavy fittings, 2 to 6-in., 60 and 5 per cent.; extra heavy fittings 8-in., 45 per cent.

Solder—In sympathy with the strong tin market solder is very firmly held at prices noted in last issue. We quote: Wire solder, 18c; bar, 17 1-2c.

METALS.

Apart from some special sales of Canada Plates, business this week has continued on the quiet side. Buyers have not become anxious to load up with new stock with the change of calendars. There are a number of inquiries for galvanized iron and some large sales are expected soon. Buyers are continuing to make offers which are not agreeable to sellers. Tin is still very firmly held, but no advance has been made over last week's quotations.

Pig Iron—The market continues very quiet and in the absence of much actual business it is hard to quote with exactitude. We quote as follows: Summerlee, $19.25 to $19.75; Carron, No. 1, $21; do., No. 3, $18.50 to $19; Middlesboro', No. 3, $17 to $17.50; Ayersome, No. 1, $20; do., No. 3, $19.40.

Bar Iron—Merchants' bar is selling at $1.85; horseshoe iron $2.10; forged iron $2.05.

Black Sheets—Actual business this week has been very light, but prospects seem good for an active trade later on. We again quote as follows: 28 gauge, $4.25; 26 gauge, $2.40; 22 to 24 gauge, $2.35; 18 to 20 gauge, $2.30, and 8 to 10 gauge, $2.40.

Galvanized Iron—Numerous inquiries are reported this week and although actual business is slack at present good sales are expected to be made very soon. We again quote as follows: Gorbal's "Best Best," $4.30; 28 Queen's Head, $4.30; Apollo, 10 3-4 oz., $4.30; Fleur-de-Lis, $4; Comet, $4; Bell brand, $4. In less than case lots 25c. extra.

Tinplates In sympathy with the increasing strength of tin, tinplates are

very firmly held. A few small sales were made this week. We quote generally: Cokes, $3.75; and charcoals, $4.

Ingot Tin—The market continues very firm, but no advance has been made on last week's quotations. We quote 32 to 33c.

Terne Plates—Terne plates are a trifle cheaper for import, but no change has been made on quotations from stock. Prices range from $6.75 to $7.

Coil Chains—We again quote No. 6, 10c.; No. 5, 9c.; No. 4, 8 1-2c.; No. 3, 7c.; 1-4-in., $6.10; 5-16-inch, $4.70; 3-8-in., $4; 7-16-in., $3.80; 1-2-in., $3.70; 9-16-in., $3.55; 5-8-in., $3.35; 3-4-in., $3.30; 7-8-in., $3.25; and 1-in., $3.20, with 10c allowance on carlots.

Canada Plates—A number of large sales have been made during the week. We quote: 52s., $2.30; 60s., $2.40; 75s., $2.55; full polished, $3.60, and galvanized, $4 to $4.10; galvanized 60s., $4.25 to $4.35.

Steel—Business is only fair. We quote: Sleighshoe, $1.95 to $2; tire, $2 to $2.10; spring, $2.75 to $3; reeled machinery, $2.75 to $3; toe calk, $2.60; machinery (iron finish) $2.50; square harrow, $2.50.

Tool Steel—A satisfactory volume of business is passing at the following unchanged prices: Black Diamond, 8 to 9c.; Sanderson's, 8 to 9c., according to the grade; Jessop's, 13c.; Jonas & Colver's, 10 to 20c; "Air Hardening," 50 to 65c. per lb.; Conqueror, 7 1-4c.

Ingot Copper—The market continues very firm, but last week's quotations still obtain. We quote: $13.50 to $13.75 per 100 lbs.

Pig Lead—Quoted at $3.20 to $3.30.

Sheet Zinc—Business is fairly active at steady prices. We quote $6.15 to $6.25 for cask lots; smaller quantities, $6.50.

Zinc Spelter—The price is 6c.

Scrap Metals—Business is still in a state of stagnation. There are no changes and we again quote as follows: Heavy copper and wire, 9 1-2 to 10c per lb.; light copper 10c.; heavy red brass, 10c.; heavy yellow, 8 1-2c.; light brass, 5 1-2c.; lead, 2 1-4 to 2 1-2c.; zinc, 2 3-4 to 3c.; iron, No. 1 wrought, $11 to $12; machinery scrap, $13 to $15; stove plate, $12; mallable and steel, $6; mixed country rags, 60 to 70c. per 100 lb.; old rubbers 6 to 6 1-2c. per lb.

Ashes.

The demand is good and prices have been slightly advanced. Supplies are light. There are no pearls on the market and prices for same are purely nominal. The export demand is said to be good. We quote:

First pots, per cwt	5 00	6 10
Seconds	5 65	5 70
Pearls, per 100 lb	7 00	7 25

Hides.

There is no change in the situation since our last report. Receipts from the country are lighter than before the holiday season and the market is generally reported quiet. We quote:

No. 1 beef hides	0 08	0 08½
No. 2 "	0 07	0 07½
No. 3 "	0 06	0 06½
Lambskins		0 75
No. 1 calfskins		0 10
No. 2 "		0 08

ONTARIO MARKETS.

Toronto, January 16, 1904.

Hardware.

"BUSINESS is particularly good," stated a leading wholesale dealer this week. "The chief feature of this situation is the fact that indications point toward stiffer prices. This talk of the competition of American goods is hard to understand as there is really not more of this competition than has been the case for some time." Generally speaking the above represents the opinion of the trade. In some lines competition has been especially keen but on the whole the prospects are favorable. Orders for future delivery are coming in nicely, those from the West being of large volume. The skate trade is practically done, but there is still an excellent movement of snow shovels, occasioned to a large degree by the heavy snow fall. Cordage prices seem to have gone crazy, another advance of 2c. in sash cord being noted this week. Prices on axes are now "open" and lower prices are predicted. The only change other than this is in Scotch firebricks, which have been reduced 2c., making the price the same as English.

Screen Wire Cloth—Orders are coming in fairly well at the new prices, $1.50 per 100 square feet.

Spring Hinges—A fair business is doing at the new prices, which are steady as follows: No. 5, $17.25 per gross; No. 10, $18 per gross; No. 20, $10.50; No. 120, $20; No. 51, $9.25; No. 50, $27.50.

Galvanized Wire—Orders are coming in as well as usual for delivery up to May 1. Practically nothing is doing for immediate requirements. Prices are now steady as follows: No. 5, $3.65; Nos. 6, 7 and 8, $3.10; No. 9, $2.45; No. 10, $3.15; No. 11, $3.20; No. 12, $2.60; No. 13, $2.70; No. 14, $3.70. In carlots f.o.b. Cleveland, No. 5, $2.15; Nos. 6, 7, 8, and 9, $2.10; No. 10, $2.15; No. 11, $2.20; No. 12, $2.25; No. 13, $2.35; No. 14, $2.45. In less than carlots, 12 1-2c. per 100 lbs. extra charged.

Barb Wire—A fair business for later shipments is reported with prices steady since last week's decline of 5c. We now quote as follows: $2.75 per 100 lbs. f.o.b. Toronto, and $2.50 f.o.b. Cleveland. Carlots of 15 tons, $2.40 f.o.b. Cleveland.

Coiled Spring Wire—The proportion of this wire selling is large again this year. Prices are now as follows: No. 9, $2.70 per 100 lbs. f.o.b. Cleveland, freights equalized with factory points at Hamilton, London, Welland or Windsor and allowance to other points up to 25c.; carlots, $2.65, freight allowance to 20c.

Wire and Cut Nails—There is a small movement from stock. Orders for later delivery are large. Quotations being made for delivery up to May 1, but not for delivery later than that date. The base prices for ordinary lots are $2.45 per keg f.o.b. Toronto.

Screws—No change is reported in this line. A fair business has been done. We quote: Flat head bright, 87 1-2 per cent. discount; round head bright 82 1-2 per cent.; flat head brass, 80 per cent.; round head brass, 75 per cent.; round head bronze, 70 per cent.; flat head bronze, 75 per cent.

Rivets and Burrs—Business is improving at steady prices. Our quotations are: Iron rivets, 60 and 10 per cent. discount; iron burrs, 55 per cent.; copper rivets, with usual proportion of burrs, 45 per cent.

Bolts and Nuts—The Canadian manufacturers seem to have a clear field, as United States competition is now practically nil. We quote as follows: Carriage bolts, common ($1 list), 3-16 and 1-4-in., 60 per cent.; 5-16 and 3-8-in., 55 and 5 per cent.; 7-16 and up, 55 per cent.; carriage bolts, full square ($2.40 list), 60 per cent.; carriage bolts, Norway iron ($3 list), 60 per cent.; machine bolts, 3-8 and less, 60 per cent.; 7-16 and up, 55 and 5 per cent.; coach screws, cone points, 66 2-3 and 10 per cent.

Cordage—Cotton prices continue to boom upwards and Canadian manufacturers of cotton cordage are keeping prices away up. Sash cord is 2c. higher this week. We quote as follows: Pure manila, 14 1-2c.; British pure manila, 12c.; sisal, 11 1-2c.; double lathyarn, 11 1-2c.; single lathyarn, 11c.; double shinglevarn, 11 1-2c.; single shinglevarn, 11c.; sashcord "Hercules," 30 to 32c.; "Star," 38 to 40c.; cotton rope, 3-16-in. and up, 20 1-2 to 22c.; 5-32-in., 25 to 27c.; 1-8-in., 25 to 28c.; cotton twine, 3-ply, 22 to 24c.; 4-ply, 26 to 28c.

Skates—The season is about over and stocks are pretty well cleared out.

Harness—A particularly good demand for sleighbells and horse robes is reported, at steady prices.

Snow Shovels—An excellent demand has been caused by the heavy snowfall, particularly in the stronger, heavier shovels.

Woodenware—But a slight demand. Prices are unchanged as follows: We quote per dozen: Washboards, Victor $1.35; Crown, $1.45; Improved Globe, $1.60; Standard Globe, $1.70; Original solid Globe, $2; Superior Solid Back Globe, $2.15; Jubilee, $2.10; Pony, 95c.; Dominion King (glass), $3.10. Tubs, No. 0, $10.50; No. 1, $8.50; No. 2, $7.50; No. 3, $6.50. Pails, No. 1, 2 hoops, $1.75 and $1.90.

Building Paper—The market in building paper continues quiet this week. Our quotations are: Tarred felt, $1.85 per 100 lb.; 2-ply ready roofing, 90c. per roll; 3-ply, $1.15 per roll; carpet felt, $2.25 per 100 lb.; dry sheathing, 40c. per roll; tar sheathing, 50c. per roll; dry fibre, 55c. per roll; tarred fibre, 65c. per roll; O.K. and I.X.L., 70c. per

roll; heavy straw and sheathing, $35 per ton; slaters' felt, 60c. per roll.

Cement—Cement is quiet with last week's prices unchanged. We quote: Canadian Portland at $2.05 to $2.65 Toronto, and $1.65 to $1.90 at the works; American Portland, $2 Toronto.

Firebricks—There is an active trade. Prices of Scotch are 2c. lower than a week ago. This brings the quotations on both English and Scotch to 28 to 33c.

PLUMBING GOODS.

Business is quiet as usual at this season. Last week's prices continue unchanged. Our quotations are:

Lead Pipe—The market in lead pipe is dull. We quote the following prices: Lead, 7c.; lead waste pipe, 8c.; discount 35 per cent.

Soil Pipe and Fittings—Trade is steady but quiet. Our quotations are as follows: Light soil pipe, 45 and 5 per cent.; light soil pipe fittings, 50 and 5 per cent; medium and extra heavy pipe and fittings, 55 and 5 per cent.; 7 and 8-in. pipe, 40 and 5 per cent.

Iron Pipe Fittings--Business is fair We quote the following discounts: Malleable fittings, 15 per cent.; cast iron (not standard), 57 1-2 per cent.; headers, 52 1-2 per cent.; flanged unions, 52 1-2 per cent.; bushings and plugs, 57 1-2 per cent.; unions 55 per cent.; nipples, 2-in., 65 per cent.; nipples 2 1-2 to 6-in., inclusive, 60 per cent.

Copper Range Boilers—Trade is fair. Last week's discounts at 15 per cent. continue.

Brass Goods--Business in steamfitters' brass goods is fair with prices steady.

Iron Pipe—There is not much doing in iron pipe this week We quote f.o.b. Toronto as follows: 1-8-in., $3.25; 1-4-in., $2.30; 3-8-in., $2.55; 1-2-in., $2.85; 3-4-in., $3.65; 1-in., $5.20; 1 1-4-in., $7.35; 1 1-2-in., $8.95; 2-in., $12.55; 2 1-2-in., $19.25; 3-in., $22.75; 3 1-2-in., $28.75; 4-in., $35.25.

METALS.

The completion of stock taking by many manufacturers throughout the country has proved to be one of the most potent factors in creating a stronger tone in the Ontario metal market. A good year's profits have been disclosed by practically every balancing-up. So, as the indicatons warrant the belief that the volume of business in Canada will this year be fully up to the large volume of last year a more hopeful view of things is taken than was the case last year. Prices show no appreciable change but there is manifestly a stronger tone regarding most metals and particularly iron and steel, than has been the case for some time. The curtailment of production of pig iron in the United States has undoubtedly helped towards a stronger position in iron and iron products and the fact that many furnaces are again being started is an indication of the trend of opinion as to the future of the market.

Pig Iron—The Canadian market is steadier than it has been for some time

PORTLAND CEMENT
CANADIAN, ENGLISH, GERMAN and BELGIAN.
FIRE BRICKS, FIRE CLAY, ENAMELLED BRICKS, all colors. BUILDING BRICKS.
SEWER PIPES, CULVERT PIPES, WHEELBARROWS, FOUNDERS' and CONTRACTORS' SUPPLIES.
F. HYDE & CO.
31 WELLINGTON ST., MONTREAL

. . FULL STOCK . .
Salt Glazed Vitrified
SEWER PIPE
Double Strength Culvert Pipe a Specialty.
THE CANADIAN SEWER PIPE CO
HAMILTON, ONT. TORONTO, ONT.
ST. JOHNS, QUE

Deseronto Iron Co
LIMITED
DESERONTO, ONT.
Manufacturers of
CHARCOAL PIG IRON
BRAND "DESERONTO."
Especially adapted for Car Wheels, Malleable Castings, Boiler Tubes, Engine Cylinders, Hydraulic and other Machinery where great strength is required: Strong, High Silicon Iron, for Foundry Purposes.

"MIDLAND"
BRAND
Foundry Pig Iron.
Made from carefully selected Lake Superior Ores, with Connellsville Coke as Fuel, "Midland" will rival in quality and grading the very best of the imported brands.
Write for Price to Sales Agents
Drummond McCall & Co.
MONTREAL, QUE.
or to
Canada Iron Furnace Co.
MIDLAND, ONT. Limited

"DOMINION CROWN"
A guarantee of quality on
Bar and Hoop Iron,
Best Horseshoe Iron,
B.B. Charcoal Tinplates,
Polished Steel Sheets,
Polished Canadas, etc.
A. C. LESLIE & CO.
509-512 Merchants Bank Building,
MONTREAL.

Many a Dollar

can be brought into your Cash Box if you handle
McDougall Pumps
They are strong and will stand good hard service.
The sale of a McDougall Pump will lead to a lot more business.
SEND FOR CATALOGUE.
McDougall Pumps —Made in Canada
The R. McDougall Co., Limited Galt, Ont.

OAKEY'S 'WELLINGTON' KNIFE POLISH
The original and only Genuine preparation for Cleaning Cutlery 6d. and 1s Canisters.
JOHN OAKEY & SONS, LIMITED
MANUFACTURERS OF
Emery, Black Lead, Emery, Glass and Flint Cloths and Papers, etc.
Wellington Mills, London, England
Agent:
JOHN FORMAN, 644 Craig Street
MONTREAL

NOVA SCOTIA STEEL & COAL CO., Limited
NEW GLASGOW, N.S.
Manufacturers of
Ferrona Pig Iron
And SIEMENS MARTIN
OPEN HEARTH STEEL

RETURNED
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and while quotations show no change there is a better feeling owing to the stronger tone on outside markets. Prices are nominally $18.50 for No. 1 and $18 for No. 2.

Bar Iron—Competition is still keen. Our quotations are unchanged, but are nominal. Some dealers quoted higher for ordinary business. We quote: $1.80 f.o.b. Toronto for extras cut to length while rolling; 2 ft. and over, 10c. per 100 lb.; 1 ft. and under 2 ft., 15c.; under 1 ft. 20c., over 20 ft. by special agreement according to length and size.

Black Sheets—Prices are unchanged, a fair business doing. We quote: 10 to 16 gauge, $2.50; 18 to 20 gauge, $2.70; 22 to 24 gauge, $2.90; 30 gauge, $3.

Canada Plates—There is rather better movement, with prices steady. We quote: All dull, $2.50; half-polished, $2.60; and all-bright, $3.50.

Tin—A fairly good business has been prompted by the stiff market. An advance of $1 per 100 lbs. is noted on the local market, which change is a result of higher values on the larger markets. We now quote prices at $30.50 to $31.50.

Galvanized Sheets—A fair trade is doing at steady prices. We quote: Queen's Head, $4.25 to $4.50 for 28 gauge; American, $4.40 for 24 gauge; Bell brand, $4.25 for 28 gauge; Gordon Crown, $4.25 for 28 gauge.

Tinplates—A better feeling prevails, despite American competition. We quote as follows: Coke plates, bright, 14x20, $3.75; charcoal plates, $4.25.

Copper—There is a fair movement. Prices steady as follows: Ingot copper, $14, and sheet copper, $20 per 100 lbs.

Brass—There is a fair trade, with the discount steady at 15 per cent.

Lead—A considerable advance is reported at outside market, but local quotations are steady. We quote: $3.30 per 100 lb. for pig lead and $3.65 for bar lead.

Zinc Spelter—Prices show an upward tendency at primary market, but the local situation is unchanged at 6 to 6 1-2c. per lb.

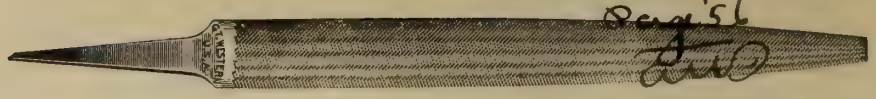
Zinc Sheets—The market is firm and a fair business doing. We quote: Cask lots, $6.75 to $7, and part casks, $7 to $7.25.

Solder—Good trade doing. Prices are still stiffening. We quote: Guaranteed half-and-half at 18c., and wiping, 17c.

Old Material—Trade is opening up fairly well and prices are firm. We quote: Heavy copper and wire, 10c. per lb.; light copper, 9c. per lb.; heavy red brass, 9 3-4c. per lb.; heavy yellow brass, 8c. per lb.; light brass, 5c. per lb.; lead, 2 1-4c. per lb.; scrap zinc, 3c. per lb.; iron, No. 1 wrought, $10.50; No. 2 wrought, $4; machinery cast scrap, $13 to $14; stoveplate, $10; malleable and steel, $4; old rubbers, 6 1-8c. per lb.; country mixed rags, 50c. per 100 lb.

Hides, Skins and Wool.

The market continues quiet this week, with last week's prices unchanged. Our quotations are:

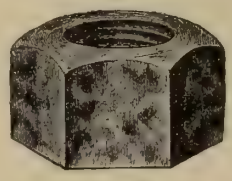


"GREAT-WESTERN" BRAND **FILES** Warranted.

These goods are used in the largest Saw Mills, Machine Shops and Foundries throughout the U.S. and Canada on account of their SUPERIOR QUALITY.

For sale in Canada by the following prominent Hardware Merchants:

J. H. Ashdown Hardware Co., Limited, Winnipeg.
Hickman, Tye Hardware Co., Limited, Victoria.
Chinic Hardware Co., Quebec.
McLennan, McFeely & Co., Limited, Vancouver.
L. H. Hebert, Montreal.
Black Bros. & Co., Halifax.



THE JOHN MORROW MACHINE SCREW COMPANY, Limited

Manufacturers of
Set and Cap Screws, Special Milled Work, Engine Studs Etc. Cold Punched Nuts of every variety of finish.
INGERSOLL, ONT.

NEW **RAILS** 12, 14, 16, 18, 20, 24, 30, 35 and 56 lbs. to the Yard—carried in STOCK for prompt shipment. TRACK REQUISITES.

Sessenwein Bros., 103 Shannon St. .. MONTREAL.

We invite inquiries for **STEEL RAILS,** BAR IRON, PIG IRON GALVANIZED IRON, CANADA PLATES, TINPLATES, WIRE ROPE (W. B. BROWN & CO.), CEMENT, FIREBRICKS, ORE BAGS, GRAIN BAGS, ETC.

C. F. JACKSON & CO., Limited, IMPORTERS and COMMISSION MERCHANTS
151 Hastings St. W., VANCOUVER, B.C., and LIVERPOOL, ENGLAND.

HIDES.

No. 1 green, per lb	0 07½
" 2 " "	0 06½
" 1 " steers, per lb	0 08
" 2 " "	0 07
Cured, per lb	0 08¼

CALFSKINS.

Veal skins, No. 1, 6 to 14 lb. inclusive	0 09
" " " 2 " " "	0 07
" " " 1 15 to 20 lb "	0 08
" " " 2 " "	0 06
Deacons (dairies), each	0 60 0 70
Lamb and sheep skins	0 90

WOOL.

Unwashed wool, per lb	0 09 0 16
Fleece wool, "	0 16 0 17½
Pulled wools, super, per lb	0 17 0 19
" " extra "	0 20 0 21
Tallow, per lb	0 04½ 0 04¾

PITTSBURG METAL MARKET.

From the Iron Trade Review, Pittsburg, Jan. 14, 1904.

IN finished lines the iron and steel trade has improved decidedly in the past ten days, and the general situation is more encouraging than at any time in months. Specifications on old contracts, and new orders placed last week with the largest steel producers were heavier than during any similar period since last July, and this week thus far is showing a decided improvement over last. The largest tonnages booked are in iron and steel bars, while plates and structural material are not far behind. Wire nails and wire products are also in excellent demand, and an improvement in heavier lines is expected to follow the better condition in the lighter classes of material.

Manufacturers of steel bars are especially well pleased over the present situation. At a meeting of the association held at the Union Club in this city yesterday a number of manufacturers were in favor of making an advance of $1 per ton, but this was overruled by a slight majority. The bar iron situation has also stiffened up considerably. The largest producers will only quote 1.30c. Youngstown, on business for early delivery, and are not anxious to close for any extended delivery at this price. On Monday the American Steel and Wire Co., the Pittsburg Steel Co., and the wire and wire nail interests of Ironton, O., and Ashland, Ky., issued a new uniform price list, which carries an advance of

$1 a ton on wire nails and all wire products. For the past three or four months this market has been demoralized with the result that quotations dropped from $4 to $5 a ton from the last official prices announced by the American Steel and Wire Co. The new list bases all quotations f.o.b. Pittsburg. This is the first agreement on wire nails and wire products that has been entered into for some time, and while numerous small concerns are not included in the agreement, all of the large factors in the trade in competition with the American Steel and Wire Co. have agreed to maintain prices. On the other hand the cut nail manufacturers at a meeting held here last Thursday reduced both iron and steel cut nails 10 cents a keg. Foundry coke, strictly Connellsville, is quoted at $1.90 to $2, although producers of grades very low in sulphur are receiving as high as $2.15 and $2.25.

For Yourself

You choose reliability and endurance when it comes to building—

Choose the Same for Your Customers

Then you are certain of harmonious conditions and ever-increasing sales and prestige.
We make every conceivable need in

Sheet Metal Building Materials

Honest, capable goods that give the acme of artistic effect, as well as enduring reliability. With our lines in stock, you'll never have an apology to make to your customers.
Consider—these things count for much.

The Metallic Roofing Co., Limited

TORONTO MONTREAL WINNIPEG

NATURE AND THE AMERICAN IRONMONGER.

WE must recognize the lavish hand with which Nature prepared the way for our industrial triumphs, by accumulating along the southern and western shores of Lake Superior those vast beds of iron ore, which are not only the most extensive in the world, but are so placed that the labor of excavating and loading for shipment is practically nothing, says Scientific American. The ore, which is extremely rich, 60 per cent. of it being iron, lies practically at the surface of the ground; and it is so loose and friable that all that is necessary for its recovery is to run in a train of cars, set a steam shovel at work, and load the material directly onto the cars. This work has actually been done at the rate of 5,800 tons in ten hours, and this with the labor of but eight men at a cost of five cents only per ton for labor. The supply is enormous, a single corporation having recently estimated its holdings at 500,000,000 tons, valued at as many million dollars. These vast and easily-recovered supplies, however, would have a limited value, were there not available a proportionate supply of coking coal; and this has been provided with an equally lavish hand in the famous Connellsville district, where a single coke company on entering into one of the great industrial combinations of the past few years, stated that it owned 40,000 acres of coal lands in this region, and 11,000 coke ovens. Within easy reach of the coal district there are also large quarries of limestone, the third of the three constituents in the charge of a blast furnace.

BUSINESS CONDITIONS IN MANITOBA.

By Regular Correspondent, of "Hardware and Metal."

Office of "Hardware and Metal,"
Room 308 McIntyre Block,
Winnipeg, Jan. 11, 1904.

BUSINESS is quiet in all lines of hardware, and wholesale houses are busy taking stock and getting matters in trim for the Spring rush. Until stock-taking is completed there will be very few changes in the price-lists for staple lines of hardware.

So far as Spring requirements can be forecast at the present time the outlook is for a very heavy trade in all classes of building hardware, structural iron and builders' supplies generally.

Great interest has been excited throughout the province by the publication in The Free Press on Thursday, January 7, of a lengthy interview with Mr. Wm. Whyte, 2nd vice president and general western manager of the C.P.R., to the effect that if the combine, which is now known to exist between the manufacturers of lumber and the retail dealers' association, did not amend their ways and charge lower prices for this prime requisite of the new settler, the C.P.R. would open large mills in British Columbia and would sell lumber at lower figures through their various agencies. This statement raised a storm among the various dealers in the retail association, and there have been strong statements on both sides of the case, the retail dealers laying the whole blame of high prices and insufficient stocks on lack of transportation on the C.P.R. There have been transportation difficulties without doubt, but dealers outside the combine give some rather startling figures. For example, they state that during the past Summer they have gone into Washington territory, bought lumber at the ordinary lists prevailing to the jobbing trade, paid precisely the same freight as from Vancouver, paid $1 per M duty, and yet been able to lay the lumber down in Winnipeg for $3 less than the same class of lumber from British Columbia. The controversy is going merrily on and the people of the West are watching the outcome with much interest, as the cost of lumber and the possibility of getting a sufficient supply is a matter of the most vital importance to the incoming settlers, and will help or hinder immigration more than any other one factor.

* * *

The Union Bank, Winnipeg's first sky scraper, now in course of erection here, is to be of brick from Lac du Bonnet. This is the second large building to be erected of this particular native pressed brick, which is very handsome in appearance, and of a peculiar tone of pinky buff.

John McKechnie, head of The Vulcan Iron Works Co., was the recipient of a solid silver fruit service and smoker's companion during the holiday season from the men of the works. Mr. E. K. Barrett, of the same company, was also presented with a solid silver writing and cigar set.

* * *

Prices are fairly steady, except in bolts and nuts, in which some changes in discounts are noted. The list is now as follows:

Barbed wire, 100 lb	$3 15
Plain galvanized, 6 to 8	3 39
" 9	2 50
Plain galvanized, 10	3 50
" 12	3 10
" 13	3 20
" 14	3 90
" 15	4 45
" 16	4 60
Barbed wire, 100 lb	3 25
Plain twist	3 25
Staples	3 65

Oiled annealed wire	10	3 42
"	11	3 48
"	12	3 56
"	13	3 66
"	14	3 76
"	15	3 91

Annealed wires (unoiled) 10c. less.
Horsenails, 40 per cent. discount.

Horseshoes, iron, No. 0 to No 1	$4 75
No. 2 and larger	4 45
Snow shoes, No. 0 to No. 1	4 60
No. 2 and larger	4 45
Steel, No. 0 to No. 1	4 45
No. 2 and larger	4 20

Cut Nails—		Wire Nails—	
2d 1 in	$4 10	1 in	4 25
3d Fin. 1⅛ in	4 10	1⅛ in	4 20
3d 1¼ in	3 75	1¼ "	3 80
4d 1½ in	3 50	1½ "	3 60
5d 1¾ in	3 50	1¾ "	3 60
6d 2 in	3 40	2 "	3 50
8d 2½ in	3 25	2½ "	3 35
10d 3 in	3 20	3 "	3 30
20d 4 in	3 15	3½ "	3 25
30d 4½ in	3 10	4 "	3 20
40d 5 in	3 10	4½ "	3 20
50d 5½ in	3 10	5 "	3 20
60d 6 in	3 10	5½ "	3 20
		6 "	3 20

Bar iron (basis)	2 60
Swedish iron (basis)	4 75
Sleigh shoe steel	2 85
Spring steel	3 25
Machinery steel	3 50
Tool steel, Black Diamond, 100 lb	8 50
Jessop	13 00
Sheet iron, black, 10 to 16 gauge, 100 lb.	3 50
18 to 22 gauge	3 75
24 gauge	3 90
26 gauge	4 00
28 gauge	4 10
Galvanized Iron, Apollo, 16 gauge	4 00
18 and 20 gauge	4 00
22 and 24 gauge	4 25
26 gauge	4 25
28 gauge	4 50
30 gauge or 10¾ oz	4 75
Extra sheets, 36 in. wide an advance of 25 p.c. per 100 lb.	
Queen's Head, 24 gauge	4 25
26 gauge	4 50
28 "	4 75
Extra sheets, 36-in. wide, an advance of 25 p.c. per 100 lb.	
Genuine Russian, per lb	11
Imitation " "	07 to 08
Tinned, 24 gauge, 100 lb	8 00
26 gauge	8 50
Tinplate, IC charcoal, 20 x 28, box	10 00
" IX "	12 00
" IXX "	14 00
Ingot tin	35
Canada plate, 18 x 21, 18 x 24 and 20 x 28.	3 25
Canada plate, full polished	4 00
Sheet zinc, cask lots, 100 lb	7 50
Broken lots	8 00
Pig lead, 100 lb	5 50
Black iron pipe, ⅛ inch	3 30
" ¼ "	3 30
" ⅜ "	3 40
" ½ "	3 70
Black iron pipe, ¾ inch	4 35
" 1 "	6 25
" 1¼ "	8 70
" 1½ "	10 50
" 2 "	14 50
Rope, sisal, 7-16 and larger, basis	11 75
Manila, 7-16 and larger, basis	15 25
Lathyarn	11 25
Solder	20
Axes, chopping	$ 6 75 to 12 00
" double bitts	12 00 to 18 00
Bluestone	5 70
Screws, flat head, iron, bright	85 and 10 p.c.
Round " "	80 p.c.
Flat " brass	75 and 10 p.c.
Round " "	70 and 10 p.c.
Coach	70 p.c.
Bolts, carriage, 3-16 and ¼	60 p.c.
5-16 to ⅜	55 and 5 p.c.
7-16 and larger	55 p.c.
Machine bolts, ⅜ and smaller	60 p.c.
⅞ and larger	55 and 5 p.c.
Tire bolts	60 and 5 p.c.

Bolts, Sleigh shoe	65 p.c.
Plough	50 p.c.
Flat head stove	60 and 5 p.c.
Round head	60 and 5 p.c.
Elevator	60 p.c.
Square nuts	2½c. off list.
Rivets, iron	50 and 10 p.c.
Copper, No. 8	32
" No. 12	36
Coil chain, 3-16 inch	10½
" ¼ inch	8¼
" 5-16 inch	5½
" ⅜ inch	5¼
" 7-16 inch	5
" ½ to ¾ inch	4¾
Spades and shovels	40 and 5 p.c.
Harvest tools	60 p.c.
Axe handles, turned, s. g. hickory, doz.	$3 15
No. 1	1 90
No. 2	1 60
Octagon extra	2 30
No. 1	1 60
Files common	70 and 10 p.c.
Diamond	60 p.c.
Building paper:	
Anchor, plain	65c.
" tarred	70c.
Pure fibre, plain	65c.
" " tarred	80c.
Ammunition, cartridges, Dominion R.F.	50 p.c.
Dominion, C.F., pistol	30 p.c.
" military	15 p.c.
American R.F.	30 p.c.
C.F. pistol	5 p.c.
C.F. military	10 p.c. advance.
Loaded shells:	
Eley's soft, 12 gauge black	15 00
chilled, 12 gauge	16 50
soft, 10 gauge	19 50
chilled, 10 gauge	21 50
Shot, Ordinary, per 100 lb	6 20
Chilled	6 60
Powder, F.F., keg	4 75
F.F.G.	5 00
Tinware, pressed, retinned.	70 and 10 p.c.
" " plain	75 and 2½ p.c.
" pieced	
Japanned ware	37½ p.c.
Enamelled ware, white	45 p.c.
" Famous	50 and 10 p.c.
" Imperial	50 and 10 p.c.
Green Wire Cloth	1 50

PETROLEUM.

Water white American	27½c.
Prime white American	25½c.
Water white Canadian	25½c.
Prime white Canadian	24½c.

SCRAP.

No. 1 cast iron	$14 to 15
No. 2 "	7
Wrought iron scrap	5
Copper (heavy)	8½c. per lb.
Yellow brass (heavy)	7½c. "
Light brass	5c. to 6c. "
Lead pipe, or tea lead	2c. to 2½c. "
Zinc scrap	1c. "

PAINTS, OILS AND GLASS.

Turpentine, pure, in barrels	$ 0 90
Less than barrel lots	0 95
Linseed oil, raw	0 57
Boiled	0 60
Lubricating oils, Eldorado castor	0 28½
Eldorado engine	0 27½
Atlantic red	0 33½
Renown engine	0 42
Black oil	19½ to 21½
Cylinder oil (according to grade)	55 to 74
Harness oil	0 56
Neatsfoot oil	1 00
Steam refined oil	0 85
Sperm oil	2 00
Pure castor oil, first pressure	0 10
Lubricating oil	0 10

WINDOW GLASS.

Single break, up to 25 inches, $3.75; 26 to 40, $4; 41 to 50, $4.50; 51 to 60, $5; 61 to 70, $5.50, in 100-ft. boxes.

B. Beaulieu, general merchant, Ste. Helene, has made an assignment. V. E. Paradis, provisional guardian.

SUCCESSOR TO MR. KORB.

Mr. J. N. Hunter assumes charge this week of the advertising department of Lewis Bros. & Co., Montreal, following Mr. Theodore Korb, whose departure for Louisville was noted in our last issue. Mr. Korb is a hard man to follow, but Mr. Hunter is young, energetic and enthusiastic, and his friends have no doubt that he will achieve success in his new position.

INTERNATIONAL STOCK FOOD CO.

THE International Stock Food Co. who started in operation their Canadian manufacturing plant at Toronto a few months ago, have already won a wide connection throughout the Dominion. This firm are manufacturers of stock foods which are widely recognized for their practical value throughout Canada as well as the United States. In the Minneapolis headquarters of the concern is a model farm, one of the most famous in the world. In it several remarkable horses are kept, including Dan Patch, 1.56¼, champion harness horse of the world. These animals are all fed on the company's stock food. The International Stock Food Co. are large, shrewd advertisers, and use the farming journals, etc., to assist their agents in making their lines popular. A good feature of their advertising is the gratuitous distribution of literature to customers of any of their agents. Hardware dealers who are not in touch with this company should write at once to secure the agency for that town.

DUNDAS AXE WORKS.

THE Dundas Axe Works are known to practically all Canadian hardware merchants. In their catalogue this year they say: "The steel we now use enables us to make an axe that is hard without losing its toughness. A customer living in a region where hemlock is plentiful got a shantyman to try our axe on a hemlock knot, and reported that 'he could not mark the axe.' The shape of our axes for 1904 has been further improved and is now so perfect and so uniform that it is only necessary to get the weight the customer wants. It is not necessary to show a dozen or more to sell one. Our axes are known to lumbermen to be thoroughly reliable, each box containing 12 good axes. These axes are advertised in papers that reach the buyers of axes, the men you want to sell to, and they are going to ask you for them." It would be worth while writing for a copy of this catalogue, which contains cuts of their various brands.

BUSINESS CONDITIONS IN BRITISH COLUMBIA.

By Regular Correspondent of "Hardware and Metal."

IT has been something of a shock, to say the least of it, to learn from special despatches received from Winnipeg to-day, that the Canadian Pacific are seriously contemplating entering into competition in the lumber business with the mills now in existence. The authority of Vice-President W. Whyte, of the C.P.R., is quoted for the assertion, which is that the company will erect large and up-to-date sawmills and sell direct to the settlers through their agents unless the lumber "combine" and the retail dealers will reduce their prices and sell at a reasonable profit.

This statement, made in Winnipeg, is, of course, of vital importance here on the coast and in the interior of the province, where large mills are now numerous, and, many of them, like the coast mills, depend largely on the trade of Manitoba and the Northwest. The claim has been made right along by the lumbermen, that owing to increased cost of production and high freight rates the price of lumber cannot be lowered. An additional factor in the cost has been found in the somewhat increased timber dues and license fees fixed by the new land act af the British Columbia Government, passed at the session still in progress.

Prices of all grades of lumber have increased steadily for the past three years, so that even here on the coast, at the point of production, there has been at least 30 per cent. increase all round. The cost of building has almost become prohibitive in Vancouver, what with high price of lumber and very high scale of wages in all building trades.

A grievance the lumbermen have been claiming is that the free admission of lumber from the United States has militated against the trade. They have been working hard by every means to make such representations to the Dominion Government that a duty shall be levied on lumber from the United States at least equal to that which Canadian lumber has to pay entering the republic. They assert that hundreds of cars of lumber sold below cost have been dumped on the market of Manitoba and the Northwest during the last three months of the past year, with the effect that the market there was demoralized. They claim the United States lumbermen have followed this course rather than allow their overproduction to demoralize their own home market.

There is no question that the pronouncement of such a high official as Mr. Whyte will cause a sensation in the lumber trade, being so irreconcilably at variance from the emphatically expressed views held by the leading men in the trade. It will have a very serious effect on the general business interests of the coast in particular if any crisis is brought on by the stated intention of the C.P.R. There is not the least doubt that the mills would not hesitate a moment to close down to prove the justice of their claims. One leading mill manager said not long ago that he was very willing at any moment to permit any interested party to send in a force of expert accountants to make an examination of his books and report as to the profits in operation for the past year. The business had been good, and there was a large turnover, but the margin of profit had been small. He was ready, he said, to make this offer at any time.

At the time the statement was made, which was shortly before Christmas, the gentlemen in question was discussing the inequiatble conditions under the tariff on lumber, which the millmen here suffered from, being practically handicapped by a duty of $2 per thousand. Then there was no such move on the part of any person suggested. It will be interesting now to note if the millmen would be ready to allow Mr. Whyte to send in experts to go over their books and ascertain the amount of profit, if any, from operating the mills in 1903, which was a very favorable season, taken all round. The demand for lumber and shingles was fairly good, and the supply of cars by the C.P.R., especially in the latter part of the Summer, was better than formerly.

* * *

In connection with the lumber question, it is notable that at the present moment every mill in Vancouver has a very heavy stock of lumber on hand. It has been noted adversely during the past few weeks that it does not look well to see the lumber being piled up at such a rate. It is an indication that the demand is not so good as it was. Of course there is less being shipped to the Northwest in Winter than in the open season, and building falls off even here, where the season is open all the time, because there is too much rain to permit of steady work. There is a remarkable amount of building, even of new houses starting, still in hand for the season of the year, and there is every indication of greater activity than last season before long.

* * *

Two freight steamers, one last week, the Oanfa, of the China Mutual Line, and another this week, the Peleus, of The Ocean Steamship Co., have been discharging cargoes at British Columbia ports. The quantity of freight brought by each succeeding steamer of these lines is constantly increasing, and indications are that the business of sailing ships will be largely cut off, for general merchandise cargo at least. The whole of the trade in metals, iron, steel, both bar and sheet; and galvanized sheets, steel rope, fire bricks, glass, and many other lines of staples, has practically gone to the steamers, which have now been running regularly for the past year.

Both these lines, the China Mutual and The Ocean Steamship Co., are owned by Alfred Holt, of London, Eng., and his associates. The vessels are all of enormous carrying capacity, averaging something like 10,000 tons. The number of these steamers owned by the Holt syndicates is nearly 100, so that the connection is worldwide, the steamers covering every freight route on all the oceans of the globe. This past season the vessels have been able to get some return business from British Columbia ports by carrying out salmon for England, taking a large percentage of the 1903 pack. The carrying of special orders of lumber has also been undertaken, and in other ways there is promise of remunerative return traffic. Nearly every steamer has brought several hundred tons of cargo for the merchants of Victoria and Vancouver from the marts of England. A large quantity of materials for improvements at the Esquimalt navy yards, has been shipped during the past year by the British Admiralty on these steamers.

* * *

Whether it foreshadows an intention on the part of the C.P.R. to begin manufacture of coaches here or not, the statement is made that the company intends to make a test of the various valuable hardwoods from Australia for purposes of interior decoration. They are arranging for trial importations and will erect a storage warehouse near their shops on False Creek in this city for the purpose of receiving the timber. Already there has been considerable use made locally of the Australian woods for cabinet work and shop and office fittings. One variety in particular, the Australian red bean wood, is a very great favorite here. It takes a splendid polish on its natural color, which is a deep rich red. Other varieties have also been tried. The importation of Australian hard woods has been carried on here for a number of years, the direct steamship service between British Columbia and the Commonwealth making it very convenient.

* * *

Another C.P.R. announcement of interest this week, is the intention to begin the lighting of their passenger coaches with acetylene. The gas will be stored under pressure in tanks situated in the cars. To produce the gas a plant will be erected at the shops and carbide of calcium imported from the east.

* * *

The customs returns for Vancouver and Victoria manifest substantial progress during the past year. Vancouver's total imports increased from $5,615,014 to $6,071,064, and the revenue from all sources advanced from $1,264,416 to $1,552,287. The revenue at Victoria (from imports only) increased from $719,977 to $767,799. 6The total revenue at Victoria this year was $1,354,772.

Vancouver, B.C., Jan. 9, 1904.

PERSONAL MENTION.

Mr. J. Ernest Millen, of John Millen & Sons, Montreal, was in Toronto this week on business.

W. C. Webster & Son, Coaticook, Que., write: "We consider our money has been well invested in subscribing to "Hardware and Metal."

Mr. Henry J. Fuller, manager of The Fairbanks Co., Montreal, returned to that city on Wednesday from a short business trip to New York.

Mr. Jas. R. Kinghorn, general sales agent for The Montreal Rolling Mills Co., is seriously ill with typhoid fever at his home in Westmount. Much sympathy for him is expressed in Montreal business circles, as he had only recently returned to his desk after a long illness. "Hardware and Metal" wishes him a speedy recovery.

BROKER AND MANUFACTURERS' AGENT.

Geo. W. Weeks, formerly Weeks & Robson, has recently opened up for himself in Vancouver as a broker and manufacturers' agent, and is open to receive a few good agencies. Mr. Weeks has lived in Vancouver for about 15 years.

THE METROPOLITAN BANK

CAPITAL PAID UP - $1,000,000.00
RESERVE FUND - $1,000,000.00

DIRECTORS:

REV. R. H. WARDEN, D.D., - President.
S. J. MOORE, ESQ., - - Vice-President.
Chester D. Massey, Esq., - of Massey-Harris Co.
D. E. Thomson, Esq., K.C., - of Thomson, Lilley & Johnston.
His Honor W. Mortimer Clark, K.C., Lt.-Gov. Province of Ontario.

HEAD OFFICE, - TORONTO, ONT.

W. D. ROSS, General Manager.

SAVINGS BANK DEPARTMENT open at all Branches, and interest allowed at best current rates on deposits and added twice a year.

Statement of the Affairs of the Bank as at December 31st, 1903.

LIABILITIES

Capital Stock paid up		$1,000,000.00
Reserve Fund	$1,000,000.00	
Rebate on Bills Discounted	6,851.62	
Balance of Profit and Loss account carried forward	18,232.31	
		1,025,083.93
Notes of the Bank in circulation	$526,687.50	
Deposits not bearing interest	205,103.31	
Deposits bearing interest (including interest accrued to date)	735,021.84	
Deposits by other Banks in Canada	5,016.67	
		1,471,829.32
		$3,496,913.25

ASSETS

Specie and Dominion notes	$171,341.36	
Deposit with Dominion Government for security of note circulation	6,036.66	
Notes and cheques of other banks	100,517.38	
Balances due from other banks in Canada	297,610.20	
Balances due from agents in United Kingdom	20,731.28	
Balances due from agents in foreign countries	44,018.94	
Railway and other bonds, debentures and securities	316,226.66	
Call loans secured by bonds, debentures and stocks	647,833.74	
		$1,604,316.22
Current loans and discounts	$1,656,977.77	
Notes and bills overdue	1,139.05	
Bank premises, safes and office furniture	233,032.72	
Stationery, etc.	1,447.49	
		1,892,597.03
		$3,496,913.25

OFFICIAL TEXT OF C. I. F. DECISION.

WE were unable to obtain the text of this decision in time for publication in our last issue. A number of Montreal business men have expressed a desire to have a copy of the decision for reference. The full text of the decision is as follows:

SUPERIOR COURT.

Province of Quebec, District of Montreal.

The thirty-first day of December, 1903.

Present:

The Hon. Mr. Justice Trenholme.

The Canada Hardware Co., Limited, Montreal,
versus
Suren Hartmann & Co., London, England.

The court having heard the parties and their witnesses, examined the record and duly deliberated.

Seeing that no special or other agreed and thirty-nine dollars and ninety-seven cents which it alleges it suffered by defendants' failure to insure as they were bound to do, certain merchandise purchased by or from defendants under the contract with "cost, freight and insurance to Montreal" clause (plaintiff's exhibit No. 1) and which merchandise was damaged to the extent of said sum by salt water on the voyage which was a peril of the sea, against which defendants ought to have insured but did not, the only insurance effected thereon by the defendants being warranted free from particular average or partial loss, except in case of the vessel being stranded, sunk, burnt or in collision.

Seeing defendants plead that they furnished plaintiffs with the insurance agreed upon, and called for by said contract and which was the ordinary insurance, and the kind previously provided to plaintiffs and accepted by him, and further that plaintiff is too late in instituting its action.

Seeing that no special or toher agreement or usage is proved exempting defendants from effecting such insurance on said merchandise as the law alone required them to effect.

Seeing that no special or other agreeby them in effect only cost one-third the premium and only covered one-third the risk from ordinary perils of the sea, and was not such an insurance as said contract and the law called for.

Seeing that plaintiff has proved that said merchandise was damaged by a peril of the sea against which defendants were bound to insure the same.

Seeing that no special or other agreeplaintiffs from defendants' failure to effectually insure said merchandise, as they were bound to do, that the plaintiff hath failed to satisfactorily prove that it hath incurred the loss of nine hundred and three dollars and eighteen cents, claimed by it in the first shipment of said merchandise, but hath proved the loss of two hundred and sixty-three dollars and twelve cents, and one hundred and seventy-two dollars and ninety-seven cents, on the second and third shipments, making together four hundred and thirty-six dollars and nine cents.

Seeing that plaintiff hath proved the material allegations of its declaration to the extent of four hundred and thirty-six dollars and nine cents, and the defendants having failed to prove their defence.

Doth reject defendants' plea, and maintain plaintiff's action, and condems defendants to pay and satisfy to plaintiff the said sum of four hundred and thirty-six dollars and nine cents, with interest thereon from the twentieth of October, 1902, and costs. And the court doth reserve to plaintiff its right and recourse against defendants for all loss on said first shipment, should plaintiff's purchaser thereof make good a claim therefor against plaintiff, or should plaintiff satisfactorily and legally establish that it has really suffered a legal loss on said first shipment in consequence of defendants' said failure to insure the same.

TAXING TRADE CATALOGUES.

I am glad to see that the manufacturers' section of the London Chamber of Commerce at their last meeting called attention to the foolish and unfair practice of the Dominion and various colonial Governments in levying an import duty on trade catalogues sent from this country for circulation in our oversea possessions. A strongly worded resolution was unanimously adopted, calling upon the Home Government to bring the matter to the notice of the colonial authorities, with a view of securing the admission of catalogues and circulars duty free when sent in single copies to addressees in Canada, Australia, and elsewhere. That catalogues and books sent through the post should be taxed by an old-fashioned country like Spain is not greatly to be wondered at, but that go-ahead Governments like those of our colonies should descend to such extraordinary tactics is surely passing strange.—The Ironmonger.

CONDENSED OR "WANT" ADVERTISEMENTS.

Advertisements under this heading, 2c. a word first insertion; 1c. a word each subsequent insertion.

Contractions count as one word, but five figures (as $1.000) are allowed as one word.

Cash remittance to cover cost **must** accompany all advertisements. **In no case** can this rule be overlooked. Advertisements received without remittance cannot be acknowledged.

Where replies come to our care to be forwarded, five cents must be added to cost to cover postage, etc.

SITUATIONS VACANT.

A SALESMAN WANTED—Heating and stove experience, for Western Ontario; state experience and salary wanted. Apply at once Box 91, HARDWARE AND METAL, Toronto. (3)

CARRIAGESMITH WANTED—At once; steady job. Apply to Box 5, HARDWARE AND METAL, Toronto. (f)

CARRIAGE PAINTERS—Varnish rubbers; on bodies; also gear men. Box 6, HARDWARE AND METAL, Toronto. (f)

ELECTRICIAN WANTED—Interior wireman; to take charge; must be first-class. Box 1, HARDWARE AND METAL, Toronto. (f)

FIRST-CLASS TINSMITH—Foreman; steady work; state wages. Box 2, HARDWARE AND METAL, Toronto. (f)

HARNESSMAKER WANTED—At once; good wages and steady employment. Box 3, HARDWARE AND METAL, Toronto. (f)

HARNESSMAKER—Steady job; principally clean work. Box 4, HARDWARE AND METAL, Toronto. (f)

WANTED—Experienced hardware clerk; good stockkeeper and salesman; permanent position and good wages for good man. Box 7, HARDWARE AND METAL. (f)

SITUATIONS WANTED.

HARDWARE CLERK and bookkeeper; young man; experienced in general hardware, stoves, steamfitters' and plumbers' supplies, wants position; Northwest preferred; references furnished. Box 90, HARDWARE AND METAL, Toronto. (4)

BY a young man with 20 years' experience in the hardware business, a position of traveller or in the warehouse; best of references as to sobriety and ability. Address Z., 73 James street, Ottawa. (3)

To Manufacturers' Agents

HARDWARE AND METAL has inquiries from time to time from manufacturers and others wanting representatives in the leading business centres here and abroad.

Firms or individuals open for agencies in Canada or abroad may have their names and addresses placed on a special list kept for the information of inquirers in our various offices throughout Canada and in Great Britain without charge.

Address
Business Manager
HARDWARE AND METAL
Montreal and Toronto

DEPARTMENT OF ADVERTISING SUGGESTION AND CRITICISM

Edited by John C. Kirkwood, TORONTO.

NOTE—Herein are discussed the principles and practice of advertising. Subscribers are invited to send Mr. Kirkwood specimens of their newspaper and other advertising, for the purpose of review in this department. Address care of Department of Advertising, HARDWARE AND METAL.

Advertising by Circulars.

I AM in receipt of a letter and circular from a firm of hardware merchants in a town in one of the territories of the Northwest, and the request is made that the circular be reviewed in these columns. It is pleasing to note that in the newly settled portions of the Dominion there are merchants imbued with the spirit of enterprise and who are using modern methods for the extension of their trade. In passing, I wish to congratulate my correspondents on the good stationery they use. The quality of stationery business men use is something that receives little attention, but is none the less a subject for comment. Good clothes in another direction are properly appreciated, but a letter's dress is too often cheap and unworthy.

The following circular letter was sent out to accompany a "Gem" chopper cook book :

A Few Considerations for the Ladies.

We are so confident that the "Gem" food chopper will please you and save the price of itself in six months that we will give you one on trial for ten days, and if you are not entirely satisfied and delighted with it we will be pleased to have you return it. This is a fair proposition, and we trust it will appeal to all the ladies. Kindly read the enclosed cook book and see how the left-overs may be served in an appetizing manner instead of being thrown out.

The prices are $2, $2.50 and $3, according to size. Another article we wish to bring to your notice is the "Enterprise" raisin seeder, which we retail at $1.50.

We also have a very good seeder for $1.

It is with considerable pride that we invite you to inspect our beautiful display of hanging and table lamps. We feel confident that the display is unsurpassed in this district, and we would like you to call and insp ct them, even if you do not buy.

We also have a beautiful assortment of carvers in cases, silver knives and forks, black and white-handled knives, nickle-plated tea and coffee pots, also many other articles suitable for Xmas presents. We cordially invite you to call and inspect our stock.

Yours very truly,

BROWN & BLACK.

Everything in hardware.

This circular comes to us hand-written, done extremely well ; so legible and neat that reading is a pleasure. If it were sent out so to the public I feel sure that it was quite as acceptable as printing. The great objection to hand-written communications of an advertising nature is the labor involved in their preparation. Then, too, unless they are very well done, they are discreditable rather than otherwise. At the same time there is something distinctly personal and intimate in a hand-written circular. There are always young women or students to be found able to do this class of work satisfactorily and cheap, so that the expense of getting them out need not be very great.

"A few Considerations for the Ladies" is the caption of the circular. My own choice of a word in this connection would not be "ladies." The word "ladies" is scarcely the one to use. The appeal to be made is not to the qualities of gentleness and refinement that characterize womankind. I would say "womenfolk" or "housewife" or "mistress of the household" as being happier and better.

The introductory sentence is a little abrupt. There is certainly no time wasted in getting at business. The circular would open more smoothly if it began with some such sentence as—"We have decided to adopt an unusual method of introducing to our customers' notice a household article of exceptional merit."

The word "proposition" is a jarring one to many sensitive people. It has come to be regarded as slang by many, and therefore offensive. At best it is a word to use in talking with men. I suggest "proposal" as being more dignified and acceptable. "Instead of being thrown out" following upon "appetizing" is not happy. It recalls a story I read recently in which a railway engineer with a liking for buttermilk sought to find some at a neighboring farmhouse. The good woman cheerfully supplied the milk, remarking that he was fortunate in arriving at that moment as she was about to give the buttermilk to the pigs. "Instead of being thrown out" may be omitted altogether without loss.

In view of the fact that the circular was to accompany a food chopper, I think it a mistake to extend its scope so as to advertise lamp goods, cutlery, etc. The raisin seeder is permissable, since it is so closely allied to the chopper in mechanism and purpose. It is not wise to introduce these other lines. There is a loss of force. Attention to the chopper is secured only to be dissipated. Had the circular been avowedly a general one, my criticism would not apply, but its purpose has been declared to be to emphasize one article, as shown in the letter accompanying the circular.

This is one of the faults of advertising —the tendency to tell too much, or to tell about too many things. One thing at a time, and that done well, applies to advertising. The natural end of the circular is immediately following the matter relating to the raisin seeder. "Everything in Hardware" is a good phrase, and its insistence in every advertisement is proper. To get the public to associate "Everything in Hardware" with the mention of the name of Brown & Black is profitable advertising without a doubt.

What I have said about this circular so far may seem to savor of pettiness. To pick to pieces any honest, well-intended, praiseworthy advertisement may seem unkind and uncalled for. Under some circumstances it is. In the instance before us, a review was requested, and I sincerely hope that the criticisms made will prove helpful to Brown & Black in any future undertakings of similar character.

Regarding the circular as a form of advertising, opinion may be divided. We are all of us familiar with the poorly printed, lavishly scattered, unattractive "dodger." This, notwithstanuing its failings, accomplishes its object under certain circumstances. For the merchant, however, I do not counsel its use. I believe in the mailed circular, provided the circular itself be a good piece of workmanship. As a substitute or alternative for newspaper advertising I am not so ready to commend it. As an adjunct to newspaper advertising it is more to be trusted. It is extremely difficult to lay down hard and fast rules concerning such matters. Conditions have to be taken into account ; what is good one time, one place, may be bad another time, another place. For the retailer brief, pointed, enticing advertisements in the local paper is always good. And, when occasion warrants, the circular is pretty sure to repay all outlays in connection with its preparation and issue.

WINDOW GLASS

FOR DIRECT IMPORTATION

We are in a position this year to offer you a choice between the ordinary quality and packing and an extra grade packed in specially strong boxes.

We offer the ordinary quality and packing at lowest prices obtainable, but would ask you to consider our special offer as to quality and packing at a small advance over the ordinary grade.

The trade will know the importance of Glass being packed in good strong cases to insure delivery in good condition.

Write for our prices.

THE HOBBS MANUFACTURING CO.,
LIMITED,

London, - Canada.

PAINT, OIL AND BRUSH TRADES

Natural Woods and How to Finish Them.

THE revised and enlarged edition of this little book on wood finishing is now being sent out by Berry Bros., of Detroit, Mich. The first issue was so well received that this is bound to meet with still wider favor, containing as it does much new matter of interest to both architiects and wood finishers.

The book is practical, eliminating all matter having no direct bearing on the subject treated.

There is nothing experimental in the methods given for the various styles and methods of wood finishings, all are based upon actual experiences and may be relied upon as correct.

The book should be in the hands of every architect, decorator and wood finisher. The little book will serve as a useful reference for the architect in writing his specifications, and will not be found devoid of interest to the decorator or wood finisher.

The book will be sent free to such architects, finishers and those interested who ask for it.

Advertising in Winter Months.

THE S. W. P., the monthly organ of the Sherwin-Williams Co., makes the following suggestions to agents of that company, which will apply in large measure to all retail paint dealers:

"Does it pay the paint dealer to advertise in the newspapers during the Winter months? This queston has been well and finally answered by the success of those who constantly use newspaper space and always keep their paint stock before the public.

"No legitimate reason has been advanced why paint advertisements should be run only during the seasons paint can be applied to exterior surfaces. And every rule of good business and every feature of the paint trade calls for continuous publicity.

"While no paint may be put on the outside of houses in many territories during the next few months, property owners who are going to paint in Spring are interested in paints now, and their orders can be securel long before the paint goes on the house. In the majority of instances, it is during the Winter months that the property owner considers and decides on the paints he will use. He will be on the look out for the best paint for his work, and the merchant who keeps his proposition before him has an immeasurable advantage in landing the order. The merchants running good newspaper ads on S. W. P. during the coming months will have the biggest Spring business.

"Many paint specialties find a large sale during the Winter—several have their largest market then. Strong newspaper advertising of these specialties has a double advantage. It not only increases their sales but keeps the dealer in touch with his customers for the large Spring orders.

"By continuing to use newspaper space, the paint dealer will hold and increase the position he has already made; by dropping advertising for several months, he will be compelled to make special efforts to get public attention again.

"There are many electrotypes, illustrated in our electrotype booklet, on S. W. P. and various specialties that will make good newspaper advertising. We shall be pleased to furnish them for your newspaper space free of cost."

Meeting of Shareholders.

The shareholders of the Canada Paint Company are holding their annual meeting to-day (Saturday) at the company's headquarters at 572 William street, Montreal.

Paint and Oil Markets.

MONTREAL.

The feature of the week in the paint and oil markets has been a sharp advance in turpentine which is now variously quoted at 88 3-8 to 90 1-4c. per gallon for single barrels. The higher price seems to obtain with most houses and it seems probable that quotations will settle at 90 1-4c. for some time. It is stated that the advance is partly due to a real scarcity but the general feeling is that the reason is the almost absolute control of prices by the Standard Oil Company. With a great trust in control of prices it is perhaps dangerouse to predict what the outcome will be, but the general opinion seems to be that prices will now be maintained at a high level. A few paint and oil men talk of dollar turpentine as a possibility. Linseed oil remains steady at present low prices. The volume of business during the week shows a marked increase over last week and as the orders received call for a good range of material prospects from now on are encouraging. We quote:

Ground White Lead--Best brands, Government standard, $4.60 to $4.75; No. 1, $4.25 to $4.40; No. 2, $4 to $4.10; No. 3, $3.67 1-2 to $3.77 1-2; No. 4, $3.30 to $3.40, all f.o.b. Montreal.

Dry White Lead.—$4.25 in casks, and in kegs $4.50.

Dry White Zinc.—Pure dry, in casks, 6 1-4c.; in 100-lb. kegs, 6 3-4c.; No. 1, zinc, in casks, 5 1-4c.; in 100-lb kegs, 5 3-4c.

White Zinc (ground in oil)—Pure, 25-lb. irons, 8c.; No. 1, 7c.; No. 2, 6c.

Putty.—We quote: Bulk, in barrels, $1.50; in 25-lb. tins and irons, $1.85; bladded putty in barrels, $1.75.

Orange Mineral.—Casks, 7c.; 100-lb. kegs, 7 1-4c.; smaller quantities, 8 1-4c.

Red Leads.—Genuine red lead, in casks, $4.25; in 100-lb. kegs, $4.50; in less quantities, $5.50 per 100 lb. No. 1 red lead, casks $3; kegs, $4.25, and smaller quantities, $5.25.

Litharge.—Ground, casks, 5c.; in less quantities, 5 1-2c.; flake litharge, casks, $5; smalls, $5.50 per 100 lb.

Linseed Oil—Raw, 1 to 4 barrels, 47c.; 5 to 9 barrels, 46c.; boiled, 1 to 4 bar-

GABRIEL & SCHALL,
205 Pearl St., NEW YORK.
IMPORTERS
LITHOPONE, Oxide of Zinc,
BARYTES (CRUDE AND POWDERED),
SULPHATE OF BARYTES (CRUDE and POWDERED)
CARBONATE OF BARYTES (PRECIPITATED)
BLANC FIXE (DRY and PULP).
DRY COLORS,
DRIERS, for PAINT AND VARNISH
"BRUNSWICK" ASPHALT MASTIC AND **BITUMEN**

LINSEED OIL

Raw and Boiled

"GUARANTEED PURE"

MANUFACTURED BY

Canada Linseed Oil Mills,
LIMITED.

MONTREAL.

☞ **BARRELS WANTED!!**

We are open to **buy good sound, oak** Linseed Oil, Turpentine, Varnish, and Machine Oil Barrels.

McArthur, Corneille & Co.

MONTREAL

Glue and Gelatine

An extensive assortment, to suit all requirements.
WILL BE PLEASED TO SUBMIT SAMPLES AND PRICES.

MANUFACTURERS AND IMPORTERS OF . . .

White Lead, Oils and Colors, Prepared Paints, Window Glass, Varnishes, Etc.

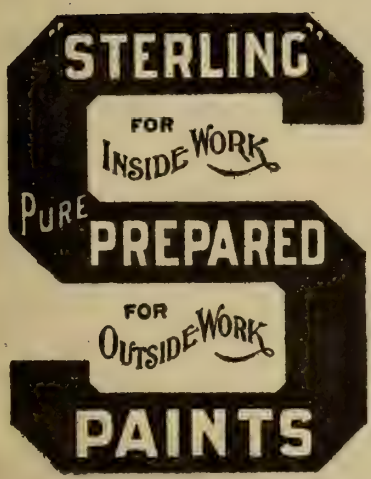
SELLING AGENTS IN CANADA

For the GENUINE
Imperial French Green
of JOHN LUCAS & CO., PHILADELPHIA.

And CELEBRATED
English Varnishes
of CHAS. TURNER & SON, LONDON.

Please mention HARDWARE AND METAL when writing.

"FINE WORDS



butter no parsnips." Fine words won't make

STERLING PAINTS

good. But honesty of intention, and purity of materials, and high-grade machinery—and knowledge of the art of mixing—will and must.

STERLING PAINTS

are good because they are made good, not because we say they are good. Stock them for 1904.

THE STERLING PAINT PEOPLE

(GRANT-HAMILTON OIL CO., LIMITED)

Toronto Montreal Winnipeg

rels, 50c.; 5 to 9 barrels, 49c. Delivered in Ontario between Montreal and Oshawa at 2c. per gallon advance.

Turpentine—Single barrels, 90 1-4c.; 2 to 4 barrels, 89 1-4c. Standard gallon of 8.6 pounds.

Benzine.—25 to 26c.

Shellac Varnish.—Pure white, $2.60 to $2.80; pure orange, $2.60 to $2.80; No. 1 orange shellac, $2.40 to $2.60.

Mixed Paints.—$1.20 to $1.40 per gallon.

Castor Oil.—8 3-4 to 9 1-4c. in wholesale lots, and 1-2c. additional for small lots.

Canadian Paris Green — Barrels, 14 1-4c.; arsenic kegs, 14 1-2c.; 50 and 100 lb. drums, 15c.; 25-lb. drums, 15 1-4c; 1-lb. packages, 16c.; 1-2-lb. packages, 18c.; 1-lb. tins, 17c. Terms 2 per cent. discount for cash in 30 days or 90 days net.

English Paris Green.—50 and 100 lb. drums, 15c. per lb.; 25 lb. drums, 15 1-2c; 1-lb. paper boxes, 16c.; 1-lb. tin boxes, 17c. Terms, 2 per cent. 30 days; 90 days net.

TORONTO.

The feature of the market is the rapid rise in turpentine prices at Savannah this week, where prices have gone up 4c. in the week. In consequence of this prices have advanced 6c. per gallon on the local market. This makes the price 10 to 11c. higher than at this time last year. The reason for the present strong tone in the market is given in the statistics given out by the Savannah Board of Trade, showing receipts to date of 181,701 bbls. as compared with 280,827 bbls. last year. The receipts on hand are about the same as last year so the supply at the disposal of the trade, the shipments to date, have been only 169,135 against 272,257 bbls. last year. Present prices on the Canadian market are nominal. An advance might result from further rise at Savannah or a decline as a result of outside competition. Linseed oil prices are unchanged. It is noted, however, that orders booked for forward delivery must be signed by the customers and no change will be allowed when delivered as agreed. Higher prices are now quoted on Canadian Paris green. Competition in this line is keen. White and red lead are steadier than for some time. Other lines are unchanged.

White Lead—Ex-Toronto, pure white lead, $4.75; No. 1, $4.30; No. 2, $4; No. 3, $3.60; No. 4, $3.35 in packages of 25 lb. and upwards; 1-2c. per lb. extra will be charged for 12 1-2-lb. packages; genuine dry white lead, in casks, $4.87 1-2.

Red Lead—Genuine, in casks of 560 lb., $4.25 to $4.50; ditto, in kegs of 100 lb., $4.75; No. 1, in casks of 560 lb., $4; ditto, in kegs of 100 lb., $4.25.

Litharge—Genuine, 6 to 6 1-2c.

White Zinc—Genuine, French V.M., in casks, $6 to $6.25; Lehigh, in casks, $6 to $6.25.

Shingle Stain—In 5-gallon lots, 60 to 85c. per gallon.

Paris White—90c. to $1 per 100 lb.

Whiting—60 to 65c. per 100 lb.; Gilders' whiting, 75 to 80c.

Shellac—Pure orange, in, barrels $2.45; white, $2.60 per gallon; No. 1, 15c. less; in less quantities 30c. extra, including price of can.

Pumice Stone—Powdered, $2.50 per cwt. in bbls., and 4 to 5c. per lb. in less quantity; lump, 10c. in smal lots and 8c. in bbls.

Linseed Oil—Raw, 1 to 2 bbls., 50c.; boiled, 53c.; 3 to 5 bbls., raw, 49c.; boiled, 52c.; 6 to 9 bbls., raw, 48c.; boiled, 51c., delivered. To Toronto, Hamitlon and London, 2c. less.

Turpentine—Single bbls., 92c.; 2 to 4 bbls., 91c., delivered; 5 bbls. and over, open. Toronto, Hamilton and London, 2c. less. For less quantites than barrels, 5c. per gallon extra will be added, and for 5-gallon packages, 50c. and 10-gallon packages, 80c. will be charged.

Glues—Broken sheet, in 200-lb. bbls., 8 to 8 1-2c. per lb.; cabinet glue, in bbls., 11 1-2 to 12c.; emery glue, in bbls., 17c.; bookbinders', ground, 10 1-2c.; finest American, white, 19c.; No. 1 American white, 15c. per lb.

Putty—Common, $1.65; pure, bladders in barrels, $2.25; bladders, in 100-lb. kegs, $2.40; bulk, in barrels, $2.05; bulk, less than barrels and up to 100 lb., $2.95.

Plaster Paris—New Brunswick, $2 per bbl.

Liquid Paints—Pure, $1.20 to $1.40 per gallon; No. 1, $1.10 per gallon.

Barn Paints—65 to 70c. per gallon.

Castor Oil—English, in cases, 7 1-2 to 8c. per pound, and 8 1-2 to 9c. for single tins.

English Paris Green—Petroleum bbls., 14 1-4c.; arsenic kegs, 14 1-2c.; 50 to 100-lb. drums, 15c.; 1-lb. packages, 16c.; 1-lb. tins, 17c.; 1-2-lb. packages, 1-2-lb. tins, 19c.

Canadian Paris Green (present delivery)—Petroleum bbls., 14 1-2c.; arsenic kegs, 14 1-2c.; 50 and 100-lb. drums, 15c; 1-lb. packages, 16c.; 1-lb. tins, 17c.; 1-2-lb. packages, 18c.

ST. JOHN

There begins to be rather less demand for burning oil. The very high price and the lengthening days both tend to this result. Lubricatings have attention; prices are firm. This is the line in which there is the chief competition. Linseeds are low but turpentine holds firm. Fish oils are scarce and high.

WINDOW GLASS.

MONTREAL.

Prices on import glass for 1904 are out this week indicating a drop of about 5 cents per box as compared with last year's prices. There is not much activity in glass at present and prices as quoted below are being well maintained

AN ATTRACTIVE PACKAGE

is a great factor when selling ready mixed paints, but unless the contents are to be relied upon, the dealer will not get repeat orders.

ANCHOR LIQUID PAINT

is not only put up in the most attractive packages, but the contents give satisfaction. It is superior to any other, being the only ready mixed paint on the market that contains **BRANDRAM'S B.B. GENUINE** White Lead the standard of the world.

Send us a post card and let us tell you all about it.

HENDERSON & POTTS, Limited, Halifax.
HENDERSON & POTTS CO., Limited, Montreal.

ALABASTINE

'Way back in the Seventies the writer of this ad. was on the road selling "Church's ALABASTINE." It was new then and the universal cry of the dealer was: "You create the demand and we will buy."

Through persistent advertising the work of creating the demand has been carried on until the present time might be termed "The Alabastine Age," for it is a fact that to sell other wall coatings they have to be recommended "the same thing" or "as good as ALABASTINE." TIME, THE NEVER FAILING TEST, has proven our claim of superiority. Kalsomine preparations are good—to keep—and are most prominent—in in the inventory! ALABASTINE SELLS READILY, and at a good margin of profit:

Be wise unto your day and generation, and order ALABASTINE. "Do it now," from any Wholesale Hardware or Paint Dealer, or

THE ALABASTINE CO., Limited, PARIS, ONT.

on what little business is passing. We again quote as follows: First break, 50 feet, $1.70; second brake, $1.80 for 50 feet. First break, 100 feet, $3.25; second break, $3.45; third break, $3.95; fourth break, $4.20.

TORONTO.

A fair business is doing, with competition resulting in some cutting. We quote as follows: Star, under 26 in., $3.10; 26 to 40 in., $3.30; 41 to 50 in., $3.70; 51 to 60 in., $4; 61 to 70 in., $5; 71 to 80 in., $4.30 net, Toronto, Hamilton and London.

HARDWARE AND METAL is the only journal in Canada concerning itself with the paint, oil and glass interests. Its markets are trustworthy and full.

Standard Paint & Varnish Works
Limited
Makers of High-Grade Varnishes, Japans, Paints, Colors and Enamels.
WINDSOR, ONT.

R. E. THORNE, 768 Craig St., MONTREAL
Wholesale Agent and Importer
Dry Colors, Ochres, Bronze Powders, Aluminum Powder, Schlag Metal, Bronze Liquids and Varnishes.
Toronto Office—29 Melinda St.

GRADE
NOBLES & HOARE · NH · LONDON ·
MARK

Nobles & Hoare,
CORNWALL ROAD STAMFORD STREET.
LONDON, ENG.
Manufacturers of
HIGH-CLASS VARNISHES ONLY
Which can be obtained direct from the works or from the principal Color Dealers in Canada.

Paints and Paints
Some are good, some poor. If GLOBE PAINTS were poor they wouldn't be 9 years on the market. It takes a good article to live as long as that. We are not only living, but growing. That means a good deal.
—When our salesman calls on you, pay good heed to what he has to say.
The Globe Paint Co., Limited
422-424 Adelaide St. W., Toronto.

"Island City" Paint and Varnish Works

Our "Island City" Enamel Paints are the best in the market—17 artistic shades.

Our "Island City" Aluminum, Gold and Silver Paints can be used with great satisfaction on Furnaces, Radiators, all sorts of Furniture and Ornaments that require renovating.

P. D. DODS & CO., Proprietors, Montreal, Toronto, Vancouver.

THE
CANADA
PAINT
COMPANY,
LIMITED,

of Montreal and Toronto, take pleasure in calling attention to their colors for painting purposes. Cards will be mailed upon request.

The demand for painting material is very marked and has led to a flood of poor and unsatisfactory paint being brought forward to make sales at any cost.

Our manufactures are all high-class. Each tin is warranted, and our paints and varnishes are only sold through reliable and legitimate dealers. Every progressive hardware and paint merchant, who is desirous of extending his business, has for sale the manufactures of the

CANADA PAINT COMPANY

The CANADA PAINT COMPANY'S ready-mixed paints are ground to impalpable fineness in special mills, and no paints made by hand or in old style "mixers" can begin to compare with them for covering properties, uniformity and durability.

To avoid vexation and disappointment please see that the CANADA PAINT COMPANY'S name is upon each package.

First Hands for reliable dry colors, including

PARIS
GREEN,

which is being booked more freely than ever before.

Window and Interior Displays

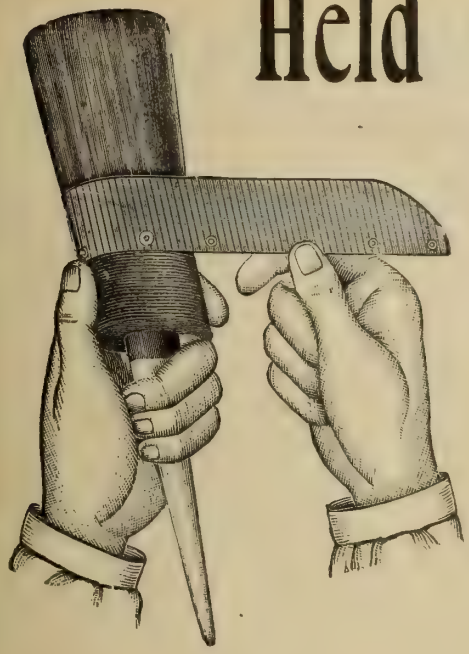
Interior Order.

THE first impression gained by the customer upon entering the store determines the pleasure with which the purchases are made and the amount of future business. If the general feeling is satisfactory, if the mind is not taken up with dodging stock placed helter-skelter over the floor, if the arrangement and order is of such a kind as to impart a feeling of rest, the customer goes about his business with a high regard for the firm and its methods and will return at the first opportunity. The reason for this is easily discovered by the merchant, if he would attempt to analyze his own feelings upon entering any other place of business. The difficulty to be combatted in his case is that in his criticism of the arrangement of another store his mind grasps only particular objects, rather than the general fault, and it will mostly be found to rest really upon the latter. For instance, he will argue conclusively that a certain barrel that is occupying a prominent position in the centre of the floor should be removed to the store-room ; that those boxes or bags on the counter should give place to neater articles or to a clear space ; that the office should not be so near the front of the store where it breaks in on the business appearance of the place. But he does not appear to have resolved all these into the one general criticism—that there is lack of order, that there is in general a thoughtless arrangement of goods.

With his mind satisfied as to the faults existing in his neighbor's place of business, he returns to his own store, observes that no barrel occupies the objectionable position, that his counters are free from boxes and bags and that his office is carefully situated in an out-of-the-way corner, and he then concludes that he is free from the faults seen elsewhere, and is thankful he is not as other men are. At the same time, he may allow a few barrels in positions that are only a degree more suitable ; his counters may be filled up with cartons, samples of bulk goods or other packages, and his office may be even more conspicuous in its unsightly exterior. And his neighbor may come in and congratulate himself that he has avoided mistakes that the first critic has made. Neatness must exist in ever successful store, and to obtain this the stock should be confined as much as possible to the shelves, show cases and fixtures specially made for the purpose.

One Dealer's Experience.

ONE retailer gives an interesting experience as follows : "The ways that you may fix your window are innumerable to appeal to the passers by, and he who stops to look, if you will notice, will almost invariably look for your sign to see who did it and he usually remembers the place. I know, for a year after we had made one display we heard people remark on passing, 'That's the window that got the write-up in the papers.' That window was undoubtedly our master piece and the advertising that we received from it was worth a full page advertisement in any paper. We covered the glass with black cloth and at about the height that the average man could see through we cut two holes and over each we placed the sign 'For Men Only.' Back from the window we made two stalls and lined and covered them with black cloth and had a light in each. In one we put razors, knives, razor strops, cork screws and a can opener, in the other, mechanics' tools. This display was made during one of our carnivals when the town was filled with strangers and the entire town was out each day on parade and sight seeing, and the fun that we had from the window and the appeal it made to the passers by, was by far the best advertising that we ever did ; but we got more from it, than just the look that was given the window. One day a very pious maiden passed the store, saw the sign 'For Men Only,' was shocked, rushed home, told father, a good deacon, the liberties taken during the carnival and related what she termed a disgrace to permit such a show on the main street where even women and boys were looking. Papa's wrath could not be imagined ; off he rushed to the police station, lodged his complaint, and a detail of policemen were immediately ordered to investigate. It took but a minute, and when they returned and informed papa what was exhibited behind the black cloth, with the enticing sign, there was a good laugh and a much disgusted papa. It leaked out, the paper got hold of it, and the write-up of the affair was good money in our coffers. The window did it and the write-up cost nothing. That window wasn't fixed in a half hour, but we were well repaid for our trouble."



Held up for Your Approval

A poor article is no bargain at any price. Doubtless the expert painter realizes this truism about as much as anybody in the world; with him a poor out-of-date brush, upon which he has to spend time in winding by old fashioned methods, means loss of money and inferior work to hisdetriment.

Boeckh's Flexible Bridled Paint Brushes

are the kind that are stocked by progressive Dealers, because they are demanded now by all progressive Painters,

—The bridle can be easily removed and replaced; it is not affected
—by water, oil or paint; it works on a pivot, and keeps the
—bristles elastic.

OPERATING:
Boeckh's Toronto Factories.
Bryan's London Factories.
Cane's Newmarket Factories.

UNITED FACTORIES,

Head Office: TORONTO, ONT. **LIMITED.**

MONTREAL BRANCH: 1 and 3 DeBresoles St. **LONDON BRANCH:** 71 Dundas St.

Don't Take Chances.

Don't take chances of losing your customer by selling him an inferior paint.

You may make money out of him once, but he is gone forever.

Give him a satisfactory paint.

Sell him "Ark" Brand, as our Clarksburg customer intends doing. Read what he says:

Clarksburg, January 9, '04.

MESSRS. THE FRANCIS-FROST CO., LIMITED,
Toronto.

Dear Sirs :—I intend handling your "Ark" Brand paint exclusively this year. I have tried several other makes and have come to the conclusion that for fair dealing and good honest goods yours are the best.

I would like you to send me some of those black and white cuts I have seen in "Hardware and Metal." I want to use them in our local paper.

Yours truly,
T. C. BATTRAM.

Act on Mr. Battram's experience and stock "Ark" Brand Paint. You will never regret it.

The Francis-Frost Co., Limited

TORONTO, ONT.

Canadian Distributing Agents for Grippin's Crack Filler and "Muresco" Wall Finish.

HEATING AND PLUMBING

Toronto Plumbers Talk Wages.

DURING the past few weeks committees representing the Toronto Master Plumbers' Asociation and the Toronto Journeymen Plumbers' Union have been in frequent consultation regarding wages. The men are asking for an advance but no decision has yet been reached. It is hoped to have everything settled by February.

The Plumbers' Union have appointed J. Prestly their business agent to succeed David Bell, who is leaving for Winnipeg on Saturday.

Criticizing Toronto Plumbers.

THE efforts of the Toronto Master Plumbers' Association to secure a strong organization have been successful, if the statements appearing in the daily press are to be credited. The Toronto Star has the following this week:

"This Master Plumbers' Association is all right for the big firms, but the smaller plumbers get but little out of it, no matter what price is charged," remarked an independent plumber to-day. "The small man is held up right and left, and he cannot help himself. Some of them recognize the situation and would like to drop out of the game, but the big fellows have such a firm grip upon their necks that they cannot wrest free, but have to hang on and subsist as best they can on the crumbs that fall their way. All the fat contracts go to the big firms. The big firms control the entire situation. When a big thing comes along any little fellow who tries to land it is politely informed that a big firm claims the job, and the association gives it to him.

"You know on a house job so much is added on for each additional tender called by the builder, and the man who gets the contract has to pony up. He takes all the chances on mistakes in tendering, and all other risk, and in the ends gets but little more than the man who just put in a tender on the job. The big fellows are playing both ends against the middle in this game of hold-up. The big firms are all interested in the manufacture of supplies, and they make the members of the association pay through the nose for them, too. . . A comparison of the prices showed exactly the sort of a hold-up the citizens were forced to submit to. A thirty-gallon boiler which cost the ring plumber $5.50 cost the householder or builder $14, installed, yet to install the boiler is a matter of only a couple of hours' work. There are two joints to wipe to install such a boiler. A common tap costs the man in the association 27c., yet he charges citizens $2.50 for putting one in, and any plumber can put one in an hour. An overflow basin costs 60 cents. To put it in is a matter of two hours' labor and ten cents' worth of plaster paris, yet the ring price for the job is $3.

"The tariff of the Master Plumbers' Association calls for $1 a light for gas," remarked this independent plumber. "I have been putting them in right along for 70 cents a light, and making money, too."

Evidently there are a few sore heads in Toronto. They exist everywhere.

Montreal Plumbers Busy.

THE Christmas holiday week and the first two weeks of the year which are ordinarily very quiet weeks for the plumbers have this year, on account of the prolonged cold snap, brought them a harvest of work. A prominent Montreal plumber assures "Hardware and Metal" that not for years has this season of the year seen plumbers in Montreal so rushed with work. The work has consisted in repairing the injuries wrought by the ravages of Jack Frost and the supply houses report an unprecedented demand for iron pipe.

Of new business apart from these repairs, there is practically none at present in the hands of Montreal plumbers and a few quiet weeks may be expected. Prospects are, however, considered very satisfactory as the number of building permits issued during the last few months indicates a busy season in the building trades. Very few contracts for plumbing have been let so early in the season, but quite a number are bound to be assigned in the very near future. An examination of the list issued during the Summer and Fall shows that nearly all permits have been for dwelling houses. Very few permits have been issued for large buildings. Now a large "skyscraper" means work for some plumbing firm equal in value to that on a great number of residences, but it is not apt to be distributed among a number of firms. Hence although there are very few prizes of this sort to be secured by Montreal plumbers there should be a fair amount of work for all concerned on the numerous residences to be erected.

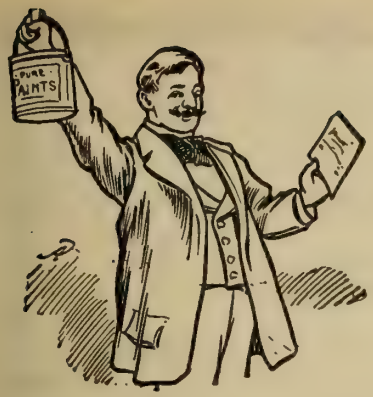
The journeymen's union seems to have been taken by surprise by the prompt action of the master plumbers in refusing to treat with them as a union. The agreement of the master plumbers, published in a recent issue of "Hardware and Metal" has been signed by practically all the master plumbers of the city. They are standing together well and it seems likely that they will score their point in the present dispute. There does not seem to be any disposition among the master plumbers to reduce the wages of their journeymen. A number of them have expressed their intention to raise the wages of their more competent workmen. But there is a determination expressed on all sides that under no circumstances will the union be recognized. The master plumbers are determined to reserve to themselves the right to employ any journeyman whether a member of the union or not, and they will treat with their journeymen only as individuals, not as a union.

Disposal of House Sewage.

THE articles on "The Disposal of House Sewage for Farm Houses," by M. J. Quinn, Toronto, in the October 24 and 31 issues of "Hardware and Metal," attracted general attention.

Several enquiries have been received since their publication, such as: "Is the septic tank system practicable in Northwestern Canada where the ground in Winter freezes to a depth of from four to six feet? Would not the sewage in the tiles freeze? (2) Would not the inlet pipe conduct the smells arising from the tank back indirectly to the different rooms, even considering that it does run to the roof?

In answer to the first question, it may be stated that there are a considerable number of "septic tanks" in operation north of Sault Ste. Marie, where the temperature in Winter goes down to 40 degrees below zero, and that these have given perfect satisfaction. Mr. Quinn, author of the articles referred to, says the sewage in the tiles will not freeze because the hot gases of decomposition given off, together with the presence of a large percentage of salts and ammonia, keep the liquid sewage at a temperature always as high as 58 degrees. In answer to the second question, Mr. Quinn states that traps effectually prevent the rise of bad smells from the tank to the rooms of a house. Of course it is taken for granted that the inlet pipe running also to the roof. The gas or air in this pipe being warm has a tendency to rise. This causes a suction which takes up any gas that might be lingering about an individual trap. In addition every fixture has its own trap. There must be no trap between the septic tank and the roof but a free passage in inlet pipe.



RAMSAY'S PAINTS

GET READY!

Look after your trade for 1904, it's going to be a big one.

Have you got a decent share of the trade in your town? If not, let us get after it for you with RAMSAY'S PAINTS.

Ramsay's Paints talk and bring you trade that pays.

Ramsay's Paints sell at a price that nobody grumbles about—the lowest price for the best paint—not too high for profit making.

Let us tell you about it.

A. RAMSAY & SON **EST'D** **THE PAINT**
MONTREAL **1842** **MAKERS**

THE AUER GAS LAMP

"Turns night-time into day-time"

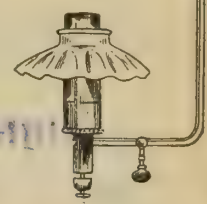
NEW MODELS. LOWER PRICES.

We offer you the best made lamp on the market, built scientifically.

We offer you a lamp that will light your store for half the cost of kerosene.

We offer you a lamp that is safer than a coal oil one.

We offer you a lamp which you can sell at a good profit.



No. 25
100 Candle Power.

Do you want the Agency for it?

THEN WRITE FOR
OUR CATALOGUE AND DISCOUNTS.

EVERY LAMP GUARANTEED.

AUER LIGHT CO., 1682 NOTRE DAME ST., MONTREAL.

There is a standing joke that steam-fitters prefer to put in poor piping and radiators so they will pay them a dividend in the shape of repair bills. Of course this is all wrong, and probably originated in the poor radiators with leaky connections which flood the market. But you don't have to use these. Use only the best. Supply your customers with

Oxford Hot Water Heaters and Oxford Radiators

They form the highest class of heating apparatus on the market. We would like to have you investigate their merits. Call or write us anytime.

The Gurney Foundry Company, Limited,

Toronto Winnipeg Vancouver

The Gurney-Massey Company, Limited,

Montreal.

"Dominion Brand" Tarred Felt.

THE BEST THAT MONEY CAN BUY.

"Shield Brand" Ready Roofing, 2 and 3-ply.

QUICK SELLERS.

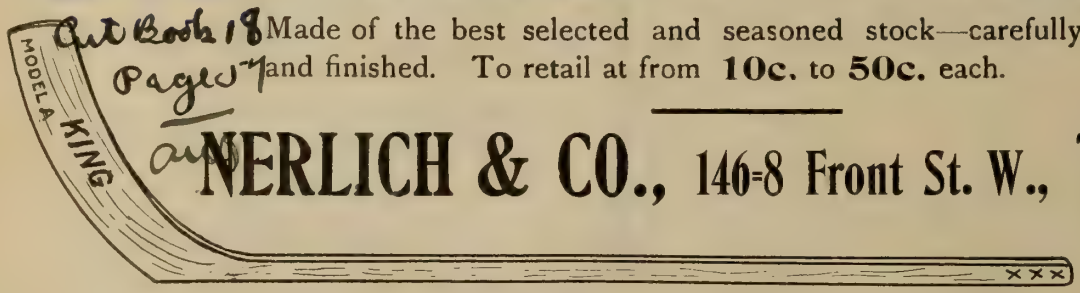
MANUFACTURED ONLY BY

Lockerby & McComb, 65 Shannon St., Montreal

Bell Telephone Main 1989.

RETURNED
MAY 5 1904
Cut Book 18
Pages 7
and 8

HOCKEY STICKS.



Made of the best selected and seasoned stock—carefully modelled and finished. To retail at from **10c.** to **50c.** each.

NERLICH & CO., 146-8 Front St. W., Toronto

1904

After years of experience we have been able to still further improve our line of **AXES,** and are now offering the best value ever placed before the Canadian hardware trade. You stand to gain by waiting to see our samples and obtain our prices.

DUNDAS AXE WORKS,

DUNDAS, ONT.

INDUSTRIAL GOSSIP

HARDWARE AND METAL would be pleased to receive from any authoritative source industrial news of any sort, the formation or incorporation of companies, establishment or enlargement of mills, factories foundries or other works, railway or mining news, etc. All such correspondence will be treated as confidential when desired.

THE Rainy River Curling Co., Rainy River, Ont., have been incorporated with a capital of $10,000, to construct and operate a curling rink. The directors are D. Robertson, H. Carson, J. A. Mathieu and Jas. Clarkson, all of Rainy River.

The Telford Lumber Co., Prince Albert, Saskatchewan, have been incorporated with a capital of $368,000, to build and operate saw mills and to carry on a general lumbering business. The directors are J. N. Telford, D. H. Telford, H. A. Beard, J. W. Telford, all of Prince Albert; W. A. Telford, Benson, Minn.; and Mary Jane Telford, Winnipeg.

The Canada Inspection Co., Montreal, have been incorporated with a capital of $10,000, to inspect railroads, bridges and structural materials, and to furnish experts in matters involving knowledge in civil, metallurgical and chemical engineering. The directors are T. F. Griffiths, F. A. Bickerdike and P. C. Ryan, all of Montreal, and A. A. Wighton, Toronto.

The large mill that The Canada Corundum Co. are erecting at Craigmont, Renfrew County, is now almost completed and will be in operation in the course of two weeks. It is claimed to be larger than any ore concentration mill in Canada. Its capacity will be 300 tons per day. The mill has been built on the unit system, and its capacity can readily be increased if necessary.

A London, Eng., despatch says that British iron firms are greatly interested in the arrival at Glasgow yesterday of a cargo of Canadian pig iron from Cape Breton. No shipment of Canadian iron has reached Glasgow for almost two years, due to the fact that Canadian producers have secured better prices at home and in the United States. This import also marks the drying up of British shipments to America.

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COMPRESSED AIR VS. STEAM.

The Corporation Trust Co. have offered to supply Toronto with electrical power at one-half the present cost. In connection with this offer Mr. B. Sawyer says that the company had already an experimental plant at Sorel, and was building a much more extensive plant at St. Lambert, across the river from Montreal.

Mr. Sawyer explained that the company generated power which produced cold compressed air. This was delivered into ordinary steam engines and generated electrical power. As the cost of compressing the air was not one-tenth of the cost of producing the same power by steam, the company could afford to sell power at one-half the prevailing rate.

Mr. Sawyer added that the company was prepared to carry out its offer.

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NOTES.

Collingwood and The Cramp Steel Co. will seek to have their agreement altered.

Orillia wants to raise $100,000 to spend on its electrical power transmission works.

The Schomberg and Aurora Railway Co. wants the Township of King empowered to pay it a bonus.

The Lanark County Council intend buying road-making machinery and to spend $97,000 in building 120 miles of road.

North Bay wants to raise $50,000 to meet floating debt, to build a town and fire-hall, and to extend the waterworks.

The Hamilton, Beamsville, and Grimsby Railway wants a by-law confirmed and power to build branches and establish parks.

The Sandwich, Windsor, and Amherstburg Railway wants a bond issue of $600,000 confirmed. It also wants to take over the Windsor system.

J. H. Coburn, Walkerville, applies for a charter for an electric railway from Windsor, via Walkerville, to Chatham, "with power to operate on Sundays."

It is said that the outlook for the Picton coal fields is very promising. It has been predicted that within three years there will be an output of 800,000 tons.

The Strathroy and Western Counties Railway will seek power from the Ontario Legislature to extend their authorized line through the city of St. Thomas and on to Port Stanley.

Laidlaw, Kappele & Bicknell, solicitors for The Lake Superior Power Co., etc., apply for legislation to confirm a Sault Ste. Marie by-law (No. 398), and confirming the agreements entered into by it.

Hodgson, Sumner & Co., Montreal, have been incorporated with a capital of $1,000,000, to carry on a general dry goods store. The directors are J. Hodgson, G. Sumner, J. Gardner, W. C. Hodgson and F. Sumner, all of Montreal.

The Brantford and Erie Railway Co. will seek incorporation. It proposes to build a line from Brantford, via Waterford and Simcoe, to Port Dover, with a loop line from Waterford, via Delhi and Lynedoch, to Simcoe.

The A. B. Saylor Canning Co., Bloomfield, Ont., have been incorporated with a capital of $10,000, to manufacture and deal in canned goods. The directors are A. B. Saylor, C. H. Saylor and C. M. Yarwood, all of the township of Hallowell.

The Schierholtz Zinkaun Co., Waterloo, Ont., have been incorporated with a capital of $50,000, to manufacture and deal in furniture and mattresses. The directors are Emil Schierholtz, H. S. Zinkaun, both of Waterloo, and E. Zinkaun, of Berlin, Ont.

Hodgson Bros., Montreal, have been incorporated with a capital of $250,000, to take over the business of Hodgson Bros., of Montreal. The directors are A. J. Hodgson, H. A. Hodgson, H. A. Olive, all of Westmount, Montreal; J. H. Hodgson, New York, and J. J. Towers, Montreal.

The Montreal Transportation Co., Montreal, have been incorporated with a capital of $500,000, to carry on a transportation business. The directors are B. McLennan, G. M. Kinghorn, T. A. Crane, A. E. Ogilvie, F. Robertson and A. Kingman, all of Montreal, and B. M. Britton, Toronto.

The Clyde Forks Lumber Co.'s mill at Clyde Forks, on the Kingston and Pembroke Railway, was burned last week, and a carload of stored hay was destroyed. The cause of the fire is not known. The fine structure was completely destroyed. The loss is $10,000, with a small insurance.

The Sangame Electric Co., of Springfield, Ohio, will open a factory for the manufacture of electric meters in the White block, Windsor, Ont., about the middle of January. The factory will employ about 15 men at first, but this number will be increased as soon as the factory is better equipped.

A deputation of carriage manufacturers waited on the Government on Tuesday to ask that a minimum valuation be applied to what are known as shop buggies when imported into Canada, so as to prevent their coming in here at a nominal valuation to compete with the well-made product of Canadian factories.

A London, Eng., despatch says that a company of prominent capitalists are sending experts to Canada to prospect the country for water power, with the object of utilizing it for electrical purposes. One of the aims of the capitalists is to supply Toronto with water, as well as electricity.

USE OF CEMENT.

A NEW YORK commercial paper, in a lengthy article, discusses the many uses by which cement is now put, and to the convenience and helpfulness of the building trades.

Only a few years ago, it remarks, the use of concrete was confined to building foundations, vaults and structural work of a primary character. The closing year witnesses such phenomenal achievements in the application of this manufactured product as to cause almost a revolution in many leading departments of structural work, embracing high office buildings, dwellings, public works, municipal improvements, railroads, factories, farming, submarine, mining, ornamental and recreation ground construction.

Next to the exploitation of electricity there is perhaps no other field in which American genius has made such rapid strides during the closing year as in the new uses made of concrete and reinforced concrete cement for structural work. By reinforcing concrete with embedded steel rods, bars or wire rings this article has become almost indispensable in every component part of high buildings. In fact, the present year witnesses the completion of skyscrapers made entirely of reinforced concrete, including girders, walls, floors, roofing, foundations and piling.

A NEW USE FOR ALUMINUM.

ALUMINUM has a new field of usefulness, says The New York Tribune. The key to the function which aluminum performs in metallurgy and engineering is found in the remarkable heat that is suddenly developed when it is burned. Combustion, it will be remembered, is simply the union of a given element with oxygen. When wood or coal is set on fire the carbon combines with that gas and produces carbonic oxide. Aluminum will not unite with atmospheric oxygen, though. It is necessary to supply the element in a solid form. The oxide of some other metal furnishes this. If equal parts of aluminum and the oxide of iron, both pulverized and cold, are placed in a crucible, and a tiny fuse of the right kind is applied, a marvellous effect is produced. The receptacle becomes a furnace. By purely chemical means a temperature is induced which rivals that of the electric arc. Within a minute or two the aluminum steals the oxygen from the iron and the latter is melted. If, in advance, and with a view to further operations, the iron is charged with the proper amount of carbon or some other element, the product is a steel possessing qualities that adapt it to some special services.

One highly practical operation made feasible by the process here described is the welding of rails on trolley roads. In order to employ both the main track and the third rail (if there be one) as electrical conductors, it is customary to be one of two things. Either a copper band is attached to the ends of adjacent rails at each joint, or a little molten iron is poured around the cold steel there. The latter operation, as formerly conducted, involved the use of cumbrous and expensive apparatus. In Europe aluminum is now used to some extent instead. A small portable crucible, tapering to a point, is adjusted over the right spot, a mould is formed around the joint to be welded, the proper mixture is ignited and almost immediately a supply of liquid steel is ready to be run into place. So intense is the heat of the latter that it dissolves part of the metal of which the rail is composed, and a joint of surprising strength is created. Here, again, aluminum figures as a rival of copper, and it promises to make the old style of bond unnecessary.

When one has once grasped the simplicity and effectiveness of the new process, as applied to electric railways, he will be quick to see how helpful it can be in repairing great castings or forgings like the sternpost or crankshaft of an ocean steamship. It will often happen that work of this kind can be performed at sea; but, even if it is delayed until the end of a voyage, the necessity for going into a dry dock and a resort to the services of a forge can usually be avoided.

BUILDING NOTES.

Keith & Fitzsimons, Toronto, are installing plumbing and heating fixtures in the new plant of The International Harvester Co., Hamilton.

The contract for supplying The William Davies Co.'s new addition to their manufacturing plant, East Toronto, with automatic sprinklers has been given to Bennett & Wright.

Chadwick & Beckett, architects, Toronto, are getting out plans for interior alterations in the premises of The Holmes Electric Protection Co., of Toronto, 5 Jordan street.

G. W. Gouinlock, architect, Toronto, is supervising the construction of the magnificent new Foresters' Orphans' Home building, now in course of erection at Foresters' Island Park, Deseronto.

AN APPRECIATIVE SUBSCRIBER.

Editor "Hardware and Metal":—Enclosed please find postal note, for which you may continue sending me your weekly instalment of "Hardware and Metal" diet. I have for the past dozen years or more been accustomed to receiving the above and I have always found it a great helpmeet from the time of my apprenticeship in the hardware store to the present day, as travelling representative of a leading Montreal firm.

S. E. WAFFLE,
with Alex. McArthur & Co.
Montreal, Jan. 4, 1904.

APOLLO

There is but one such galvanized iron.

Return a whole sheet for an inch of fault.

Quick service.

American Sheet Steel Company, New York
Representatives for Canada
B. & S. H. Thompson & Company
53 St. Sulpice Street
Montreal

NEWMAN'S PATENT
INVINCIBLE FLOOR SPRINGS

Combine all the qualities desirable in a Door Closer They work silently and effectually, and never get out of order. In use in many of the public buildings throughout Great Britain and the Colonies. MADE SOLELY BY

W. NEWMAN & SONS, Birmingham.

Building Plans.

The light problem is solved admirably and economically for factories, warehouses, sheds, and public buildings by

The Ormsby Skylight

By any test the best Skylight on the market. Write for particulars.

A. B. ORMSBY & CO.,
Cor. Queen and George Streets,
TORONTO, ONT.

No one else will do it.

WE CUT

BRASS and COPPER
—SHEETS
—RODS
—TUBING

to your order — any size. Quick Shipments.

The Booth Copper Co.,
LIMITED,
119-123 Queen St. East,
TORONTO.

Persons addressing advertisers will kindly mention having seen their advertisement in Hardware and Metal.

Write for free samples.
Agents being placed in every district.

Arrow Brand Asphalt Ready Roofing

Easy to lay—lasts long—needs no painting, as it comes in rolls already surfaced with gravel.

A. C. JENKING, Sole Selling Agents,
Room 215 Coristine Building, - - MONTREAL.

Will Hold Up a Shelf!

That's what a shelf bracket is for.

For this purpose there can be NOTHING BETTER, NOTHING CHEAPER than the BRADLEY STEEL BRACKET. It is well Japanned, Strong and Light. The saving in freight is a good profit, aside from the lower price at which the goods are sold. Order direct or through your jobber.

ATLAS MFG. CO.,
New Haven, Conn., U.S.A.

$2 FOR THIS SMALL SUM THE **$2**

MANUFACTURER and SUPPLY MERCHANT

may keep posted on new openings for trade.

The CANADIAN CONTRACT RECORD

reports weekly all projected building and other construction works throughout Canada as well as new business enterprises.

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JAS. A. CLINE, Managing Director.

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HANOVER, ONTARIO.

Manufacturers of the Celebrated **"Saugeen Brand"** OF PORTLAND CEMENT.

Prices on application.

"THE EMLYN" SAW BENCH

Made in 6 sizes. Best value obtainable. Specially designed for export With or without "Emlyn" Patent Guard. Sole maker—

CHARLES D. PHILLIPS,
Cables—"Machinery," Newport.
Emlyn Engineering Works
NEWPORT, MON., ENGLAND

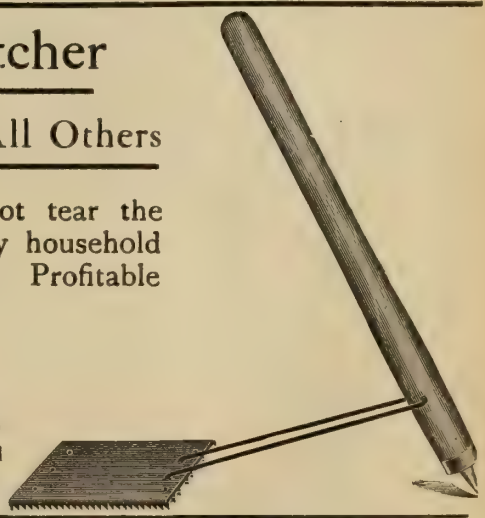
Galt Carpet Stretcher

Away Ahead of All Others

Simple, Effective. Will not tear the finest carpet. Will sell to every household on the score of price and utility. Profitable to dealer.

SEND FOR BOOKLET.

Grand River Metal Works,
Limited
Galt, - Ont.



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ARE SUPERIOR TO ALL OTHERS IN MATERIAL, TEMPER, WORKMANSHIP, FINISH AND CUTTING QUALITIES.

OUR VICTOR, TUTTLE TOOTH AND SEGMENT GROUND SAWS ARE THE FAVORITES IN THE CAMPS

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Importers and dealers in

FIREPROOF SAFES,
STEEL BANK SAFES,
VAULTS, TIME LOCKS,
DEPOSIT BOXES.

Combination locks put on and combinations changed. Safes repaired, etc.

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ESTABLISHED 1855

TAYLOR'S DOUBLE TONGUE & GROOVE SAFES

145 & 147 FRONT ST. EAST. TORONTO.

The Hallwood

No apologies go with the **HALLWOOD**. It has wrestled with giants and was never overthrown. It does every good thing any other make of registers will do, and a few good things no other cash register will do. And it has cut out weaknesses and nonsense.

The strength of the **HALLWOOD** claims are based on its perfection, simplicity and price. It wins on every point.

Our representative is eager to show you a **HALLWOOD**. Don't buy too soon.

THE

Hallwood Cash Register Co. of Canada

78-80 King St. E., - TORONTO.

Special Advertising Rates have been arranged for space in "The Office," and will be gladly quoted on request.

PRINTING

1,000 Envelopes, good white paper,	$1.00
1,000 Letter Heads, Note size,	$1.00
1,000 Letter Heads, Letter size,	$2.50
1,000 Statements,	$1.50
1,000 Bill Heads,	$1.50
1,000 Dodgers,	$1.25

Send for Samples.

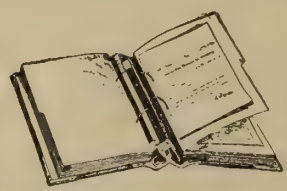
G. A. Weese & Son, 44 Yonge St., Toronto.

NEW TELEPHONE LINE

A new copper metallic line has just been completed from Simcoe to Port Rowan. The towns listed below can now be reached from Toronto at the following rates :

PORT ROWAN -	50c.
ST. WILLIAMS - -	50c.
VITTORIA - -	40c.

The Bell Telephone Co. of Canada



TENGWALL TIME SAVERS

TENGWALL AND OPALLA LOOSE LEAF LEDGERS

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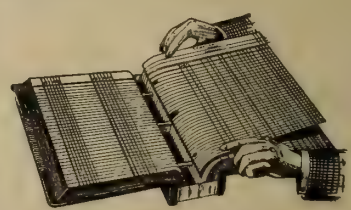
LOOSE LEAF BINDERS FOR ALL KINDS OF LOOSE LEAF SYSTEMS.

SEND FOR COMPLETE NEW CATALOGUE.

HART & RIDDELL

Manufacturing Stationers . . .

40 Wellington St. East TORONTO.



AS our agents have a large territory to cover and consequently cannot call upon you as often as we should desire, we should be pleased to hear from you that we may assist you in every way in the use of our systems in your business.

Have you seen our Account rendering system? It tells you at a glance the total amount of accounts rendered, paid, and balance due for each and every account for each month and for the year. Can be used in connection with Briggs' Ledger No. 1 or 2.

Write us for further particulars.

The Briggs Ledger System Co.,

Limited

75 York St., - Toronto, Can.

THE OFFICE

DEVOTED TO THE OFFICE STAFFS OF BUSINESS ESTABLISHMENTS

DEBTORS WHO ARE SLOW BUT GOOD.

By J. J. Rutka.

EACH individual case usually requires different and separate treatments. We have on our books a few just such accounts, good but slow pay. In most cases we find that writing personal letters from time to time to the head of the firm of such an institution, and setting a definite amount which we want him to send at a stipulated time has the best results. As far as possible a personal interview is desirable. We find people of that kind frequently pay promptly in certain directions, while they let other accounts run along. This is often done, as we have discovered, in this way: A firm will pay the man who presents the best case, before they will pay the man that uses ordinary methods. We have a case of that kind on hand just now. A firm owed us an account. They are good for ten times the amount they owed. They did not pay us, because they claim we did not need the money as badly as some one else whom they owed. A personal interview, however, has resulted in making an arrangement with these people, whereby they have paid us a part immediately, and a stipulated amount every two weeks thereafter, so the amount is paid up, and it was done with the best of feelings on both sides, and they continue to send us their orders daily. We find that by adding interest to overdue accounts frequently helps the case.

We have found that coaxing letters, in most cases, are the best, and next to a personal interview, the most effective. In most cases we have pleaded that we were very hard up, and needed the money, and that has had its effect. We rarely ever find that a demand accompanied by a threat has ever done any good. It may help to collect an account, but it loses you a customer sure. Still there is now and then a cese where even a lawsuit has to be resorted to. We have also found that where a customer was good but slow pay that by holding up his orders, and writing him that, until he paid the old bills, his new orders would not be filled, has in some cases a good effect. You see, therefore, that there is no rigid or regular set form which can be followed in a cese of that kind.

We have a customer whom we consider good that will never pay a bill until the same is handed to a collector, or a justice of the peace, nor will he buy any goods after the account has been running sixty days until such an action is taken. This man will come to town regularly on receiving a notice from the collector, and pay his bill, and on the same day present the receipt at our office and buy more goods. We have repeatedly told him that we would not sell him goods at as close a price as if he paid in regular time, but it seemed to make little or no difference to him.

In this connection I wish to say that we have some customers who take extraordinarily long time, but are perfectly good, to whom we have written that if they continued to take such extra long time we would have to charge them more for their goods; and in making the invoice we add 5 per cent. to the net amount of the invoice, and write them with the invoice, saying, if paid in sixty days they can deduct the extra charge; if paid in ten days they can deduct the cash discount in addition to such deduction; but if the account runs more than sixty days the total charge will stand. We have found this method very beneficial in some cases. This method, however, has to be used with caution, as it will not work with everybody.

I find, however, that the coaxing method is perhaps the very best one in ninety-nine cases out of one hundred.

USEFUL AUDITING DEVICE.

IN many large business houses it is now the custom, according to The Bookkeeper, to send out at regular intervals a notice similar to that appended, the object being to compare the ledger balances with those appearing on the books of the customers. It will be noted that a special stamped envelope is enclosed for the reply, which is usually directed to the business address of the accountant who has the audit in charge.

Your debit balances on the books of this Company.....190..is $..... Kindly compare this with your books, and state below whether it agrees or not. If any difference should exist please state amount of difference and, if possible, the items making same.

This is sent not as a dun, but for the purpose of enabling us to verify our accounts and check up our books correctly. Please reply on form below, and return this sheet in stamped envelope enclosed.

Your credit since above date are as follows:

Gentlemen:

Balance as shown above $.....is .....not correct.

.....190..

Signed.....

A SIMPLE SUM IN ARITHMETIC.

SUPPOSE, says World's Work, a big company is organized and issues bonds and stocks on the following basis:

Things capitalized	The percentage of stocks and bonds represented by them
Real value	25
Pure water	50
Promoters' shares	10
Increase over real value because of "flush" times	15

Now, what happens when the fabric of speculation is shaken? The 15 per cent. of "flush-times" valuation fades away; the 10 per cent. of promoters' profit shares are remembered and the public resents such a distribution of them; people begin to ask how much pure water went to the making of the whole organization—they recall everything, in fact, except the real value. The stock, therefore, that is really worth 25 per cent. of its par value, if honest management be assumed, falls far below 25 cents in the market.

This very elementary and simple "sum" in arithmetic, explains many "mysterious" things that have been happening in the stock market. Nothing is so hard to manage as a suspicious public; but whose fault is it that the public became suspicious?

Speculation runs away with industry for a time, but industry gets its revenge at last.

THE MANAGER AND HIS MEN.

"A MANAGER must know his men through and through" remarks a writer in a contemporary. "He must recognize their strengths and weaknesses, and act accordingly; one man may be extremely sensitive, another too conservative, another too susceptible to flattery and easily influenced.

"Another too free a buyer, another may be entirely incapable of appreciating figures, and so on, but each may be otherwise excellent. To get the best out of these men these special points of character must be considered.

"And then the development of these, the making of intelligent, thinking men and women out of inexperenced and immature lads and young women; the studying of the peculiar qualifications of each, and the placing of that one so that the peculair trait will count to his advantage and to that of the house; to encourage the earnest young woman who needs encouragement just at that moment, to bring down to the earth that young man who has been spoiled at home, and like poor Hetty in Adam Bede, of whom Mrs. Poyser said, 'She is like the cock who thinks the sun rises to hear him crow,' to watch the hundreds of points and factors in management of men, is but part of the duty of each who is in charge of a large business.

"Then this same man must be an expert on figures and percentage, for after all a large business must in its figures depend almost entirely upon percentage. He must be able to look many ways at once, and must in a way keep in touch with the commercial news of the country in his spectral line. He must be broad, not narrow; quick, not slow; thoughtful, not impulsive; energetic, not mentally or physically lazy; conservative to that fine point of correctness, not hysterical; bold, not timid; agreeable and tactful, not antagonistic; approachable, not repelling; just, never unjust.

"He must be possessed of good common sense, good judgment, in order to hold the respect of those with whom he is constaly advising. If, for example, he is manager of merchandise, he must be a judge of merchandise and values, and must be a natural trader. If in charge of employes, he must be a quick judge of human nature and possess an ability to discover the qualities of each one's mental and physical self. If in charge of systems, an inventive mind is necessary, but with it is necessary also a practical mind, and one which quickly separates the good ideas from the faulty ones.

"To those who conduct the business as a whole comes the necessity of selecting a set of men, who, when selected, should really form a cabinet with whom to advise daily, hourly, concerning matters of moment. Then the chiefs of the business must frame a policy, a line of action, just as do the owners of a ship decide on her course and final harbor, and as the captain of the ship must direct the man at the wheel and guide her past the many dangers of the sea, so those who are responsible for the conduct of a business must push that business with greatest speed, but must watch its daily course, and must avoid sunken reefs and derelicts, must go slowly during the foggy times, and keep it steady when the storms threaten.

"A merchandising business is pre-eminently a business of infinite detail, and that man, no matter how capable and how energetic he may be, who undertakes to do it all alone will limit that business, just as every man's day is limited in the number of its minutes. The biggest man is the man who can most easily utilize the ability of others; so that retail business is best conducted, which can profitably unite to itself the greatest number of thinking, intelligent, active men and women, each one being, not a cog in the machinery, but an independent, self-confident unit, a member of the organization, a loyal and enthusiastic worker whose daily results bring respect and recognition. To obtain this, is a profession, science, or an art."

——

STOCKTAKING.

"BETTER late than never" is good advice as to stocktaking, as it is concerning many other things, remarks a contemporary.

A tradesman cannot tell his exact worth from his ledger, because he does not know what quantity of stock he has in his store. To know this it is necessary, periodically, to take stock or prepare a balance-sheet.

A balance-sheet is a condensed statement of the merchant's assets and liabilities, made out to show how his affairs stand, and what amount of money he has made since he began business or since the previous inventory.

His assets are the balances or moneys owing to him found on the debtor side of the accounts in the ledger—the amount of cash he has in hand, the stock in the shop, the value of the goodwill and the fixtures, etc.

His liabilities are the balances or moneys owing by him found on the credit side of the accounts in the ledger. The difference between the assets and the liabilities is the amount of money he is worth.

I preparing a balance sheet the first thing to do is to enter in a book kept for the purpose all goods in the store, and all goods lying to order of which the invoices have been received. The net cost price of every article should be put down, and the amounts carried out and added up, and the amount entered on the left-hand side of the balance-sheet as "stock."

The accounts owing by customers, which are found on the debtor side of their ledger accounts, are then added up, and the discounts, if any, deducted, and the net total entered on the same side of the balance-sheet as "book debts." The cash in hand should then be counted, and the amount entered on the same side of the balance-sheet as "cash on hand."

The value of the good-will and fixtures should then be put down. It is best to deduct from the value of the fixtures at the rate of 10 per cent. per annum at each successive stocktaking, so that at the end of ten years the fixtures will not be put down at all, as they will be worn out and have become worthless. If the tradesman has a banking account he puts down the amount of the balance in his favor on the same side of the balance-sheet. If he has money invested in property or any other securities, the amounts are also put down. All the above are called his assets.

On the other side of the balance-sheet he puts down his liabilities, which are the sum total of the amounts owing by him found on the creditor side of the ledger, and any other moneys he may owe. Both columns are then added up, and the difference of the accounts is what he is worth.

By this means a tradesman can tell exactly what amount of money he has gained in a given period. Some authorities urge that stocktaking should be done every three months, but there are other houses that are satisfied with a half-yearly inventory, although many firms take inventory only once a year. The oftener the better, for it checks stealing and other leaks.

This list is for the purpose of placing retailers, manufacturers' jobbers and other readers in touch with reliable and competent accountants and auditors whose services are so frequently required for such purposes as opening books,

Leading Canadian Accountants and Auditors

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Toronto, Canada.

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Assignee, Etc.
Room 50, 77 York St., Toronto.

JENKINS & HARDY,
Assignees, Chartered Accountants,
Estate and Fire Insurance Agents.
15½ Toronto Street. Toronto.
465 Temple Building, Montreal.
100 William Street, New York.

HENRY BARBER & CO.,
Accountants and Assignees.
Offices:
18 Wellington St. E., Toronto, Ont.

WILLIAM FAHEY,
Accountant and Auditor.
402 McKinnon Building, Toronto.

GEO. O. MERSON,
Chartered Accountant,
Trustee, Assignee, Liquidator,
Auditor, Etc.
27 Wellington St. E.,
'Phone Main 4744. Toronto.

Cable Address: "Wigwam."
T. G. WILLIAMSON,
Chartered Accountant and Auditor,
15 Toronto St., Toronto, Canada.

This space $15 a year.

This space $15 a year.

This space $15 a year.

This list is for the purpose of placing manufacturers, wholesale and retail merchants and other readers throughout Canada, and firms abroad doing business in Canada, in touch with the legal profession throughout the Dominion, for the collection of accounts, legal representation,

LEGAL CARDS.

organization of companies, the arrangement or dissolution of partnerships, or assignments, as well as all other matters of a legal nature.

For advertising rates apply to MacLean Publishing Co., Limited, Montreal or Toronto.

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Equity Chambers, Toronto.
Branch Office, Oakville, Ont.

I. L. O. VIDAL.
Barrister, Solicitor, etc. Collections and Commercial Law.
Montmagny and Quebec City, Que.

TUPPER, PHIPPEN & TUPPER,
Barristers, Solicitors, Etc.
Winnipeg, - - Canada.

J. C. HAMILTON, LL.B.,
Barrister, Solicitor and Notary.
McKinnon Building, Toronto.
'Phone, Main 65.

ATWATER, DUCLOS & CHAUVIN.
Advocates. Montreal.
Albert W. Atwater, Q. C., Consulting Counsel for City of Montreal. Chas. A. Duclos. Henry N. Chauvin.

Educational Department.

The following institutions for the education of business men's sons and daughters are recommended by this paper:

EXPERT BOOKKEEPERS.

Every bookkeeper should be a Chartered Accountant. The degree of C. A. is recognized by the business community of America. Examinations are not beyond the reach of of any industrious bookkeeper who is anxious to qualify for the highest positions in his profession.

ASK FOR PARTICULARS.

Canadian Correspondence College, Limited,
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Western Business College

Cor. College and Spadina avenue, **TORONTO.**

Thorough courses in Bookkeeping, Stenography, Typewriting and **Penmanship**; individual instruction.

A. J. HOARE, Principal.

St. Margaret's College, Toronto

A Boarding and Day School for Girls.
Thorough courses in every department.
Only teachers of the highest academical and professional standing employed.

GEORGE DICKSON, M.A., Director.
MRS. GEORGE DICKSON, Lady Principal.

Typewriting.

Bookkeeping and Shorthand are sure stepping-stones to success.

Teachers who have had practical business experience teach these branches in

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A school of genuine merit. Send for our beautiful catalogue.

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The Belleville Business College,

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BELLEVILLE, ONTARIO.

Send for handsome catalogue describing fully all courses

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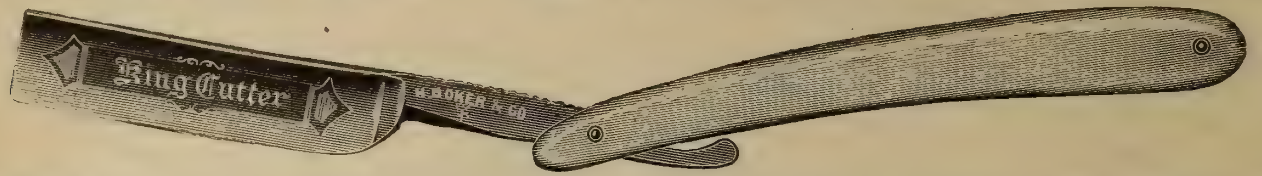
PAGE METAL GATES

3 feet wide, 4 feet high, including hinges and latch.....$2.75
10 feet wide, 4 feet high, including hinges and latch 5.75
Other sizes in proportion.

Supplied by us or local dealer. 203

THE PAGE WIRE FENCE CO. Limited, - Walkerville, Montreal, Winnipeg, St. John

IMITATION THE SINCEREST FLATTERY



H. BOKER & CO. were the **FIRST** to produce Razors with galvanic-gold etching in the hollow. The **"KING CUTTER"** was the first of this kind ever offered, and the brand and design of etching were duly registered at Ottawa.

The Quality being **UNSURPASSED,** almost every maker doing business in Canada, has copied the galvanic-gold etching as well as the design, as near as the laws will allow, but, the **"KING CUTTER"** leads and no maker can come near the same quality and workmanship.

FOR SALE BY LEADING WHOLESALE FIRMS.

CURRENT MARKET QUOTATIONS.

January 15, 1904.

These prices are for such qualities and quantities as are usually ordered by retail dealers on the usual terms of credit, the lowest figures being for larger quantities and prompt pay. Large cash buyers can frequently make purchases at better prices. The Editor is anxious to be informed at once of any apparent errors in this list, as the desire is to make it perfectly accurate.

METALS.

TIN.

Lamb and Flag and Straits— 56 and 28-lb. ingots, 100 lb.	$30 50	$31 50

TINPLATES.

Charcoal Plates—Bright.

	Per box.
M.L.S., equal to Bradley	
I C, usual sizes	$6 50
I X "	8 00
I X X "	9 50
Famous, equal to Bradley—	
I C	6 75
I X	8 25
I X X	9 75
Raven and Vulture Grades—	
I C, usual sizes	4 50
I X "	5 50
I X X "	6 50
I X X X "	7 50

"Dominion Crown Best" Double Coated, Tissued.

	Per box.
I C	5 50
I X	6 50
I X X	7 50

"Allaway's Best" Standard Quality.

I C	4 50
I X	5 50
I X X	6 50

Coke Plates—Bright.

Bessemer Steel—		
I.C., usual size, 14x20	....	3 65
I.C., special sizes, base	....	3 90
20x28	....	7 75

Charcoal Plates—Terne.

Dean or J. G. Grade—		
I.C., 20x28, 112 sheets	6 75	7 50
IX., Terne Tin	....	10 50

Charcoal Tin Boiler Plates.

Cookley Grade— X X, 14x56, 50 sheet bxs. / " 14x60, " / " 14x65, "	7 00

Tinned Sheets.

72x30 up to 24 gauge	7 50
" " 26 "	8 00

IRON AND STEEL.

Common bar, per 100 lb	..	2 00
Refined " "	....	2 40
Horseshoe Iron "	....	2 40
Hoop steel, 1½ to 3-in. base	....	2 90
Sleigh shoe steel, "	....	2 10
Tire steel	2 30	2 50
Reeled machinery	....	3 00
Toe calk steel	2 85	3 00
T. Firth&Co.'s tool steel, per lb	0 12½	0 13
Jessop's tool steel	....	0 14
Morton's tool steel	0 12½	0 13
Black Diamond and "B.C." tool steel	0 10	0 11
Chas. Leonard's tool steel	0 08	0 09
Jonas & Colver's tool steel	0 10	0 20
" "Air Hardening"	....	0 70
Drill steel, per lb	0 08	0 10
Russia Iron—		
Genuine	....	0 11
Imitation Dom. Crown	....	0 06

STEEL BOILER PLATE.

¼ in	2 50	2 60
3-16 in	2 60	2 70
⅜ in. and thicker	2 50	2 60

BABBIT METAL.

"Tandem," A	per lb.	0 27
" B	"	0 21
" C	"	0 11½
Frictionless Metal	"	0 23

Syracuse Smelting Works:

Aluminum, genuine	0 45
Government, "	0 44
Tough, "	0 40
Hard, "	0 40
Dynamo	0 30
Special	0 25
Harmony	0 22
Car Box	0 20
Extra	0 15

The Canada Metal Co.:

Imperial, genuine,	0 40
Metallic	0 30
Hercules	0 20
Star	0 15
No. 1	0 12
No. 2	0 10
No. 3	0 06
No 4	0 05

Geo. Langwell & Son.

No. 1	0 08
No. 2	0 07
No. 3	0 05½
Extra	0 09½

BLACK SHEETS.

	Montreal.	Toronto
10 and 16 gauge	2 25	2 55
18 gauge	2 30	2 60
20 "	2 30	2 60
22 to 24 gauge	2 35	2 70
26 "	2 40	2 80
28	2 40	2 90

COPPER WIRE.

Discount, 50 per cent.

CANADA PLATES.

Ordinary	2 65
All bright	3 50

Galvanized Canada Plates—

	Ordinary.	Dom. Crown.
18x24x52	4 25	4 35
" 60	4 50	4 60
20x28x80	8 50	8 70
" 94	9 00	9 20

GALVANIZED SHEETS.

	Fleur-de-Lis.	Comet	Bell.	Queen's Head
16 gauge	3 65	....	....	....
18 to 24 gauge	3 75	3 75	3 75	4 05
26 "	4 00	4 00	3 90	4 25
28 "	4 25	4 25	4 05	4 50

American brands, $4.40 for 28 gauge.
Less than case lots 10 to 15c. extra.

CHAIN.

Proof coil, 3-16 in., per 100 lb.	....
" ¼ "	6 10
" 5-16 "	4 70
" ⅜ "	4 00
" 7-16 "	3 80
" ½ "	3 70
" 9-16 "	3 55
" ⅝ "	3 35
" ¾ "	3 30

Halter, kennel and post chains, 40 to 40 and 5 per cent.

Cow ties	40 p.c.
Tie out chains	65 p.c.
Stall fixtures	35 p.c.
Trace chain	45 p.c.

Jack chain, iron, single and double, discount 35 p.c.
Jack chain, brass, single and double, discount 40 p.c.

COPPER.

	Ingot.	Per 100 lb.
Casting	13 50	14 00

Bars.

Cut lengths, round, ½ to ⅞ in.	23 00	25 00
" round and square, 1 to 2 inches	23 00	25 00

Sheet.

Plain, 16 oz., 14x48 and 14x60	20 00
Plain, 14 oz.,	21 00
Tinned copper sheet	24 00
Planished	32 00

Braziers' (in sheets).

4x6 ft., 25 to 30 lb. each, per lb.	0 22
" 35 to 45 " "	0 21
" 50-lb. and above "	0 20

BOILER AND T.K. PITTS.

Plain tinned, per lb	0 28
Spun, per lb	0 32

BRASS.

Rod and Sheet, 14 to 30 gauge, 15 per cent.

Sheets, hard-rolled, 2x4	0 23
Tubing, base, per lb	0 23½

ZINC SPELTER.

Foreign, per 100 lb	6 00	6 25
Domestic " "	....	....

ZINC SHEET.

5-cwt. casks	6 15	6 50
Part casks	6 50	7 00

LEAD.

Imported Pig, per 100 lb.	3 20	3 30
Bar, per lb.	....	0 05
Sheets, 2½ lb. sq. ft., by roll	....	0 06¼
Sheets, 3 to 6 lb. "	....	0 06

NOTE.—Cut sheets ½c. per lb., extra. Pipe, by the roll, usual weights per yard, lists at 7c. per lb. and 35 p.c dis. f.o.b. Toronto.

NOTE.—Cut lengths, net price, waste pipe 8-ft. lengths, lists at 8c.

ANTIMONY.

Cookson's per lb.	7 50	8 00

SHOT.

Common, $6.50 per 100 lb.; chilled, $7.00 per 100 lb.; buck, seal and ball, $7.50. Discount, 17½ p.c. Prices are f.o.b. Toronto, Hamilton, Montreal, St. John and Halifax. Terms, 3 p.c. cash, freights equalized.

PLUMBING GOODS.

BATH TUBS.

Zinc	6 00

Copper, discount 20 per cent. off revised list.

BATHS.

Standard Enameled.

5½-ft. rolled rim, 1st quality	23 00
5½ " " " 2nd "	20 00

CLOSETS.

	Net.
Plain York or Ontario Syphon Jet	$9 60
Emb. " " "	10 20
Fittings	1 00
Plain Simplex Syphon Jet	9 00
Emb. " " "	7 50
Fittings	1 25
Low Down Elgin or Teutonic, plain	6 00
Low " " " emb.	6 50
Plain Richelieu	4 25
Emb. "	4 50
Connections	1 25
Closet connection	1 25
Basins, P.O., 14-in	0 63
Basins, oval, 17 x 14-in.	1 50
Basins, " 19 x 15-in.	2 00

IRON PIPE.

Black pipe—		Per 100 feet.
⅛ inch	....	3 25
¼ "	2 30	2 30
⅜ "	2 55	2 55
½ "	2 85	2 85
¾ "	3 65	3 65
1 "	....	5 20
1¼ "	....	7 35
1½ "	....	8 95
2 "	....	12 55
2½ "	....	19 25
3 "	....	22 75
3½ "	....	28 75
4 "	....	35 25
4½ "	....	41 00
5 "	....	44 00
6 "	....	57 50

Galvanized pipe—	
¼ inch	3 20
⅜ "	3 45
½ "	3 90
¾ "	5 00
1 "	7 20
1¼ "	10 05
1½ "	12 20
2 "	16 85

Malleable Fittings—Discount 15 p.c.
Cast Iron Fittings—
On unions, 55 per cent. ; on nipples, 60 per cent.; headers and flanged unions, 52½ per cent.; bushings, plugs and other than standard 57½ per cent.

PLUMBERS' BRASS GOODS.

Standard Compression work, dis. 60 per cent.
Cushion work, discount 50 per cent.
Fuller work, discount 65 per cent.
6 dozen lots and over of the above, extra discount 10 per cent.
Lever handle Stops and Waste, discount 60 per cent. With, in lots of 2 dozen and over, an extra discount of 10 per cent.
Globe, Angle and Check Valves, discount 55 per cent.
Standard Globe, Angle and Check Valves, discount 60 per cent.
J. M. T. Radiator Valves discount 55 per cent.
Standard Radiator Valves, discount 60 per cent.
Patent Quick-Opening Valves, discount 65 per cent.

No. 1 compression bath cock net	1 75
No. 4 " " "	2 00
No. 7 Fuller's "	2 20
No. 4½, " "	2 35
Patent Compression Cushion, basin cock, hot and cold per doz.	15 06
Patent Compression Cushion, bath cock, No. 2208	2 25

Square head brass cocks, discount 55 per cent.
" " iron " " 50 to 60 "
Competition Globe, Angle and Check Valve discount 65 per cent.
Thompson Smoke-test Machine $25.00

RANGE BOILERS.

Dominion, 30 gallon	net	5 50
" 35 "	"	6 50
" 40 "	"	7 50
Ronald's Galvanized, 30 gallon,	"	7 40
" " 35 "	"	8 40
" " 40 "	"	9 60
Copper, 30 gallon	"	22 00
" 35 "	"	24 00
" 40 "	"	28

Discount off copper boilers 15 per cent.

SOIL PIPE AND FITTINGS.

Light soil pipe, discount, 45 and 5 per cent.
" " fittings, discount 50 and 5 p.c.
Med. and Extra heavy pipe and fittings, dis. 55 and 5 per cent.
7 and 8-in. pipe, discount 40 and 5 per cent.

SOLDER.

	Per lb
Bar, half-and-half, guaranteed	0 19
Bar, half-and-half, commercial	0 18
Refined	0 18
Wiping	0 17

PAINTS AND OILS.

BLUESTONE.

Casks, for spraying,	5 50
100-lb. lots do per lb.	0 08

COLORS IN OIL.

25-lb. tins, Standard Quality.

Venetian red, per lb.	0 03½	0 05
Chrome yellow	0 12	0 14
Golden ochre	0 07	0 10
French "	....	0 06
Marine black	....	0 04
Chrome green	....	0 10
French Imperial green	....	0 14
Signwriters' black	....	0 16
Umber	0 04	0 06
Sienna	0 04	0 07

JOSEPH RODGERS & SONS
Limited
SHEFFIELD, ENGLAND.

Each blade of our Goods bears the exact mark here represented.

REGISTERED TRADE MARK. GRANTED 1682

JAMES HUTTON & CO., MONTREAL SOLE AGENTS IN CANADA.

COLORS, DRY.

Common ochre, bbls.	1 15	1 30
Yellow ochre (J.F.L.S) bbls.,	....	2 00
Brussels ochre	....	2 00
Venetian red, bbl	1 50	2 25
English oxides, per cwt	3 00	3 25
American oxides, bbls	1 25	2 75
Canadian oxides, bbls	1 25	1 75
Super magnetic oxides, 93 p.c.	2 00	2 25
Burnt sienna, pure, per lb	....	0 10
" umber, " "	0 08	0 10
Raw umber	0 08	0 10
Drop black, pure	....	0 10
Chrome yellow, pure	....	0 18
Chrome greens, pure per lb	0 09	0 10
Golden ochre	0 03	0 04
Ultramarine blue, in 28-lb. boxes, per lb.	0 06	0 12
Fire proof mineral, per 100 lb.	....	1 00
Genunie Eng. Litharge, per lb	....	0 07
Mortar color, per 100 lb	1 25	1 50
Pure Indian red, No. 45, lb.	0 08	0 1[illegible]
Whiting (common), bbl	0 55	0 60
English vermilion in 30-lb. bgs.	...	0 85

CASTOR OIL.

British, 1st. qual, in cases, per lb	0 08½	0 09½
" " small lots	0 10	0 10½

COD OIL, ETC.

Cod oil, per gal	0 50	0 55
Pure olive	....	1 40
" neatsfoot	....	0 90

WHITE LEAD. Per 100 lb.

Pure	....	4 75
No. 1	....	4 50
No. 2	....	4 25
No. 3	....	3 87½
No. 4	....	3 50
Munro's Select Flake White	....	4 75
Elephant and Decorators' Pure	....	4 75
Decorator's Pure	....	4 75
Sterling Pure	....	5 00
Island City Pure	....	5 00
Ramsay's Pure Lead	4 75	5 00
Ramsay's Exterior	4 50	4 75

RED LEAD.

Genuine, 560 lb. casks, per cwt	$4 25	$4 50
Genuine, 100 lb. kegs, "	....	4 75
No. 1, 560 lb. casks, per cwt	....	4 00
No. 1, 100 lb. kegs, per cwt	....	4 25

WHITE ZINC.

Extra Red Seal	0 06	0 08
French V. M.	0 06	0 06½
Lehigh	0 06	0 06¼

DRY WHITE LEAD.

Pure, casks	4 50
Pure, kegs	4 75
No. 1, casks	4 25
No. 1, kegs	4 50

PREPARED PAINTS.

In ¼, ½ and 1-gallon tins.

Pure, per gallon	....	1 20
Second qualities, per gallon	....	1 00
Barn (in bbls.)	0 60	0 90
The Sherwin-Williams paints	....	1 40
Canada Paint Co.'s pure	....	1 25
Toronto Lead & Color Co's pure	....	1 25
Sanderson Pearcy's pure	....	1 20
Standard Co.'s "New Era."	....	1 30
"Globe" barn	60	70
Francis-Frost Co.'s "Ark" B'd	....	1 25
" British Navy deck	....	1 50
Henderson & Potts's "Anchor"	....	1 35
Globe Paint Co.'s mixed	....	1 30
" barn and bridge	....	0 75
Ramsay's paints, Pure, per gal.	....	1 20
" Thistle, "	....	1 00
" Outside, bbls	0 55	0 65
Island City House Paint	....	1 25
" Floor "	....	1 25
Sterling House Paint	....	1 20
" Floor "	....	1 10
National	....	1 05

PUTTY.

Bulk in bbls	2 05
Bulk in less quantity	2 25
Bladders in bbls	2 25
Bladders in kegs, boxes or loose	2 40
25-lb. tins	2 25
12½ lb. tins	2 50
Bladders in bulk or tins less than 100 lb.	2 50

VARNISHES.

In 5-gal. lots.	Per gal.	Net.
Carriage, No. 1	1 50	1 60
Pale durable body	4 10	4 25
" rubbing	2 85	3 20
Gold size, japan	1 50	1 60
No. 1 brown japan	0 85	0 90
Elastic oak	...	1 50
Furniture, extra	1 10	1 25
" No. 1	0 90	1 00
Hard oil finish	1 35	1 50
Light oil finish	1 60	1 70
Damar	1 75	2 00
Shellac, white	2 40	2 50
" orange	2 30	2 40
Turpentine, brown japan	1 10	1 20
" black japan	1 10	1 20
" " No. 1.	0 85	0 90
Elastilite varnish, 1 gal. can, each		2 00
Granitine floor finish, per gal		2 75

Maple Leaf coach enamels; size 1, $1.20; size 2, 70c.; size 3, 40c. each.
Sherwin-Williams' kopal varnish, assorted case, from to 1 gal., $2.50.

GLUE.

Common	0 08	0 08½
French medal	0 10	0 14
White, extra	0 18	0 22
Gelatine	....	....
Strip	0 18	0 20
Coopers	0 19	0 20
Huttner	....	....
Ground	0 12	0 16
Cologne, genuine	....	....

HARDWARE.

AMMUNITION.

Cartridges.

B. B. Caps Dominion, 50 and 5 per cent.
Rim Fire Pistol, discount 40 p.c., American.
Rim Fire Cartridges, Dominion, 50 and 5 p.c.
Central Fire Pistol and Rifle, 10 p.c., Amer.
Central Fire Cartridges, pistol sizes, Dominion, 30 per cent.
Central Fire Cartridges, Sporting and Military, Dominion, 15 per cent.
Central Fire, Military and Sporting, American, add 5 per cent. to list. B.B. Caps, discount 40 per cent., American.
Loaded and empty Shells, "Trap" and "Dominion" grades, 25 per cent. Rival and Nitro, 10 per cent. advance on list.
Brass Shot Shells, 55 per cent.
Primers, Dom., 30 per cent.; American, $1.60.

Wads.

	per lb.
Best thick white felt wadding, in ½-bags	$ 00
Best thick brown or grey felt wads, in ½-lb. bags	0 70
Best thick white card wads, in boxes of 500 each, 12 and smaller gauges	0 99
Best thick white card wads, in boxes of 500 each, 10 gauge	0 25
Best thick white card wads, in boxes of 500 each, 8 gauge	0 55
Thin card wads, in boxes of 1,000 each, 12 and smaller gauges	0 20
Thin card wads, in boxes of 1,000 each, 10 gauge	0 25
Thin card wads, in boxes of 1,000 each, 8 gauge	...

Chemically prepared black edge grey cloth wads, in boxes of 250 each—	Per M.
11 and smaller gauge	0 60
9 and 10 gauges	0 70
7 and 8 "	0 90
5 and 6 "	1 10

Superior chemically prepared pink edge, best white cloth wads, in boxes of 250 each –	
11 and smaller gauge	1 15
9 and 10 gauges	1 40
7 and 8 "	1 65
5 and 6 "	1 90

ADZES.

Discount 20 per cent.

ANVILS.

Wright's, 80-lb. and over	0 10½
Hay Budden, 80-lb. and over	0 09½
Brook's, 80-lb. and over	0 11¼

AUGERS.

Gilmour's, discount 65 and 5 per cent. off list.

AXES.

Chopping Axes		
Single bit, per doz.	7 00	10 00
Double bit, "	10 00	18 00
Bench Axes, 40 per cent.		
Broad Axes, 25 per cent.		
Hunters' Axes	5 50	6 00
Boys' Axes	6 25	7 00
Splitting Axes	7 00	12 00
Handled Axes	7 50	10 00

AMERICAN AXE AND TOOL CO.

Red Ridge, boys', handled.	5 75
" hunters	5 25

AXLE GREASE

Ordinary, per gross	5 75	6 00
Best quality	13 00	15 00

BELLS.

Hand.

Brass, 60 per cent.
Nickel, 55 per cent.

Cow.

American make, discount 63¾ per cent.
Canadian, discount 45 and 50 per cent.

Door.

Gongs, Sargant's	5 50	8 00
" Peterboro', discount 46 per cent.		

Farm.

American, each	1 25	3 00

House.

American, per lb.	0 35	0 40

BELLOWS.

Hand, per doz.	3 35	4 75
Moulders', per doz.	7 50	10 00
Blacksmiths', discount 70 per cent.		

BELTING.

Extra, 60 per cent.
Standard, 60 and 10 per cent.
No. 1, not wider than 6 in., 60, 10 and 10 per cent.
Agricultural, not wider than 4 in., 75 per cent.

BITS.

Auger.

Gilmour's, discount 60 and 5 per cent.
Rockford, discount 50 and 10 per cent.
Jennings' Gen., net list.

Car.

Gilmour's, 47½ to 50 per cent.

Expansive.

Clark's, 40 per cent.

Gimlet.

Clark's, per doz	0 65	0 90
Diamond, Shell, per doz.	1 00	1 50
Nail and Spike, per gross	2 25	5 20

BLIND AND BED STAPLES.

All sizes, per lb.	0 07¾	0 12

BOLTS AND NUTS

	Per cent.
Carriage Bolts, common ($1 list)	
" " 3-16 and ¼	60
" " 3-16 and ⅜	55 and 5
" " 7-16 and up	55
" " full sq. ($2.40 list)	60
" " Norway Iron ($3 list)	60
Machine Bolts, all sizes, ⅜ and less	60
Machine Bolts, 7-16 and up	55 and 5
Plough Bolts	55 and 5
Blank Bolts	55 and 5
Bolt Ends	55 and 5
Sleigh Shoe Bolts	70
Coach Screws, cone point	70

Nuts, square, all sizes, 4c. per lb. off.
Nuts, hexagon, all sizes, 4¼c. per lb. off.
Stove Rods, per lb., 5½ to 6c.

BOOT CALKS.

Small and medium, ball ... per M.	4 25
Small heel "	4 50

BRIGHT WIRE GOODS.

Discount 62½ per cent

BROILERS.

Light, discount 65 to 67½ per cent.
Reversible, discount 65 to 67½ per cent.
Vegetable, per doz., discount 37½ per cent.

Henis, No. 8	per doz.	6 00
Henis, No. 9	"	7 00
Queen City	"	7 50

BUTCHERS CLEAVERS.

German ... per doz.	6 00	11 00
American "	12 00	20 00

BUTCHER KNIVES.

Bailey's ... per doz.	0 60	6 30

BUILDING PAPER, ETC.

Tarred Felt, per 100 lb.	1 85
Ready roofing, 2-ply, not under 45 lb. per roll	0 90
Ready roofing, 3-ply, not under 65 lb., per roll	1 15
Carpet Felt ... per ton	45 00
Heavy Straw Sheathing ... per ton	35 00
Dry Sheathing ... per roll, 400 sq. ft.	0 40
Tar " 400 "	0 50
Dry Fibre " 400 "	0 55
Tarred Fibre " 400 "	0 65
O. K. & I. X. L. " 400 "	0 70
Resin-sized " 400 "	0 45
Oiled Sheathing " 600 "	1 00
Oiled " " 400 "	0 70
Roof Coating, in barrels ... per gal.	0 17
Roof " small packages "	0 25
Refined Tar ... per barrel	5 00
Coal Tar "	4 00
Coal Tar, less than barrels ... per gal.	0 15
Roofing Pitch ... per 100 lb.	1 10

BULL RINGS.

Copper, $2.00 for 2½-inch, and $1.90 for 2-inch.

BUTTS.

Wrought Brass, net revised list.

Cast Iron.

Loose Pin, discount 60 per cent

Wrought Steel.

Fast Joint, discount 65, 10 and 2½ per cent.
Loose Pin, discount 65, 10 and 2½ per cent.
Berlin Bronzed, discount 70, 70 and 5 per cent

Gen. Bronzed ... per pair	0 40	0 65

CARPET STRETCHERS.

American ... per doz.	1 00	1 50
Bullard's "	....	6 50

CASTORS.

Bed, new list, discount 55 to 57½ per cent.
Plate, discount 52½ to 57½ per cent.

CATTLE LEADERS.

Nos. 32 and 33 ... per gross	7 50	8 50

CHALK.

Carpenters' Colored, per gross	0 45	0 75
White lump ... per cwt.	0 60	0 65
Red	0 05	0 06
Crayon ... per gross	0 14	0 18

CHISELS.

Socket, Framing and Firmer.

Broad's, discount 60 and 10 per cent.
Warnock's, discount 50 and 10 per cent.
P. S. & W. Extra, discount 60 and 10 per cent

FOOD STOCKS.

International Stock Foods, $1 packages, per doz.	$8 00
International Stock Foods, per pail	2 75
" " " per bbl	10 50
" Poultry " $1 pkgs., per doz	8 00
" Worm Powders, 50c pkgs. "	4 00
" Pine Healing Oil, per doz	8 00
" Pheno-Chloro, $1 pkgs., per doz	8 00
" Hoof Ointment	8 00
" Compound Absorbent	16 00

Also 25c pkgs. at $2 per doz.; 50c. pkgs. at $4 per doz.

CLIPS.

Axle, discount 65 per cent

A Word of Thanks to Our Customers.

The past year's business has been very satisfactory to us, and we are exceedingly obliged to you in consequence.

We have done our best to please you at all times, and where we failed it was our misfortune, not our fault.

Prospects are bright for another prosperous year, and we hope to continue our pleasant business relations with you.

The Paterson Mfg. Co., Limited

Toronto and Montreal.

COMPASSES, DIVIDERS, ETC.

American, discount 62½ to 65 per cent.

CONDUCTOR PIPE.

Plain or Corrugated.

2-inch	per 100 feet	3 00
3 "	" "	4 00
4 "	" "	5 25
5 "	" "	6 75
6 "	" "	9 00

CRADLES, GRAIN.

Canadian, discount 20 to 25 per cent.

CROSSCUT SAW HANDLES.

S. & D., No. 3	per pair	0 17½
S. & D., " 5	"	0 22½
S. & D., " 6	"	0 15
Boynton pattern	"	0 20

DOOR SPRINGS.

Torrey's Rod	per doz.	....	80
Coil, 9 to 11 in.	"	0 95	1 65
English	"	2 00	4 00

DRAW KNIVES.

Coach and Wagon, discount 50 and 10 per cent.
Carpenters' discount 60 and 10 per cent.

DRILLS.

Hand and Breast.

Millar's Falls, per doz., net list.

DRILL BITS.

Morse, discount 37½ to 40 per cent.
Standard, discount 50 and 5 to 55 per cent.

FAUCETS.

Common, cork-lined, discount 35 per cent.

EAVETROUGHS.

10-inch .... per 100 ft. 10

ELBOWS (stovepipe.)

and 6-inch, common	per doz.	1 20
7-inch	"	1 35

Polished, 15c. per dozen extra.

ESCUTCHEONS.

Discount 40 per cent.

ESCUTCHEON PINS.

Iron, discount 40 per cent.

FACTORY MILK CANS.

Discount off revised list, 40 per cent.

FILES AND RASPS.

Great Western	70 and 10 per cent.
Arcade	70 " 10 "
Kearney & Foot	70 " 10 "
Disston's	70 " 10 "
American	70 " 10 "
J. Barton Smith	70 " 10 "
McClellan	70 " 10 "
Eagle	70 " 10 "
Nicholson, 60 and 10 to 60, 10 and 5	"
Royal	80 "
Globe	70 to 75 "

Black Diamond. 60 and 10 to 60, 10 and 5 per cent.
Jowitt's, English list, 25 to 27½ per cent.
Nicholson File Co.'s "Simplicity" file handle, per gross 85c. to $1.50

GLASS.

Window. Box Price.

Size United Inches.	Star Per 50 ft.	Star Per 100 ft.	D. Diamond Per 50 ft.	D. Diamond Per 100 ft.
Under 26	....	3 10	....	6 75
26 to 40	....	3 30	....	7 25
41 to 50	....	3 70	....	8 75
51 to 60	....	4 00	....	10 00
61 to 70	....	5 00	....	11 5
71 to 80	....	5 30	....	12 50
81 to 85	....	....	....	14 00
86 to 90	....	....	....	16 50
91 to 95	....	....	....	18 00
96 to 100	....	....	....	20 00

A dis ount of 25 per cent. is offered on "Double Diamond."

GAUGES.

Marking, Mortise, Etc.

Stanley s, discount 50 to 55 per cent.

Wire Gauges.

Winn's, Nos. 26 to 33 ....each 1 65 2 40

HALTERS.

Rope, ⅜-inch	per gross	....	....
Rope, ½ "	"	....	9 00
Rope, ⅝ to ¾-inch	"	....	14 00
Leather, 1-inch	per doz.	3 87½	4 00
Leather, 1¼ "	"	5 15	5 20
Web	"	1 87	2 45

HAMMERS.

Nail.

Maydole's, discount 5 to 10 per cent. Canadian discount 25 to 27½ per cent

Tack.

Magnetic ....per doz. 1 10 1 20

Sledge.

Canadian ....per lb. 0 07½ 0 08½

Ball Pean.

English and Canadian, per lb. 0 22 0 25

HANDLES.

Axe, 2nd growth, per doz. net	3 00	4 00
tore door ....per doz.	1 00	1 50

Fork.

C. & B., discount 40 per cent., revised list.

Hoe.

C. & B., discount 40 per cent., revised list.

Saw.

American ....per doz 1 00 1 25

Plane.

American .... per gross 3 15 3 75

Hammer and Hatchet.

Canadian, discount 40 per cent.

Cross-Cut Saws.

Canadian ....per pair 0 13¾

HANGERS.	doz.	pairs.
Steel barn door	6 00	8 00
Stearns, 4-inch	....	4 50
" 5-inch	....	6 00
Zenith	....	9 00
Lane's covered—		
No. 11, 5-foot run	....	8 40
No. 11½, 10-foot run	....	10 80
No. 12, 10-foot run	....	12 60
No. 14, 15-foot run	...	21 00
Steel, covered	4 00	11 00
" track, 1 x 3-16 in	....	3 90
" " 1¼ x 3-16 in	....	5 60

HARVEST TOOLS.

Discount 60 per cent.

HATCHETS.

Canadian, discount 40 to 42½ per cent.

HAT ENAMEL.

Henderson & Potts' "Anchor Brand"

HINGES.

Blind, Parker's, discount 16⅔ per cent.

Heavy T and strap, 4-in., per lb.	0 06¼
" " 5-in., "	0 06⅛
" " 6-in., "	0 06
" " 8-in., "	0 05¾
" " 10-in., "	0 05½

Light T and strap, discount 65 and 5 per cent.

Screw hook and hinge—			
6 to 10 in.	per 100 lb.	....	4 50
12 in. up	"	....	3 25
Spring, No. 20, per gro. pairs		....	10 50

HOES.

Garden, Mortar, etc., discount 60 per cent.
Planter .... per doz. 4 00 4 50

HOLLOW WARE.

Discount 45 and 5 per cent.

HOOKS.

Cast Iron.

Bird cage	per doz.	0 50	1 10
Clothes line, No. 61	"	0 00	0 70
Harness	"	0 60	12 00
Hat and coat	per gro.	1 10	10 00
Chandelier	per doz.	0 50	1 00

Wrought Iron.

Wrought hooks and staples Canadian discount 47½ per cent.

Wire.

Hat and coat, discount 45 per cent.
Belt ....per 1,000 .... 0 60
Screw, bright, discount 55 per cent.

HORSE NAILS.

"C" brand, 40, 10 and 7½ per cent. off list { Oval head
"M" brand, 55, per cent. { Oval head
Countersunk, 55 per cent.
"Monarch," 50 and 7½ per cent.
"Peerless" 50 per cent. dis.

HORSESHOES.

Iron Shoes.	F.O.B. Montreal No. 2 and larger.	No. 1 and smaller.
Light, medium and heavy	3 65	3 90
Snow shoes	3 90	4 15
Steel Shoes.		
XL, sizes 1 to 5	....	5 35
Light, No. 2 and larger	....	3 80
No. 1 and smaller	....	4 05
Featherweight, all sizes 0 to 4	....	5 35
Toeweight, all sizes 1 to 4	....	6 60

JAPANNED WARE.

Discount and 5 per cent. off list, June 1899

ICE PICKS.

Star ....per doz. 00 3 25

KETTLES.

Brass spun 7½ per cent. discount off new list.
Copper .... per lb. 0 30 0 50
American, 60 and 10 to 65 and 5 per cent.

KEYS.

Lock, Canadian dis. 40 to 40 and 10 per cent.
Cabinet, trunk and padlock, American .... per gross 0 60

KNOBS.

Door, japanned and N.P., per doz.		1 50	2 50
Bronze, Berlin	per doz.	2 75	3 25
Bronze, Genuine	"	6 00	9 00
Shutter, porcelain, F. & L. screw	per gross	1 30	4 00
White door knobs	per doz.	....	1 00

HAY KNIVES.

Net prices.

LAMP WICKS.

Discount, 60 per cent.

LANTERNS.

Cold Blast	per doz.	7 00
No. 3, "Wright's"	"	8 50
Ordinary, with O burner	"	4 00
Dashboard, cold blast	"	9 00
No. 0	"	5 75

Japanning, 50c. per doz. extra.

LEMON SQUEEZERS.

Porcelain lined	per doz.	2 20	5 60
Galvanized	"	1 87	3 85
King, wood	"	2 75	2 90
King, glass	"	4 00	4 50
All glass	"	0 50	0 90

LINES.

Fish	per gross	1 05	2 50
Chalk	"	1 90	7 40

LAWN MOWERS.

Woodyatt, 12-in. wheel	8 50
Star "	6 25
Daisy " (net)	2 45
Philadelphia, 12-in. wheel	7 00
Ontario, "	14 25
King Edward, 12 in	9 00

Discount, 50 per cent., with freight concessions in quantity shipments.

Maxwell & Sons:

10½-in. high wheel	7 50	10 00
9-in.	5 50	6 25
8-in.	49 0	5 50

Discount 50 per cent.

LOCKS.

Canadian, 40 to 40 and 10 per cent.
Russell & Erwin ......per doz. 3 00 3 25

Cabinet.

Eagle, discount 30 per cent.

Padlocks.

English and Am. ..... per doz. 0 50 6 00
Eagle, discount 20 to 25 per cent.

MACHINE SCREWS.

Iron and Brass.

Flat head, discount 25 per cent.
Round head, discount 20 per cent.

MALLETS.

Tinsmiths'	per doz.	1 25	1 50
Carpenters', hickory,	"	1 25	3 75
Lignum Vitae	"	3 85	5 00
Caulking, each		0 60	2 00

MATTOCKS.

Canadian .... per doz. 5 50 6 50

MEAT CUTTERS.

American, discount 33⅓ per cent.
German, 15 per cent.
Gem ....each 1 15

MILK CAN TRIMMINGS.

Discount 25 per cent.

NAILS.	Cut.	Wire.
2d and 3d	3 45	3 45
3d	3 10	3 12
4 and 5d	2 85	2 95
6 and 7d	2 75	2 80
8 and 9d	2 60	2 60
10 and 12d	2 55	2 55
16 and 20d	2 50	2 50
30, 40, 50 and 60d (base)	2 45	2 45

Cut nails in carlots 5c. less.
Wire nails in carlots are $2.40.
Steel cut nails 10c. extra.
Miscellaneous wire nails, discount 75 per cent.
Coopers' nails, discount 30 per cent.

NAIL PULLERS.

German and American 1 75 50

NAIL SETS.

Square, round and octagon, per gross	3 38	
Diamond	1 00	? 0

POULTRY NETTING.

2-in. Mesh, 19 w.g., dis. 60 per cent.
2-in. Mesh, 16 w.g. and heavier, 50 p.c.

OAKUM.

U. S. Navy	per 100 lb.	....	6 75
Plumbers	"	....	3 00

OILERS.

McClary's Model galvanized oil can, with pump, 5 gallon, per dozen 10 00
Zinc and tin, discount 50, 50 and 10 per cent.

Copper	per doz.	1 25	3 50
Brass	"	1 50	3 50

Malleable, discount 25 per cent

GALVANIZED PAILS.

Dufferin pattern pails, discount 45 per cent
Flaring pattern, discount 45 per cent.
Galvanized washtubs, discount 45 per cent

PIECED WARE.

Discount 40 per cent off list, June, 1899.
10-qt. flaring sap buckets, discount 40 per cent
6, 10 and 14-qt. flaring pails, dis. 40 per cent.
Creamer cans, discount 40 per cent.

PICKS.

Per dozen 6 00 9 00

PICTURE NAILS.

Porcelain head	per gross	1 35	1 50
Brass head	"	0 40	1 00

PICTURE WIRE.

Tin and gilt, discount 75 per cent.

PINE TAR.

½ pint in tins	per gross	....	7 80
1 " "	"	....	9 60

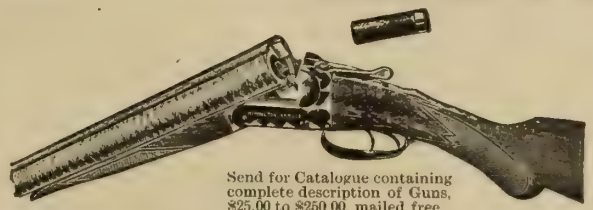
PLANES.

Wood bench, Canadian discount 40 per cent., American discount 50 per cent.
Wood, fancy Canadian or American, 37½ to 40 per cent.

Remington Hammerless Shot Gun

GUARANTEED FOR NITRO POWDERS

Grade K. Made with Remington blued steel barrels.



Send for Catalogue containing complete description of Guns, $25.00 to $250.00, mailed free.

Grade K E D. Made with Damascus barrels and Automatic Ejector.

REMINGTON ARMS CO., ILION, N.Y., 313-317 Broadway, New York. 86-88 First St., San Francisco, Cal.

SOLD BY LEADING CANADIAN DEALERS. NOT RETAILED BY THE MANUFACTURERS.

PLANE IRONS.

English .....per doz. 2 00 5 00

PLIERS AND NIPPERS.

Button's genuine, per doz. pairs, discount 37½ to 40 per cent.
Button's imitation....per doz. 5 00 9 00
German ..... " 0 60 60

PRESSED SPIKES.

Discount 20 per cent.

PULLEYS.

Hothouse .....per doz. 0 55 1 00
Axle ..... " 0 22 0 33
Screw ..... " 0 27 1 00
Awning ..... " 0 35 2 50

PUMPS.

Canadian cistern 1 80 3 60
Canadian pitcher spout 1 40 2 10

PUNCHES.

Saddler's .....per doz. 1 00 1 85
Conductor's..... " 9 00 15 00
Finners', solid.....per set 0 72
" hollow.....per inch 1 00

RAKES.

Wood..... per doz. net 1 20 up.

RAZORS. per doz.

Elliot's 4 00 18 00
Geo. Butler's & Co.'s..... 4 00 18 00
Boker's 7 50 11 00
" King Cutter 12 50 15 00
Wade & Butcher's..... 3 60 10 00
Theile & Quack's 7 00 12 00
Bailey's 6 00 12 00
Bailey's Brantford 10 00 11 00
Carbo Magnetic..... .... 15 00
Griffon Barber's Favorite 10 75
Griffon No. 65..... .... 13 00
Griffon Safety Razors..... ... 13 50
Griffon Stropping Machines.. .... 13 50
Lewis Bros. "Klean Kutter" 8 50 10 50

REGISTERS.

Discount 40 per cent.

RIVETS AND BURRS.

Iron Rivets, black and tinned, discount 60 and 10 per cent.
Iron Burrs, discount 55 per cent.
Extras on Iron Rivets in 1-lb. cartons, ½c. per lb.
Extras on Iron Rivets in ½-lb cartons, 1c. per lb.
Copper Rivets, with usual proportion burrs, 45 per cent. discount. Cartons, 1c. per lb. extra, net.
Copper Burrs only, discount 30 and 10 per cent.
Extras on Tinned or Coppered Rivets, ½-lb. cartons, 1c. per lb.

RIVET SETS.

Canadian, discount 35 to 37½ per cent.

ROPE, ETC.

Sisal..... 0 11½
Pure Manilla 0 14½
"British" Manilla..... 0 12
Cotton, 3-16 inch and larger 0 00
" 5-32 inch 0 00
" ⅛ inch 0 00
Russia Deep Sea 0 15
Jute..... 0 08
Lath Yarn, single 0 11
" double 0 11½
Sisal bed cord, 48 feet.....per doz. 0 65
" " 60 feet ..... " 0 80
" " 72 feet..... " 0 95

RULES.

Boxwood, discount 55 per cent.
Ivory, discount 37½ to 40 per cent.

SAD IRONS.

Mrs. Potts, No. 55, polished....per set 0 80
" No. 50, nickle-plated, " 0 90
Common, plain..... 4 50
" plated 5 50

SAND AND EMERY PAPER.

B. & A. sand, discount, 40 and 5 per cent
Emery, discount 40 per cent.
Garnet (Rurton's), 5 to 10 per cent. advance on list

SAP SPOUTS.

Bronzed iron with hooks ....per 1,000 7 50

SAWS.

Hand, Disston's, discount 12½ per cent.
S. & D., discount 40 per cent.
Crosscut, Disston's....per foot 0 35 0 55
S. & D., discount 35 per cent. on Nos. 2 and 3.
Hack, complete.....each 0 75 2 75
" frame only 0

SASH WEIGHTS.

Sectional.....per 100 lb. 2 25
Solid ..... " 1 75

SASH CORD.

Per lb..... 0 22 0 25

SAW SETS. per doz.

Lincoln and Whiting 4 75
Hand Sets, Perfect 4 00
X-Cut Sets, " 7 50

SCALES.

Gurney Standard, 40 per cent.
Gurney Champion, 50 per cent.
Burrow, Stewart & Milne—
Imperial Standard, discount 40 per cent.
Weigh Beams, discount 35 per cent.
Champion Scales, discount 50 per cent.
Fairbanks standard, discount 35 per cent.
" Dominion, discount 55 per cent
" Richelieu, discount 55 per cent.
Warren's new Standard, discount 40 per cent.
" " Champion, discount 50 per cent.
" Weighbeams, discount 35 per cent.

SCREW DRIVERS.

Sargent's ....per doz. 0 65 1 00

SCREEN DOORS.

Common doors, 2 or 3 panel, walnut stained, 4-in. style.....per doz. 6 80
Common doors,2 or 3 panel, yellow and green stained, 4-in. style....per doz. 7 00
Common doors, 2 or 3 panel, in natural colors, oil finish .....per doz. 8 15
3-in. style 20c. per dozen less.

SCREWS.

Wood, F. H., bright and steel, discount 87½ per cent.
Wood, R. H., bright, dis. 82½ per cent.
" F. H., brass, dis. 80 per cent.
" R. H., " dis. 75 per cent.
" F. H., bronze, dis. 75 per cent.
" R. H., " dis. 70 per cent.
Drive Screws, dis. 87½ per cent.
Bench, wood .....per doz. 3 25 4 00
" iron ..... " 4 25 5 00
Set, case hardened, dis. 60 per cent.
Square Cap, dis. 50 and 5 per cent.
Hexagon Cap, dis. 45 per cent.

SCYTHES.

Per doz. net..... 6 00 9 00

SCYTHE SNATHS.

Canadian, discount 40 per cent.

SHEARS.

Bailey Cutlery Co., full nickeled, discou and 2½ per cent.
Bailey Cutlery, Japan Handles, discount 67½ per cent.
Seymour's, discount 50 and 10 per cent.

SHOVELS AND SPADES.

Canadian, discount 45 per cent.

SINKS.

Cast iron, 16 x 24. .... 0 85
" 18 x 30..... .... 1 00
" 18 x 36..... .... 1 40

SNAPS.

Harness, German, discount 25 per cent.
Lock, Andrews' 4 50 11 50

SOLDERING IRONS.

1, 1½-lb..... per lb. 37
2-lb. or over ..... " 0 34

SQUARES.

Iron, No. 493 .....per doz. 2 40 2 55
" No. 494 ..... " 3 25 3 40
Steel, discount 60 to 60 and 5 per cent.
Try and Bevel, discount 50 to 52½ per cent.

STAMPED WARE.

Plain, discount 75 and 12½ per cent. off revised list.
Retinned, discount 75 per cent. off revised list.

STAPLES.

Galvanized 3 00
Plain 2 80
Coopers', discount 45 per cent.
Poultry netting staples, discount 40 per cent.

STOCKS AND DIES.

American discount 25 per cent.

STONE.

Washita .....per lb. 0 28 0 60
Hindostan ..... " 0 06 0 07
" slip ..... " 0 09 0 09
Labrador..... ..... " 0 13
" Axe..... " 0 15
Turkey ..... " 0 50
Arkansas..... " 1 50
Water-of-Ayr ..... " 0 10
Scythe .....per gross 3 50 5 00
Grind, 2-in.,40 to 200 lb., per ton 25 00
" " under 40 lb., " 28 00
" under 2 in. thick, " 29 00

STOVEPIPES.

5 and 6 inch, per 100 lengths 7 00
7 inch..... " " 7 50

ENAMELINE STOVE POLISH.

No. 4, 3 doz. in case..net cash 4 80
No. 6, 3 doz. in case.. " 8 40

TACKS, BRADS, ETC.

Carpet tacks, blued ..... 80 and 15
" " tinned..... 80 and 20
" " (in kegs)..... 40
Cut tacks, blued, in dozens only 80
" ½ weights 60
Swedes cut tacks, blued and tinned—
In bulk..... 80 and 10
In dozens 75
Swedes, upholsterers', bulk....85, 12½ and 12½
" brush, blued and tinned bulk 70
Swedes, gimp, blued, tinned and japanned..... 75 and 12½
Zinc tacks 35
Leather carpet tacks..... 55
Copper tacks..... 50
Copper nails 52½
Trunk nails, black ..... 65 and 5
Trunk nails, tinned..... 65 and 10
Clout nails, blued ..... 65 and 5
Chair nails..... 35
Patent brads..... 40
Fine finishing..... 40
Lining tacks, in papers..... 10
" " in bulk..... 15
" " solid heads, in bulk 75
Saddle nails, in papers..... 10
" " in bulk..... 15
Tufting buttons, 22 line, in dozens only 60
Zinc glaziers' points 5
Double pointed tacks, papers.. 90 and 10
" " " bulk.... 40
Clinch and duck rivets..... 45

TAPE LINES.

English, ass skin.....per doz. 2 75 5 00
English, Patent Leather 5 50 9 75
Chesterman's .....each 0 90 2 85
" steel.....each 0 80 8 00

TINNERS' SNIPS.

Bailey's, discount 25 per cent.

THERMOMETERS.

Tin case and dairy, discount 75 to 75 and 10 per cent.

TRAPS (steel.)

Game, Newhouse, discount 25 per cent.
Game, H. & N., P. S. & W., 65 per cent.
Game, steel, 72½, 75 per cent.

TROWELS.

Disston's, discount 10 per cent.
German.....per doz. 4 75 6 00
S. & D., discount 35 per cent.

TWINES.

Bag, Russian .....per lb. 0 27
Wrapping, cotton, 3-ply 0 19
" 4-ply 0 23
Mattress .....per lb. 0 33 0 45
Staging..... " 0 27 0 35

VISES.

Wright's..... .... 0 13½
Brook's..... .... 0 12¾
Pipe Vise, Hinge, No. 1..... .... 3 50
" " " No. 2..... .... 5 50
Saw Vise..... ..... 4 50 9 00
Columbia Hardware Co.
Blacksmiths' (discount) 60 per cent.
" parallel (discount) 45 per cent.

ENAMELLED WARE.

White, Princess, Turquoise, Blue and White discount 50 per cent.....
Diamond, Famous, Premier, discount 50 and 10 per cent.....
Granite or Pearl, Imperial, Crescent, discount 50, 10 and 10 per cent.

WIRE.

Smooth Steel Wire.

No. 0-9 gauge..... $2 50
10 " ..... 6c. extra.
11 " ..... 12c. "
12 " ..... 20c. "
13 " ..... 30c. "
14 " ..... 40c. "
15 " ..... 55c. "
16 " ..... 70c. "

Add 60c. for coppering and $2 for tinning.
Extra net per 100 lb.—Oiled wire 10c., spring wire $1.25, special hay baling wire 30c., best steel wire 75c., bright soft drawn 15c., charcoal (extra quality) $1.25, packed in casks or cases 15c., bagging and papering 10c., 50 and 100-lb. bundles 10c., in 25-lb. bundles 15c., in 5 and 10-lb. bundles 25c., in 1-lb. hanks, 50c., in ½-lb. hanks 75c., in ¼-lb. hanks $1.
Fine Steel Wire, discount 25 per cent. List of extras: In 100-lb. lots: No. 17, $5—No. 18, $5.50—No. 19, $6—No. 20, $6.65—No. 21, $7—No. 22, $7.30—No. 23, $7,65—No. 24, $8—No. 25, $9—No. 26, $9.50—No. 27, $10—No. 28, $11—No. 29, $12—No. 30, $13—No.31, $14—No. 32, $15—No. 33, $16—No. 34, $17. Extras net—tinned wire, Nos. 17-25, $2—Nos. 26-31, $4—Nos. 32-34, $6. Coppered, 5c.—oiling, 10c.—in 25-lb. bundles,15c.—in 5 and 10-lb. bundles, 25c.—in 1-lb. hanks, 25c.—in ½-lb. hanks, 38c. in ¼-lb. hanks, 50c.—packed in casks or cases, 15c.—bagging or papering, 10c.
Brass wire, discount 60 per cent. off the list.
Copper wire, discount 60 per cent. net cash 30 days, f.o.b factory.
Galvanized wire, per 100 lb.—Nos. 4 and 5, $3.70 to $3.70—Nos. 6, 7, 8, $3.15 to $3.15—No. 9, $2.55.—No. 10, $3.20 to $3.20 No. 11, $3.25 to $3.25—No. 12, $2.65—No. 13, $2.75—No. 14. $3.75 to $3.75—No 15, $4.30—No. 16. $4.30. Base sizes, Nos. 6 to 9, $2.27½ f.o.b. Cleveland. In carlots 12½c. less.
Clothes Line Wire, regular 7 strand, No. 17, $4.65; No. 18. $2.90; No. 19, $2.60. Hollow 6 strand, No. 17, $4.30; No. 18, $2.70; No. 19, $2.35; No. 20, $2.30, f.o.b. Hamilton, Toronto, Montreal.

WIRE FENCING.

Galvanized barb..... .... 2 80
Galvanized, plain twist 2 80
Galvanized barb, f.o.b. Cleveland, $2 55½ in less than carlots, and $2 45 in carlots.

COILED SPRING WIRE.

High Carbon, No. 9..... $2 75
" No. 11 .... 3 40
" No. 12 ..... 2 95

WIRE CLOTH.

Painted Screen, per 100 sq. ft., net.. 1 50
Terms, 3 per cent. off 30 days.

WASHING MACHINES.

Stephenson Washer, per doz..... 45 00

WRENCHES.

Acme, discount 35 to 37½ per cent.
Agricultural, discount 60 per cent.
Coe's Genuine, discount 20 to 25 per cent.
Towers' Engineer.....each 2 00 7 00
" S.....per doz. 5 80 6 00
G. & K.'s Pipe..... " 3 40
Burrell's Pipe.....each 3 00
Pocket .....per doz. 0 25 2 90

WRINGERS.

Leader .....per doz. 30 00 33 00
Royal Canadian..... " 24 00
Royal American..... " 24 00
Sampson..... " 24 00
Lightning ..... " 27 00
Terms, 4 months, or 3 per cent. 30 days.

WROUGHT IRON WASHERS.

Canadian make, discount40 per cent.

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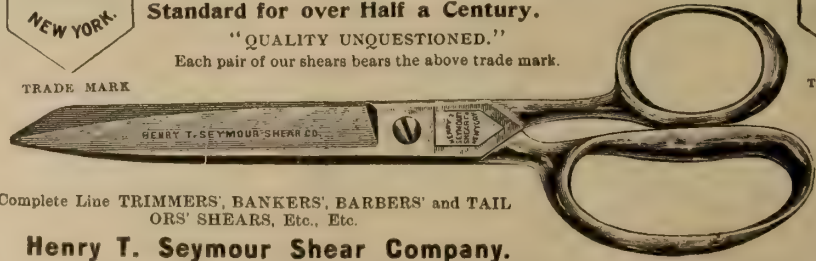

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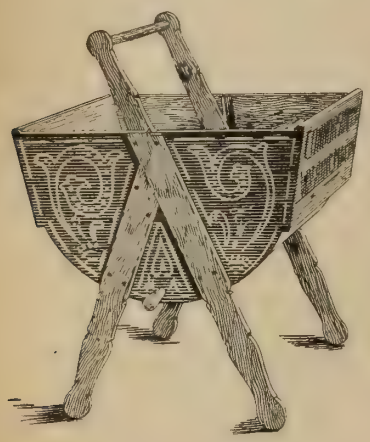

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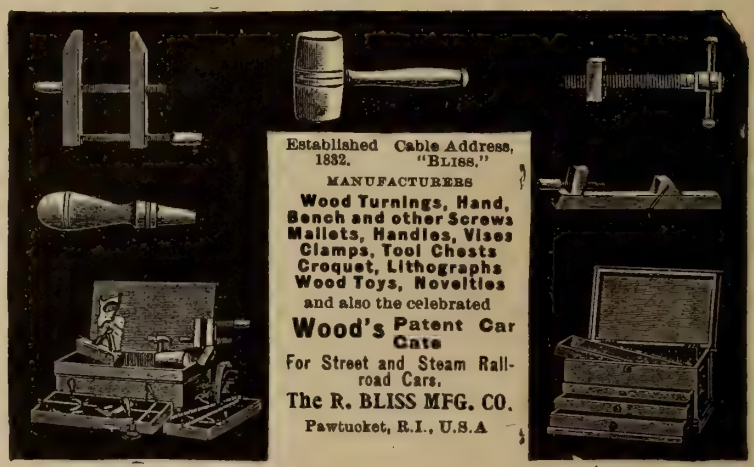

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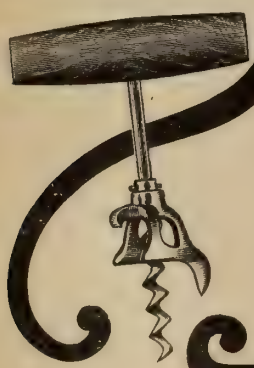

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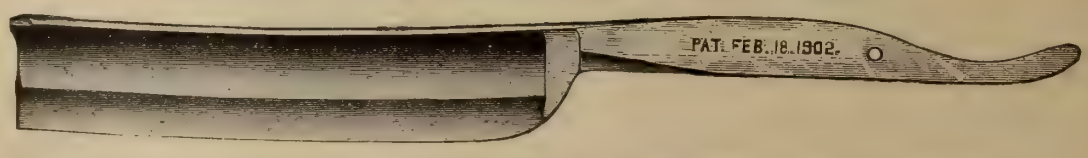

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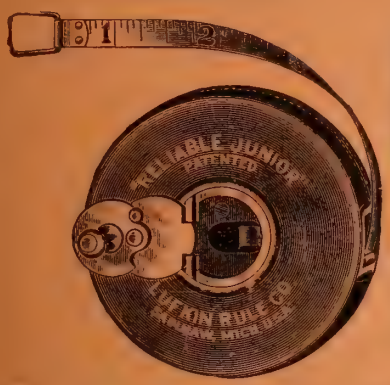

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No. 2066
IVORINE HANDLE KNIVES

No. 2114—STAG HANDLE KNIVES

No. 22182—2-BLADE POCKET KNIVES.

Joseph Rodgers & Sons, Pocket Cutlery.

Joseph Rodgers & Sons, Table Cutlery

No. 33914—STAG HANDLE 3 BLADE KNIVES.

No waiting for goods, we have a full stock of cutlery ready to ship.

POCKET KNIVES
TABLE CUTLERY
BUTCHER KNIVES, etc.

We have Jos. Rodgers & Sons goods and our prices are right

WRITE FOR TRADE PRICES.

RICE LEWIS & SON

LIMITED

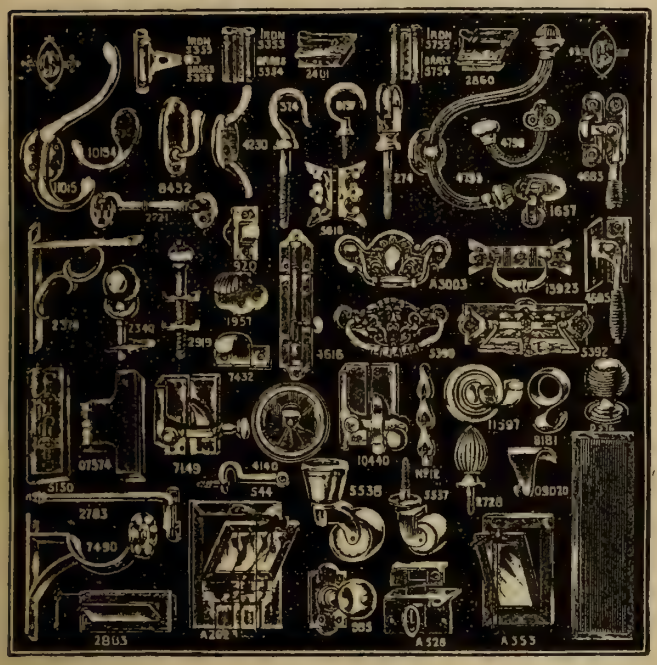
COR. KING AND VICTORIA STS., TORONTO.

James Cartland & Son

Manufacturers of every description of Limited

CABINET BUILDERS' FURNISHING AND NAVAL BRASSFOUNDRY

BIRMINGHAM, ENGLAND.



London Showrooms: 57 Holborn Viaduct, E.C.

THE CANADIAN RUBBER CO.

of Montreal.

MANUFACTURERS OF

Rubber Belting, Hose, Packing, Valves, Gaskets,

ETC., ETC.

We make a specialty of

HORSE SHOE PADS

the best in the market.

Write for Prices and Circulars.

Head Office : : MONTREAL

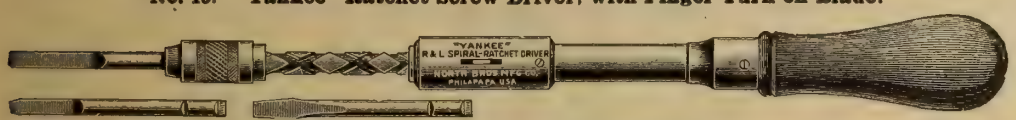
BRANCHES—TORONTO, WINNIPEG and VANCOUVER

Other Tools are very good Tools, but

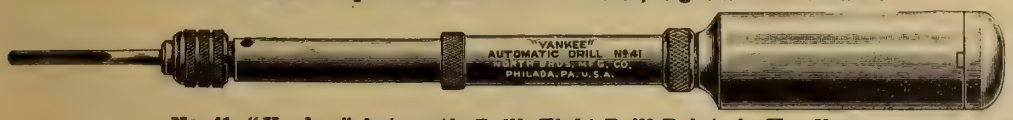
"YANKEE TOOLS"

ARE BETTER

No. 15. "Yankee" Ratchet Screw Driver, with Finger Turn on Blade.

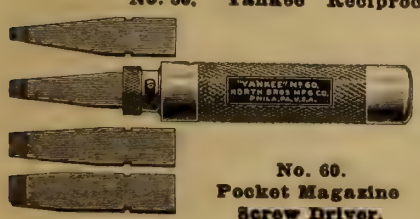


No. 30. "Yankee" Spiral-Ratchet Screw Driver, Right and Left Hand.



No. 41. "Yankee" Automatic Drill, Eight Drill Points in Handle.

No. 50. "Yankee" Reciprocating Drill for Iron, Steel, Brass, Wood, etc.



No. 60. Pocket Magazine Screw Driver.

Our "YANKEE" Tool Book tells all about them. Mailed free on application. . . . . .

Manufacturers also of

LIGHTNING, GEM and BLIZZARD Ice Cream Freezers.

Toy Freezers, Ice Shaves and Ice Chippers.

Fluting Machines, Hand Fluters.

Sold by Leading Jobbers in Canada.

NORTH BROS. MFG. CO.,

Philadelphia, Pa., U.S.A.

THOS. BIRKETT & SON CO., LIMITED

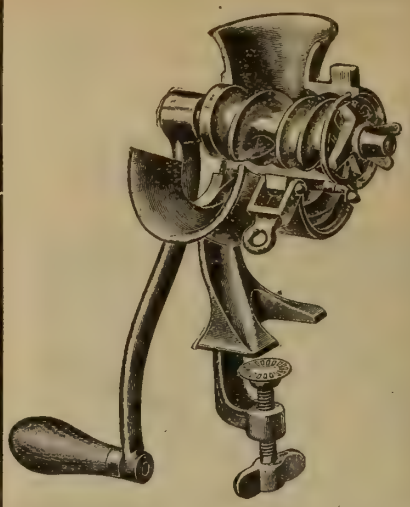
Wholesale Hardware Merchants,

OTTAWA, ONT.

Builders' Lumbermen's and Contractors' Supplies

A complete stock always on hand for prompt delivery.

Enquiries solicited. Mail orders filled with dispatch.



The Russwin Food Cutter.

CLEANLINESS.

There is no drip from the Russwin to soil clothing and floors. The gutter carries all juices to the dish—they are not deposited upon the floor. The machine itself is quickly cleaned with the least possible effort. Write for Booklets, Posters and Electrotypes to assist you.

Russell & Erwin Mfg. Co.
New Britain, Conn., U.S.A.

GALVANIZED SHEETS

From stock or for import

M. & L. SAMUEL, BENJAMIN & CO.

General Importers and Exporters and Metal Merchants

27 Wellington St. West, TORONTO, ONT.

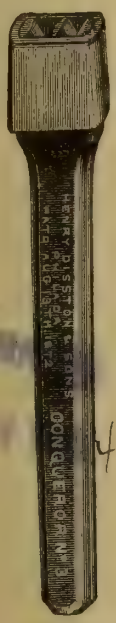
EUROPEAN HOUSE—16 PHILPOT LANE, LONDON, ENG.

No. 1 D Conqueror Swage.

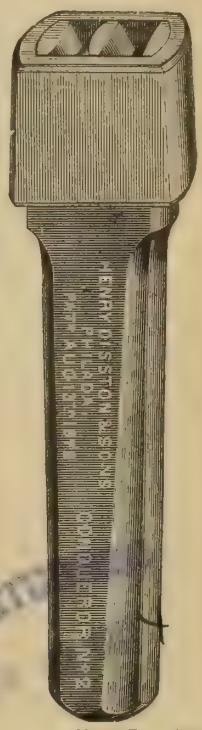
DISSTON'S SAW SETS

Best for the Mechanic to Use.
Best for the Dealer to Sell.

No. 9 Monarch Saw Set.



No. 3 D
Conqueror Swage.



No. 2 D
Conqueror Swage.

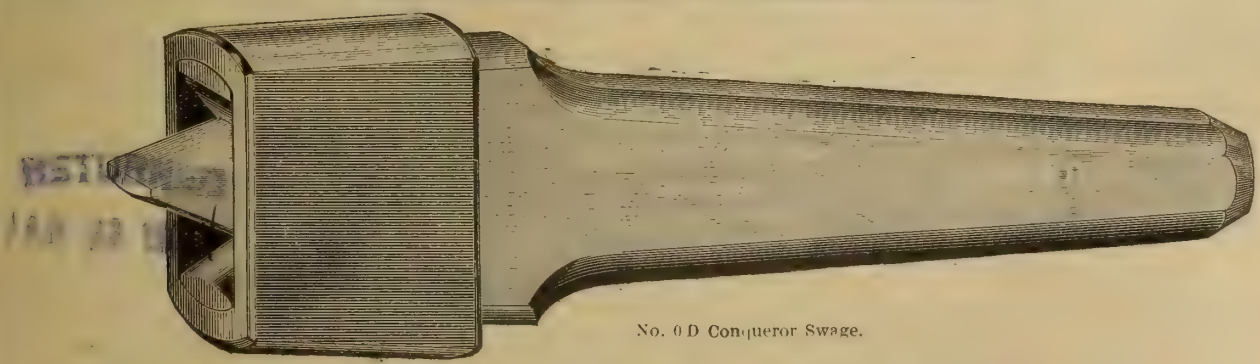
allin Cutbook 15
Page 23
A.W.D.

—MADE BY—

HENRY DISSTON & SONS,

SAW AND TOOL MANUFACTURERS,

PHILADELPHIA, PA.



No. 0 D Conqueror Swage.

Quote Low.

Address all communications to MONTREAL.

—SOLD BY

Lewis Bros. & Co.

WHOLESALE DISTRIBUTORS,

TORONTO, OTTAWA, VANCOUVER, MONTREAL.

Ship Quick.

Prompt shipments our hobby.

Binder Twine

BLUE RIBBON,	650	feet	per	pound
RED CAP,	600	"	"	"
TIGER,	550	"	"	"
GOLDEN CROWN,	500	"	"	"
STANDARD,	500	"	"	"
SISAL,	500	"	"	"

Blue Ribbon is no doubt the Queen of Binder Twine. It runs six hundred and fifty feet to the pound, and is manufactured from most select Manila Fibre. Six hundred and fifty foot Twine is the only Twine manufactured entirely from Manila Fibre. Dealers should beware of so-called "Manila" Twines which are advertised to measure less than 650 feet to the pound. They are mixed Twines.

Write for samples.

Consumers Cordage Company, Limited

Halifax, N. S. **Montreal, Que.**

It's handy to use our brown and manilla

Wrapping Papers

because they have strength and durability essential to satisfactory wrapping papers. Full weight and full count in every order.

CANADA PAPER CO.
Limited
Toronto, Montreal and Windsor Mills, Que.

"THE PEERLESS" is the best Bolster Spring ever produced. A fine line for the hardware trade. **Write Us for Prices**

JAMES WARNOCK & CO., - GALT, ONT.

COVERT MFG. CO.
West Troy, N.Y
Auto Screw Jack
Harness Snaps Chain, Rope and Web Goods, etc.
FOR SALE BY JOBBERS AT MFRS. PRICE

We desire to call your attention to some of our specialties which are handled extensively by the general hardware trade.

Horse Blankets (all kinds) Burlington-Stay-on Blankets
Rubber and Oiled Knee Rugs Plush and Woollen Knee Rugs

If you handle the above, it will be of interest to you to write us.

The Trees, Spriggs Co., Limited, Winnipeg, Man. **Samuel Trees & Co., Toronto.**
Importers and Manufacturers of Saddlery Goods.

PRIEST'S CLIPPERS

Largest Variety, Toilet, Hand, Electric Power
ARE THE BEST.
Highest Quality Grooming and Sheep-Shearing Machines.
WE MAKE THEM.
SEND FOR CATALOGUE TO
American Shearer Mfg. Co., Nashua, N.H., USA

Oneida Community Goods

HALTERS, COW TIES, SNAPS, etc., etc., in all sizes and styles. May be had of all jobbers throughout Canada.

Factory—NIAGARA FALLS, ONT

"Just as good" is not Solarine.

For 1904—Buy
SOLARINE
The very best **METAL POLISH**
Order through your Jobber, or write
SOLARINE DEPOT, 60 George St., TORONTO

HIS TROUBLES.

A horse's hoof troubles are not of his own making. He does not go lame because he has lameness in his blood. Medicines will not cure lameness. You may sell an article for the soles of a horse's hoofs that will prevent many kinds of lameness and cure most kinds.

The Dunlop Improved
"Ideal" Horseshoe Pad

affords the most practical means obtainable to-day for saving the progress of all forms of lameness. It is the only thing for navicular disease. These pads are something that you may profitably carry, because we will be delighted to turn our orders over to you. They are coming in by dozens with every mail.

Write for "Horseology," the cleverest trade booklet of the season. Trade prices on application.

THE DUNLOP TIRE CO., Limited,
TORONTO, CANADA.

Agencies: Montreal, St. John, Winnipeg, Vancouver.

A Pretty Cold Winter!

—A FINE ONE FOR—

ARCTIC BUFFALO ROBES.

Not too late yet for you to stock a dozen or so. These robes are right as to price, as to serviceableness. They look well and wear well. They are moth proof. Send in an order for a sample lot, any quantity.

Berlin Robe & Clothing Co., LIMITED
Berlin, Ontario.

WIRE

WIRE

DO YOU HANDLE WIRE?

WE MANUFACTURE AND SELL ALL KINDS OF WIRE:

Hay Baling Wire.
Oiled and Annealed Wire.
Plain Galvanized Fence Wire.
Galvanized Hard Coiled Spring Wire.

In carloads, or less than carloads.

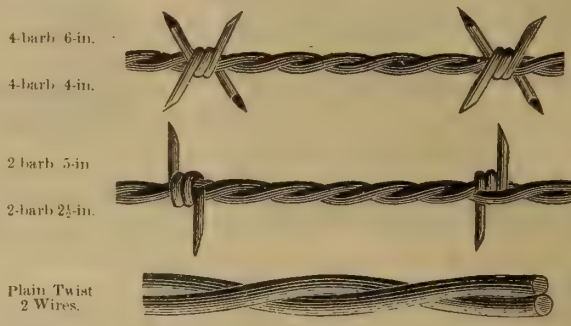
WRITE FOR PRICES.

THE B. GREENING WIRE CO.
LIMITED
HAMILTON, ONT.

FENCING

MANUFACTURED BY

Dominion Wire Manufacturing Co.
LIMITED
MONTREAL AND TORONTO.



Coiled SPRING Galvanized Fence.

BRIGHT and GALVANIZED FENCE STAPLES,
1¼ to 2 INCHES.

ANNEALED WIRE

FOR BALING

HAY — PULP — PAPER — RAGS — SHINGLES—ETC.

BUY DOMINION GOODS

SATISFACTION GUARANTEED.

American Steel & Wire Co.

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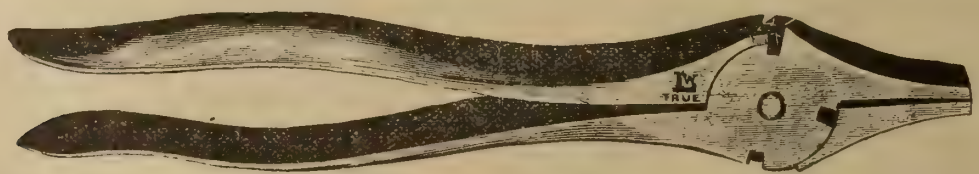
BARBED WIRE GALVANIZED PLAIN WIRE
PLAIN TWIST CABLE FENCING

Telegraph and Telephone Wire; Mattress, Broom, Weaving Wires of every description; Rail Bonds, Bale Ties, Special Wires for all purposes, Springs, Horse Shoes, Wire Rope, Cold-drawn Steel Shafting.

DO IT NOW

Buy True Brand



Fencing Plyers

BEST GOODS **RIGHT PRICES**

E. F. WALTER & CO., 166 and 168 McGill St., Montreal

Established 1854
Phone Main 1706

THE GEO. B. MEADOWS

Toronto Wire, Iron an Brass Works Company, Limited. Manufacturers of Wire Window Guards, Wire Cloth Moulders' Riddles, Children's Cots, Bank and Office Railings, Ornamental Iron Fencing, Window Fixtures, Wire Work, Architectural Wrought Iron Work.

117 King St. West, TORONTO, ONT.

IRONSIDE FOR IRON

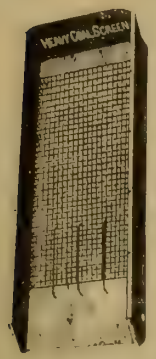
Our Specialties are **British** and **Foreign Iron** and **Steel, Metals, Bars, Plates, Sheets, Bolts** and **Nuts, Tin Plates, etc.**

We are sole Licencees for **Page's Patent Wire Stretcher** and also for **Ironside's Patent Wire Cutters.**

We Publish Monthly a "CANADIAN METAL PRICE LIST," giving quotations in Dollars and Cents, (C.I.F.), also "WEEKLY MARKET REPORT."

Let us have your name and address for "PRICE LIST" and "MARKET REPORT."

IRONSIDE, SON & CO., 16 Water Lane, Great Tower St., E.C., **London, England.**

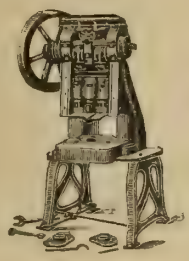


Coal Screens
Sand Screens
Ash Screens

Dennis Wire & Iron Co.,

LONDON, Ont.

New Catalogue ready Feb. 1904. Send in your name.



G. A. Crosby & Co. of Ontario, LIMITED

SARNIA, ONT.

Manufacturers of

Patent Automatic Can Making Machinery, Presses, Dies and Special Machinery for Working Sheet Metal

H. W. Petrie, 141-145 Front Street West, TORONTO—Selling Agent.

The Town Band

has some instruments that would be made as good as new if re-plated.

I am a specialist on this class of work.

Solicit the business and give it to me.

Money for the two of us in the job—without robbery.

D. SUTHERLAND
Electro-Plater,
112 Church Street, - - TORONTO

H. & R. SINGLE GUN AUTOMATIC AND NON-EJECTING

12, 16 and 20 Guage.
Steel and Twist Barrels
Superior in Design, Workmanship and Finish, and the most popular Gun on the Market.

Simplest "Take Down" Gun Made

HARRINGTON & RICHARDSON ARMS CO.
Also makers of H. & R. Revolvers.
Catalog on request. Worcester, Mass., U.S.A.

Improved Trojan Box Strapping.

Made in 4 widths. ½, ⅝, ¾ and 1 in.

RETURNED
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Packed in cases of 20 reels, 300 feet each.

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Page 64
Illus.

Self-drawing Strapping.

RETURNED
PAT'D DEC. 13TH 1887.

Box Board Fasteners.

RETURNED
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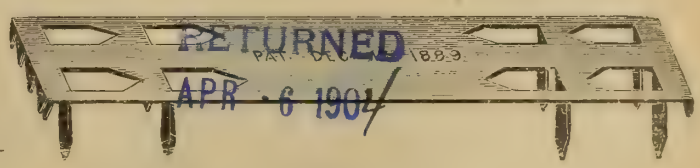
Used in place of tongue and groove, also for shooks.

Clutch Nails for Corners.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Shingle Bands;
Hoop Iron, Gal. and Plain.

WRITE FOR CATALOGUE.

J. N. WARMINTON

43 Scott St., TORONTO.

207 St. James St., MONTREAL.

Dundas Axes

are made in Canada, and by long experience have been specially adapted for the Canadian chopper.

There are none better finished.

There are none of better quality.

There are none will retail better.

Our travellers are out with samples, it will pay you to see the value we offer, and we stand by our goods.

DUNDAS AXE WORKS,

DUNDAS, CANADA.

Steel Frame Churn.

DAVID MAXWELL & SONS

ST. MARYS, ONT., CANADA.

"Maxwell Favorite Churn"

PATENTED FEATURES: Improved Steel Stand, Roller Bearings, and Foot and Hand Lever Drive, and Detachable Driving Link. Improved for season of 1904. Steel or Wood Frame as desired.

Lawn Mowers.

High and Low Wheels, from 12 in. to 20 in. widths. Cold Rolled Steel Shafting, Crucible Steel Knives and Cutting Plate.

If your Wholesale House does not offer you these articles

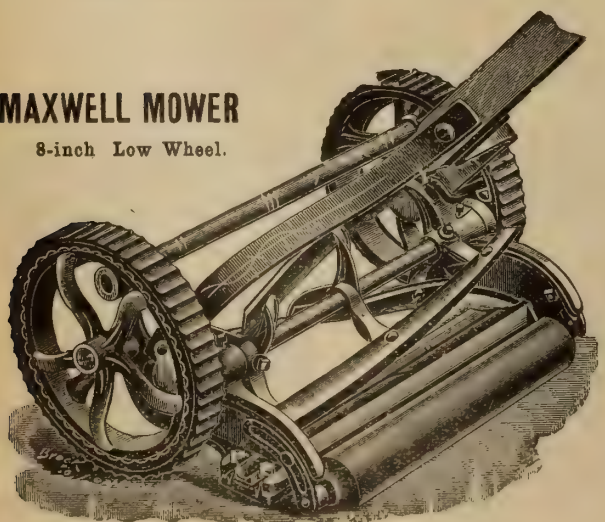
SEND DIRECT TO US.

Wheelbarrows.

In Four Different Sizes.

MAXWELL MOWER

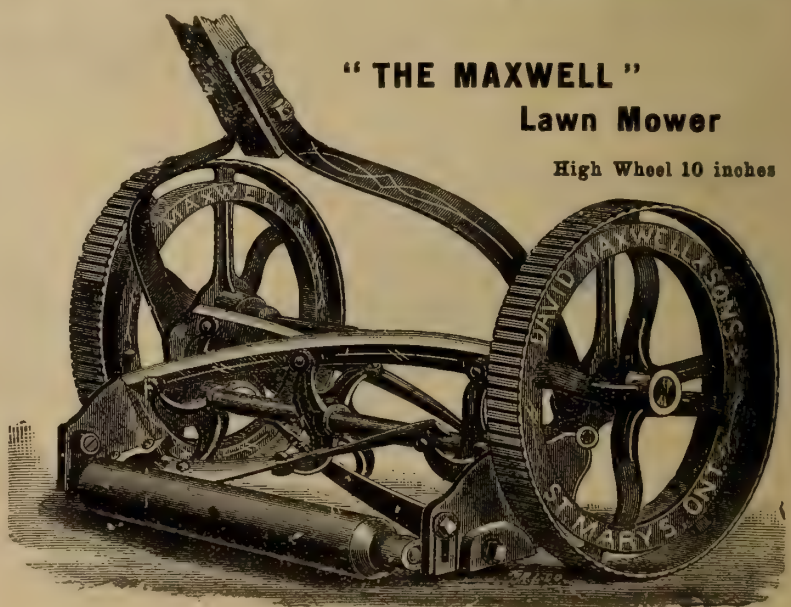
8-inch Low Wheel.



"THE MAXWELL"

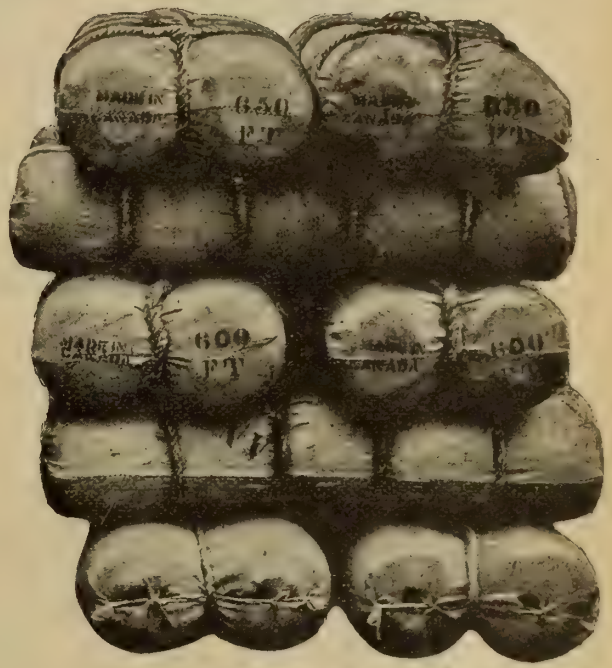
Lawn Mower

High Wheel 10 inches



CANADIAN CORDAGE & MFG. CO., Limited.

BINDER TWINE.



"ROYAL" MANILA, 650 ft. to the pound.
"ROYAL" MANILA, 600 ft. to the pound.
"ROYAL" MANILA, 550 ft. to the pound.
"ROYAL" MANILA, 500 ft. to the pound.
STANDARD, - 500 ft. to the pound.
SISAL, - - 500 ft. to the pound.

Our " ROYAL " Brand of Binder Twine is manufactured of the finest raw material that can be obtained, and with the utmost care. For length and strength we have no competitors. Our Twine is manufactured with the latest machinery, and dealers desiring to have exclusive agencies should apply at once. Will name lowest prices, or will enter contracts without price named until The International Harvester Co. announces prices.

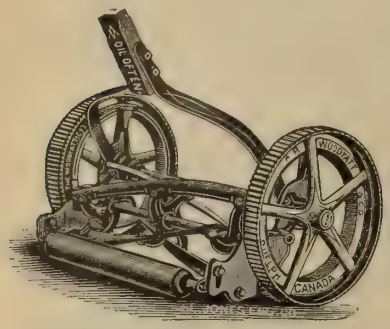
Wire, Write or 'Phone.

CANADIAN CORDAGE & MFG. CO., Limited

Peterborough, Ont.

"WOODYATT" AND "STAR"

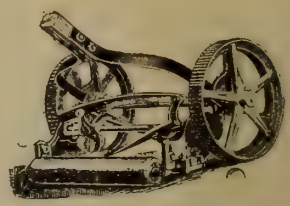
Lawn Mowers



WOODYATT MOWER
Patented throughout the world.

These high-grade wheels are known in every land, and are constructed of the very best material that money can buy, with simple adjustments, and easy to operate.

Improved in many parts, and guaranteed.
Sold only through the Wholesale Trade.



STAR MOWER

TAYLOR-FORBES COMPANY, LIMITED

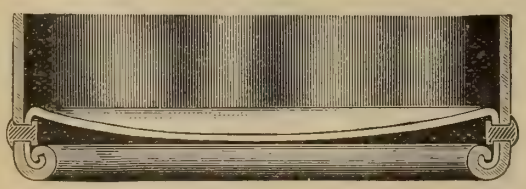
Branch—9 De Bresoles Street, **Montreal, Que.**

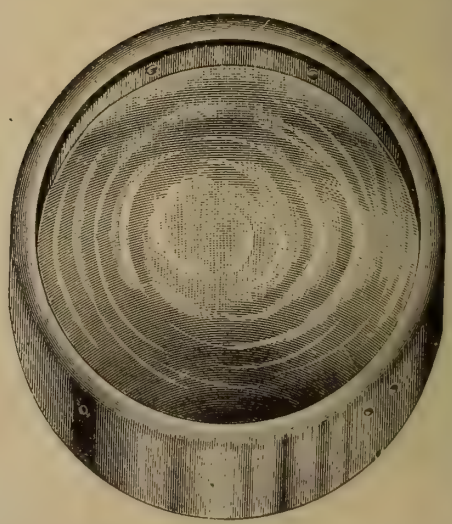
Head Office, **Guelph, Ont.**

THE LARGEST AND BEST EQUIPPED HRADWARE FACTORY IN CANADA.

THE BEST RESULTS ALWAYS FOLLOW THE SALE AND USE OF

KEMP'S BROAD HOOP ROLL RIM BOTTOM MILK CAN TRIMMINGS





A criticising public have used them for the past five years and the increasing demand is proof of their superiority, also evidence of the satisfaction which they give

The Roll Rim Bottom having no sharp turns does not break the grain of the metal or lessen its wearing qualities.

Narrow Top Hoops can be supplied in place of Broad Top Hoops if desired.

For Strength, Durability and Finish our Trimmings are unexcelled.

They cost no more than inferior qualities.

We also carry in stock a full line of **First Quality Tinned Iron,** cut suitable for the different size of Trimmings, which we will supply at the lowest current market quotations.

KEMP MANUFACTURING CO., TORONTO, CANADA.

RETAIL HARDWAREMEN SHOULD ORGANIZE

DURING January and February the retail hardware trade of Canada have probably more time for solid, practical thinking, than at any other season of the year. Doubtless this opportunity will be taken advantage of by the great majority of them to perfect their plans for the coming year. Stores will be enlarged, remodelled, or rearranged; advertising campaigns will be studied out, a full consideration of new lines suggested will be given, and those thought likely to yield fair returns will be added to the stock-in-trade. In every way the progressive merchant will "prepare for war in times of peace."

Yet, while the hardwaremen have in the past perfected their plans for improving and extending their individual business, they have not yet taken up a consideration which is every year becoming more pressing—the need of organization within the trade.

The day for bitterness, jealousy and meanness between business rivals has gone by, has been superseded by a spirit of organization, which has completely revolutionized business methods in many branches of trade. Combines, trusts, consolidations and pools on the one hand and a widespread development of trade unions have created new conditions, which affect all classes of people, the consuming public in particular, and various business interests in particular.

Moreover, in Canada the manufacturers in many lines have gotten together and formed associations to control the selling prices of their products. It is worth recording in the connection that up to date these associations have been conducted along fair, legitimate lines.

The wholesale hardware dealers of the Dominion have, however, found it advisable to organize the "Wholesale Hardware Association" to protect their interest.

The fact that the relations between the manufacturers and the wholesale dealers are even more cordial than previous to the organization of the various associations, is one of the strongest proofs of their practical suitability for the ends they were called into being to effect. It has been possible for representative manufacturers and jobbers to meet, to thresh out their differences in a more or less friendly way, and to ultimately come to an understanding which is satisfactory in large measure to both parties.

Naturally, however, in these consultations the interests of the retailers will not be uppermost in the minds of either parties. Thus has been created a condition which calls for organization by the retail hardware trade of Canada.

Prominent members of both manufacturers' and wholesalers' associations in Canada have united in the expression of opinion that the retailers could serve their own interests to better advantage and could simplify their relations with the other branches of the trade by organizing.

In the United States all three branches of the trade are organized. At the recent convention of the Wholesale Hardware Association of the United States, held at Atlantic City, the speech which attracted most widespread attention was one by Mr. Bogardus, president of the Retailers' Association (This address was reproduced in "Hardware and Metal" at the time). In other ways the presence of retailers at the wholesalers' convention was of real value to both branches represented. The same service could be given in Canada. The wholesalers and manufacturers are fair enough to recognize the rights of the retailer and wise enough to consider his interests. Yet they themselves have seen the need of representation from the retail trade if the most satisfactory results are to be secured.

Throughout the United States the retail trade has become excellently organized. The parent body is the National Retail Hardware Dealers' Association. In addition to this there have been many state organizations. To the secretaries of a few of these "Hardware and Metal" has written, asking if the associations had been found to be of real service. A couple of the replies received will be allowed to speak for themselves:

Editor HARDWARE AND METAL,—

Your favor to hand and am pleased to comply with your request. Enclosed herewith I hand you a copy of our constitution and by-laws, also application blank and membership card. The first good results which we obtained from our state organization was the formation of a local organization in this city, which has proved beneficial in securing better feeling among the dealers, better prices for our goods, and more satisfactory service to the general public. Our organization here has not tended to make competition any less brisk, but all of the dealers have more regard for the rights of other people.

Our meetings help to place things on a more equitable basis, as all questions are brought up in the meetings, thoroughly discussed, and are settled by a majority vote. This same condition applies to small towns where there are sometimes not more than two dealers.

The advantages which we offer our members consist in securing more consideration from the railroad company, more consideration from the jobbers, and more consideration from the manufacturers, by reason of our affiliation with the National Association.

The local organizations are not affiliated with state associations, but we have found that the state association promoted local organizations, and better results can be obtained by local organizations through state associations, and more recognition received by state associations by reason of their affiliation with the National.

The above are only a few of the minor benefits, and if you are successful in perfecting an association of hardware dealers in the province of Ontario, we will be glad to give you all possible help in securing such benefits as are hel ful to this business.

H. J. HALL,
Secretary of The Nebraska Retail Hardware Dealers' Association.
Lincoln, Nebraska, U.S.A.

* * *

Editor HARDWARE AND METAL,—

Replying to your favor regarding operation of our State Association, I am pleased to enclose you herewith a copy of our by-laws, constitution and roll of members. We claim that in a union of any kind there is strength, and this is one point I have made a special effort of to keep before our members.

We offer no inducements to the hardware dealers of Ohio further than that we will take care of all such reasonable complaints against manufacturers and jobbers that hurt retail trade. We make a special effort to have interesting programmes for our conventions. These programmes consist of papers or talks on subjects pertaining to our business.

D. R. BURR,
Corresponding Secretary Ohio Hardware Association.
Piqua, Ohio, U.S.A.

* * *

It will be seen from the above that in the two states, Ohio and Nebraska, good work is being done. This is evidently the case in several other states as far as can be judged from the reports of the conventions and from the letters from those connected with them.

"Hardware and Metal" is convinced that there is a general desire on the part of many retailers to have such an association established. If you have any opinion on the subject, send it in for publication.

OUTLOOK FOR BRITISH COLUMBIA LEAD INDUSTRY.

Written for HARDWARE AND METAL by Henry Sherwood, C.E., Sutter Creek, Amador Co., Cal.

THE lead industry in British Columbia has been dependant on the American Smelting and Refining Trust for treatment of ores, the plants in Britsh Columbia being totally inadequate for handling the desired output from the mines. Through the refining being chiefly done in the United States the manufacturing of all lead products, other than metallic lead, has been nil, causing large imports to the Dominion of white lead and colors, whilst these goods could be produced in British Columbia and laid down in the consuming cities of Canada at much lower prices than imported goods, and of the very highest quality, were the necessary plant erected.

The prices of these manufactured goods depend upon the prices paid to the lead mines for their ores by the smelters. The United States tariff prevents lead and its products from entering there. Therefore the London market price (less freight) will continue the standard of lead prices in British Columbia. This has averaged £11 17s. 3d. per ton for 20 past years—1903 being about 9s. per ton below average. The present price of about £11 2s. 6d. (less freight) brings the soft leads in British Columbia to $41.75—on which are smelting and refining charges of about $34 on the pig lead produced; leaving the value received by the miner under $10 per ton of lead contained in the ore. The future prices of lead cannot be expected to range higher than the past London average.

To consume her lead the role of British Columbia is plainly not to send her metallic lead in any form to Eastern Canada, because the mines of Ontario can do this with half the freight cost. But the seaports bordering the Pacific ocean have become large purchasers of lead, especially China and Japan. These with India take also much thin tea lead. Also the Pacific ports of Mexico, Central and South America take metallic leads, and all take a considerable aggregate weight of white lead and colors, which are now chiefly supplied by San Francisco manufacturers, at prices from $40 to $65 a ton higher than the same goods can be sent out from Vancouver; which port has equal transport facilities with San Francisco. In consequence of the lower prices at which all the leads and products can be sent out, this whole Pacific trade belongs of right to Vancouver. Again, the climate of the Pacific coast is most favorable to chemical and color making through the whole year; making and drying being able to proceed without interruption or damage. White lead and all paint colors can be supplied from British Columbia to Eastern Canada of distinctly superior qualities and at lower prices than can ever be made there. The role of British Columbia is therefore to treat her own ores, to supply metallic leads to all Pacific ports, to manufacture all lead products and supply them to the markets of the Dominion as well as to Pacific ports. For all these operations, the Pacific coast of British Columbia offers great economy, such as cannot elsewhere be found. Power and fuel at excessively low prices; natural chemicals at hand and delivered on salt water at your door; rail and steamship to every consuming market; raw materials all at home, at prices unequalled anywhere; facilities for reducing and refining metals bringing the cost to the very lowest limits—being chiefly cost of power and fuel, and this feature will itself ensure the supply of ores to be always large, at prices elsewhere impossible.

All large businesses are most healthy grown from small beginnings. Eastern Canada can now take 5 to 10 tons of white lead a day, irrespective of lead colors—provided that the quality be high class, and that the prices laid down in Montreal, Toronto, etc., be lower than imports of equal grade. The manufacture of these will form a safe nucleus for a future business, and pay an ample constant dividend on capital employed, from the first day of operation, thus allowing gradual extension and erection of plant without loss by delay. In commencing the business, in order to get rapidly into work, pig lead would probably be first employed, with smaller profit whilst refining plant were erecting. Whilst thus acting, the white lead could be put on board ship or railway at $2 per 100 lbs., against the wholesale exports from San Francisco of $6.50 (costing them about $5), or the same laid down in Montreal or Toronto at a cost of $3.05 per 100 lbs. dry white lead. The London market price for refined soft lead is $41.75 f.o.b. in place of San Francisco price of $90. These contrasts of figures are given merely to show the possibilities for profitable business in British Columbia and the magnitude of a business conducting its own reducing and refining of metals.

The writer is an English manufacturing and mining engineer, 30 years conversant with the lead industry and color making, has during two years past sifted the whole situation in British Columbia and spent last summer in Britsh Columbia preparing the way for establishing such a business; securing valuable salt-water frontage on Burrard Inlet with railway facilities, and obtaining desired privileges. Capital can be obtained partly in San Francisco and Vancouver to co-operate with Eastern Canadian manufacturers, who are desirous to invest; especially of consumers of such products, one of whom would be desired to take the commercial management, paying and receiving all moneys, whilst the writer builds up the plant, for reducing and refining ores, and manufacturing required products. He will be in Vancouver early in the Spring (D.V.) to commence the plant to supply the Summer demand of Eastern Canada for white lead, etc.

The business may be expected to grow to a magnitude ranking with the largest and leaving nothing to be further desired in its ample and permanent dividends.

CHANGE IN MANAGEMENT.

Harlan P. Hubbard, who opened a sales agency at Toronto, Ontario, a little over a year ago for E. C. Atkins & Co. in order to serve their growing trade in Canada to better advantage, has been called to a sphere of greater usefulness with his firm and made general superintendent of the immense factories at Indianapolis, Indiana. Mr. Hubbard was wonderfully successful in his work in Canada, but his superior qualifications in the practical end of the business of necessity resulted in his advancement. He began his new duties on January 1, being succeeded in Toronto by C. D. Ten Eyck, of Detroit, Mich., a gentleman of fine address and pleasing personality, who will undoubtedly meet with a cordial reception from the trade and continue the work so auspiciously begun.

WIRE NAILS
TACKS
WIRE

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The ONTARIO TACK CO.
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CATALOGUES, BOOKLETS, ETC.

HARDWARE AND METAL would be pleased to review catalogues, booklets or other such publications issued by manufcturers or wholesale dealers selling to the hardware, plumbing, machinery or metal trades. Retailers desiring such publications may also have inserted a note to that effect. No charge will be made for these services.

SUTTON & SONS' SEEDS.

Sutton & Sons, Reading, Eng., have issued several publications which will be useful to hardware dealers in all parts of Canada. Seeds are recognized as a profitable line for hardwaremen, while Sutton & Sons are recognized as among the foremost seed dealers of the world. One of their publications is "Sutton's Farmers' Year Book and Graziers' Manual," in which is full information regarding the seed lines. Another is "Sutton's Amateur's Guide in Horticulture for 1904," containing information regarding vegetable and flower seeds and various supplies necessary for gardening. In addition to these books is a publication for the use of the trade containing terms and information for importers of seeds. Readers of "Hardware and Metal" desiring any or all of these booklets can secure same by mentioning this paper. They are well worth writing for.

MOFFAT STOVE CALENDARS.

The Moffat Stove Co., Weston, Ont., have this year a calendar which for real artistic merit would be hard to excel. On a stiff grey board background is a three-color engraving of a typical Scottish scene, an aged man and woman sitting by their fireside. The scene is entitled "John Anderson, My Jo," and below it is the much loved poem by Burns on that subject. The printing and the calendar pad are in colors which harmonize fully with the engraving. "Hardware and Metal" readers can secure this fine work on application.

DAN PATCH, 1.56¼.

A horse of good proportions is a thing of beauty, and has charms which attract general admiration. Dan Patch, the champion harness horse of the world, is well proportioned as well as speedy and is in consequence a great favorite. His owners, the International Stock Food Co., Minneapolis and Toronto, have had a half-sheet lithograph of this fine animal taken, which will be sent free to any reader of "Hardware and Meal" who makes application at once.

THE B. GREENING WIRE CO.

The B. Greening Wire Co., Hamilton, are again offering the trade a handsome calendar. The calendar pad is composed of large-sized letters which can readily be seen across a room. Above it are views of the company's works at Hamilton, also the founders of the company and the present president, S. O. Greening. Beneath the pad are several valuable tables of weights and measures of service to users of and dealers in metals.

A Question of Profit.

Profit in business lies in getting people to come back again, and again—and again to your store. There's no profit in the first sale.

The only way to get them to come back is to give them *something good*—something they will remember and talk about. The secret of success in business is *value*, and letting people know about it.

Value—high quality—is the foundation stone of the success of The Sherwin-Williams Paints and The Sherwin-Williams Varnishes. They have in them the quality that brings a customer back again, and again, and again.

And behind them, pushing them to the front—moving them from the dealer's shelves—is the strongest, most effective selling and advertising organization in the paint world.

You, if you are a Sherwin-Williams Paint Agent, are not doing justice to your business or to yourself if you are not handling the Full Line.

If you are an ordinary paint dealer, you will not know what paint success means until you learn what the Full Line means.

Write us today for full information.

THE SHERWIN-WILLIAMS CO., PAINT AND VARNISH MAKERS.

CANADIAN DIVISION

Headquarters and Factories, 21 St. Antoine St., Montreal, Que.

Depots, Toronto and Winnipeg.

1149

LUCAS PAINT.

John Lucas & Co., New York, are also sending out a serviceable calendar, the dates on which can easily be read at a distance. The pads are printed in white on a green (Lucas green presumably) background. The scene depicted is Washington's headquarters, a fine type of colonial mansion. These calendars can be had on application.

SAWS.

It would be difficult to conceive of a more comprehensive range of saws than is described in a 200-page cloth-bound book issued by E. C. Atkins & Co., Indianapolis, Ind., and Toronto. Including in this range are circular and wabble saws, circular knives, corner box cutters, inserted tooth saws, band saws, gang and drag saws, pit saws, stave saws, ice saws cross-cut, with and without handle, wood saws, hand, panel and rip saws, carpenters', plumbers', butcher and hack saws, saw repairs, tools, etc., floor, bench and wall scrapers, corn and cane knives, vegetable slicers, plastering trowels, hammers, swages, shapers, gummers, grinders, files, brazing tables, clamps, saw filing and patching machines, guages, guards. The trade will readily recognize the importance of this publication. It is printed on excellent paper and is full of first-class illustrations, so it must have been issued at large expense. Copies of the work will, however, be sent free to readers of "Hardware and Metal" who request it in good time.

GURNEY'S DESK CALENDAR.

The Gurney Foundry Co., Toronto, etc., have issued a calendar which is quite distinct from anything else received by "Hardware and Metal" this week. It is a desk calendar, consisting of a pad enclosed in a board frame to stand on the desk. It is not too large for an ordinary desk, yet is so large that the dates can be readily distinguished. These are not for promiscuous distribution, so "Hardware and Metal" readers should use their own stationery when requesting one.

NEW BRITISH STANDARD OF WEIGHTS.

(From U. S. Consul Boyle, Liverpool, Eng.)

THE British Government has taken the first step toward the adoption of the decimal system of weights. It has just been announced by the Board of Trade that, under a special order in council, it will sanction the use of a weight of 50 pounds, instead of the present standards of 112 pounds (called a hundredweight) and 56 pounds (called a half hundredweight). The 50 pounds is by this action made a legal standard of weight. This reform has been adopted after forty years of agitation by Liverpool merchants and later on by petitions to the Government by the Chambers of Commerce throughout the country, and particularly by the Chamber of Commerce of this city. Liverpool has felt the necessity for the change more than any other city, as this is the leading entrepot for American and colonial produce of bulk, the weighing of which is a considerable item in the handling and, indeed, in the ultimate cost of the shipments. More cotton, corn, provisions, and tobacco are imported into Liverpool than into any other city in the world, and by far the largest proportion of these imports come from the United States; so the United States is peculiarly interested in the reform just instituted. The Liverpool Journal of Commerce comments approvingly as follows:

"All these great quantities are calculated by the American sellers in pounds avoirdupois, but by the British buyers they have had to be counted in hundredweights, quarters, and pounds, in accordance with our antiquated and absurd and anomalous system of weights. What is the consequence? To give a concrete example: The buyer wishes to ascertain, say, the weight of 100 pounds of tobacco; to do so the nearest weight he can employ is a quarter, or 56 pounds, to which must be added smaller weights until the exact quantity is ascertained. But two 50-pound weights will give him the exact amount at once; three will give him the weight of 150 pounds, four 200 pounds, and so on, smaller weights being used for fractions of 50 pounds. The consequence is an enormous simplification of calculation. It should be remembered that the men who weigh these materials at the docks are not, as a rule, mathematicians who can tell the time of day by algebra. They are largely day laborers, who have not had a superior education, and to weigh quantities with a set of weights necessitating the calculation of fractions of pounds, and thereby the use of dozens of small weights, necessitates a mental effort of which all are not capable, and the use of a multiplicity of weights which confuses them, leads to errors and loss of time—and time is money. But by the adoption of a 50-pound weight a unit of calculation has been obtained which will sweep away a whole set of weights, prevent errors, and save confusion, time and money. It should be remembered that the present complicated and wasteful method of calculating weights has to be gone through four times—first, when the goods are warehoused; second, by the customs, for the purpose of dutv; third, in the counting-house; and fourth, in the factory—and in all these cases the same cumbrous system of calculation by hundredweights, quarters, and pounds has to be gone through, and the loss of time, convenience, and money quadrupled. But by the adoption of a 50-pound weight, though four separate calculations will still be necessary, they can be done simply and quickly. The saving in bookkeeping will alone be great. The present system necessitates a maze of figures of different denominations; but by their reducton to the one common denominator of pounds weight whole columns of figures will be saved and the risk of mistakes minimized."

Americans have great difficulty in understanding the English system of weights—almost as much as they encounter in trying to understand the English fractional system of coinage. For instance, if you ask a man here how much he weighs he will tell you, say, "11 stone 7." A "stone" is 14 pounds; so 11 stone would be 154 pounds, and adding the extra 7 pounds the weight given would be 161 pounds. Even Englishmen "to the manner born" have to make a mental calculation in arriving at the result in pounds in such a case. Sometimes provisions and other articles are sold at so much a stone, and then if the quantity purchased weighs a few odd pounds over a stone or a number of stones the purchaser and seller have to figure out the price per pound. It is the hope and expectation that the results from the adoption of the new standard weight of 50 pounds will be so satisfactory that before long the old-fashioned "hundredweight" of 112 pounds will be entirely abolished along with the stone, and that a decimal fractional system of 5 pounds, 10 pounds, and 25 pounds will come into general use.

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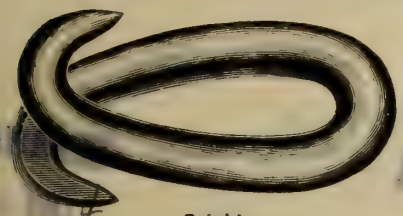


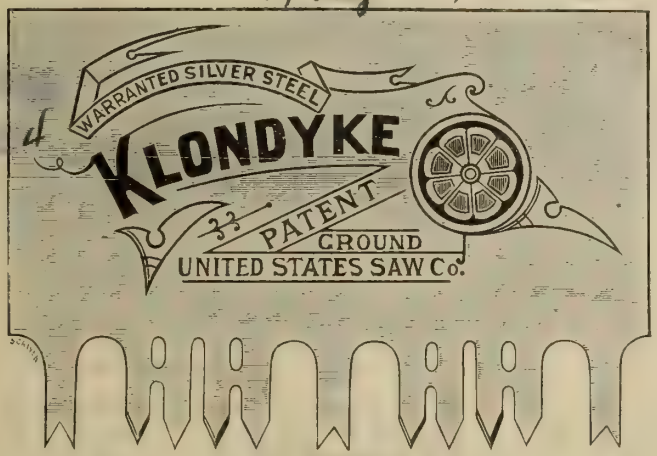
Bright Open Repair Link.

Japanned Repair Link.

Japanned Lap Repair Link.

all in Cut Book 15, Page 26, Arw.D.

Grab Hook.



Cross-Cut Saws.

Slide Hook.

Lipscomb Boot Calk.

Coil Chain and Logging Chain.

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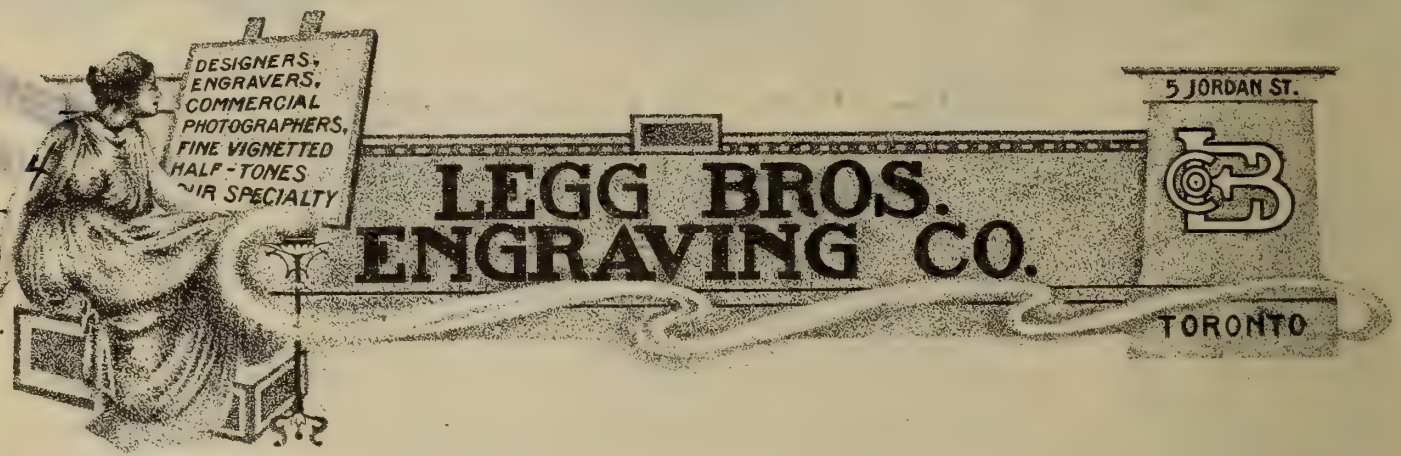

A TALE ABOUT SCALES

NEARLY A CENTURY AGO A GRIST MILL OWNER

A Fairbanks' Scale
"Serves You Right."

named Thaddeus Fairbanks, having considerable weighing to do in connection with his mill, and at that time having only the old style even balance for this purpose, conceived the idea of a platform scale, upon which the goods to be weighed could be conveniently placed or over which a load of grain could be weighed all at once. He put his ideas into execution which resulted in the building of the first platform scale. Knowing the value of this invention, this style of scale was at once patented and a factory was opened for the manufacture of this new discovery. Years have gone by since then and whenever inventive genius or skill can suggest any improvements these are at once embodied in Fairbanks' Standard Scales which are to-day universally recognized as the

"STANDARD OF THE WORLD."

SEND FOR CATALOGUE

THE FAIRBANKS COMPANY

MONTREAL. TORONTO. WINNIPEG. VANCOUVER.

MACHINERY

THE DEVELOPMENT OF WATER POWER.

WITH the fast disappearance of Canadian primeval forests and the denuding of her coal measures, the question of economy in the use of fuel has assumed more and more importance, since, when the results of our extravagances are apparent all around us, we have begun to look at the future with some apprehension. However, perhaps this apprehension is not at all necessary. So far as our heat, light and power go there is little to be feared, since nature has provided three great forces, water falls, tides and winds, all of which present unlimited scope for investigation for the application of them to generate energy which may be transmitted and applied to produce light, heat and motive power.

Of the three, water falls present more desirable features than the other two, and for that reason are being developed to a much greater extent. Wind and tide are intermittent, but the stream or river keeps up its continual flow. Of course water as a motive power has long been used to serve man's purposes, and in Canada a large proportion of streams and rivers have been utilized as a motive power in their immediate vicinity.

With the advances in electric transmission of energy the field of usefulness of falling water has widened and widened.

Next to the muscular and animate forces of nature, water was the first to be utilized as a motive power, the reasons for which being that power development from it, requires no complicated machinery and that it has proved itself the cheapest and most direct source of energy to be commanded. Why then, if that is true, has improvement in the methods of development come so slowly? There are various reasons, the best of which is probably that before it was known that energy might be conveyed by the electric current, the field of its application was very limited Then the steam engine was invented which supplied the deficiencies of water power and overcame many of the difficulties experienced with the primitive water wheel, and so, as was quite natural, development took place along that line very much more rapidly than along the other. The requirements of marine navigation also helped on this development considerably.

However, the advent of electric transmission has removed the great drawback to water power and now development is rapidly taking place. The great example of this development in Canada is the "harnessing of the mighty Niagara." Had electricity and the numerous inventions for its application preceded the invention of the steam engine, what would the conditions have been to-day? That is a question easily put but hard to answer.

Thinking of the immense turbines which are to be installed in the wheel pits of the different power companies at the Falls, it would be of no little interest to follow the development in the methods of utilizing water power.

Naturally enough the first method to present itself was that of pure gravitation. This was compiled in the simple overshot water wheel, which received its water at the top of the fall and carried it down to the discharge level in what might be called buckets on its perichery they being somewhat similar to those used in the elevation of grain. This water wheel was slowly improved in several ways, such as providing an air vent to insure promptness of discharge and in the shaping of the buckets to insure the pressure being in the line of motion as much as possible. In Canada there are none of these primitive wheels now in operation, although it is not very long ago that they were to be seen occasionally.

The force of gravity was the principle of the second kind of water wheel to be investigated. An improvement was made in the application of the water in that it was received lower down and confined in a sluice around the buckets from the point of reception to the point of discharge. However, it was even more cumbrous than the first design, and therfore was short lived. The chief faults of these wheels were their size and the trouble occasioned in cold weather with the formation of ice upon them.

The next principle brought under consideration was that of impulse, or the direct application of an issue of water to the runner. This primitive impulse wheel had many good qualities, and it was used quite extensively in early American saw mills These were all at first constructed of wood, but this was not found to give very economic results, since they were easily racked and the wood gave little freedom for the proper lines and curves.

However, with modern reforms and materials they have been brought to a high state of efficiency. The impulse wheel has particular advantages under high heads of water, but they are not suitable for all purposes.

For this reason a change was made from the purely impulse wheel principle when in its early stages of development. This change was an additional principle rather than a departure from the impulse principle. The additional principle was that of reaction, which may be noted at any time in the rotating lawn sprinkler. The combination of these two principles is the foundation from which has developed the turbine water wheel. At first the experiment was tried of making a turbine on the principle of reaction alone, but, since there was no means of regulating the supply of power from a given wheel without destroying most of that in excess of the requirements, this form of turbine was soon thrown out of the field. However, the purely impulse principle has been applied to turbines and has proved a great success, being for some purposes far ahead of the turbine comprising both principles.

The Fourneyron turbine was perfected in 1834. It is an impulse wheel, but savors a little of the principle of reaction. It receives its water from the inside whence it is projected by means of stationary guides into the moving vanes or floats, at right angles to the guides at the point of issue. These mov-

ing vanes have their heel carried well around so as to remove the final momentum of the water as it leaves the outer rim. This wheel gave a high percentage of useful effect, but was rather cumbrous and very expensive, so that for general purposes it was not a success. However it embodied the proper principles of utilizing the water, and, for that reason, many attempts were made to simplify it.

This was done some 30 years afterwards, but in the process it was found necessary to alter the method of applying the water slightly. Instead of forcing the water to discharge into a contracted centre it is allowed to pass downward into an inclined heel bucket which spreads the discharge issue fully to the outside and which is curved and inclined in such a way as to arrest the highest possible percentage of the momentum of the water.

Ninety-five per cent. of the modern turbines are of this class. These turbines are suitable for falls of water as high as 60 feet, and that accounts for such a large per cent. of water wheels being of the modified Fourneyron turbine type. For falls over 60 feet in height and under three hundred the original Fourneyron turbine has not been excelled. Where the quantity of water in this second class of falls is limited and where the height exceeds the rough limit set, a third class of turbine has been designed. It is an impulse wheel, and receives its water from one or more nozzles around its periphery. It does not attempt to check the issue suddenly, but does so gradually by its well proportioned curves. Its useful effect is quite high.

The subject of the utilization of water for motive power purposes is a broad and interesting one, lending itself closely, as it does, to the economic running of machinery to carry on our present industries and to develope future ones. Now that power can be so effectively transmitted by the electric current there are great strides likely to be made along this line. A suitable foundation on which to build up such a statement is the fact of the construction of such large water power developing plants now being carried on at Niagara Falls.

Electric Smelting.

IN an address before the Ottawa Board of Trade, L. Simpson gave some information which, owing to the interest taken in the subject of electric smelting, is of peculiar interest. After referring to the presence of large areas of iron ore which because of the lack of coal for coking, are not being worked, he pointed out that nature had been lavish with water power in the district. This could be used for the development of electricity which might take the place of coke for smelting purposes. Mr. Simpson claimed that the quality of the iron and steel would be better if produced by the electric process of smelting than if the product of the coke smelters. He believed that there could be little doubt that the project was commercially possible and profitable. The appointment of a commission by the Dominion Government to investigate prevailing processes in the United State and Europe was a wise step. In dealing with the subject technically Mr. Simpson drew attention to an advantage in the higher purity of the resulting product. Another advantage claimed was that aluminum and other metals could be introduced in the smelting process at a great saving in cost.

A New Machine.

IN brush factories the usual way of mixing and combing bristles for brushes has been by hand labor, and it has always been a task of difficulty. According to the St. John (N.B.) Sun there has been invented a machine for this purpose. The paper says:

A bristle by itself is a very easy thing to handle, but taken in combination with some hundreds of others of the tribe it assumes a pig-headed obstinacy that leaves no doubt as to its parentage. To overcome this difficulty in handling bristles a machine, invented in Germany, reached this city a few days ago and is now in working order in the brush factory of T. S. Simms & Company, on Union street. So far this is the only machine in Canada that mixes and combs bristles without the use of hand labor, and its capacity is equal to the work of at least ten men. In the manufacture of brushes, bristles of various grades of quality and thickness are used, and it is the work of this machine to blend them together so that the various kinds of bristle may be evenly divided and distributed throughout the brush when made up. To effect this two bundles of bristles of different kinds are placed one after the other on an endless band and fed to the machine. They are kept in position by discs and "butters," these latter, as their name suggests, "butting" or patting the ends to keep them even. As the bristles pass along they are repeatedly combed by circular combs driven at a high rate of speed and by this means are spread out into thiner layers. An appliance with the back and forth motion of a shuttle receives them at a lower level on the machine and neatly drops them in a thin line on to another section of the endless band first mentioned, before this has time to pass from under the track of the shuttle it is back again and evenly distributes a further layer this time partly composed of bristles of the second grade and thickness. The two kinds will now pass through the machine again and be further combed and mixed and if necessary receive a third class of bristles. The process then continues until the blending is complete, which in reality is but a matter of minutes.

New Motor.

A DESPATCH from London, Eng., says that there are being published there particulars of a new motor invented by Peter Thornley, an engineer at Burton-on-Trent. Somewhat marvelous powers are claimed for this new motor. It is claimed that its development may result in the running of locomotives at twice their present speed, and with only half the cost.

The motor described is very compact, everything but the driving wheels being enclosed in a casing not much larger than that of a typewriter. The new motor is capable of developing 1,500 revolutions per minute and giving 15 horse-power under a boiler pressure of 200 pounds per square inch.

In the best railway locomotives the steam is admitted to the cylinder after the piston has moved back from five to eight inches. Thus a comparatively large vacuum is formed which has to be filled before any power is exerted by the steam upon the piston head. In his invention Thornley claims to have overcome this defect by a valve device which will admit a given quantity of steam at the commencement of every stroke, and this is so adjusted that the expansive force of the steam admitted is just sufficient to drive the piston to the end of the stroke. By this economy of steam he claims that a saving of fully 25 per cent. in coal can be made. The simplicity of the motor is such that the initial cost is below that of existing types. Compressed air can be used as well as steam.

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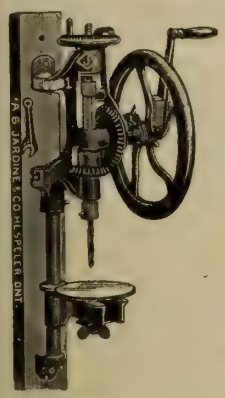


TRADE MARK J REGISTERED

Blacksmiths' Hand Drills.

The very best.

A. B. JARDINE & CO.

HESPELER, ONT.

MADE IN CANADA

Stitched Cotton Duck Belting

Superior to all others.

FOR

Agricultural Machines, Elevators, Pulp and Paper Mills, Cotton, Woollen, Cement and Saw Mills, Machine Shops and Electric Powers.

MANUFACTURED BY

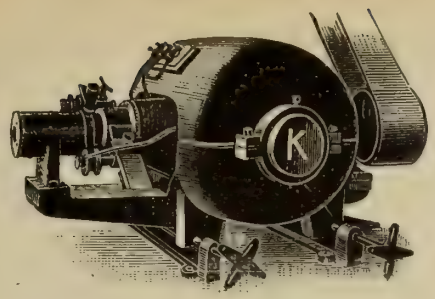
DOMINION BELTING COMPANY

Limited

HAMILTON, CANADA.

USE OUR

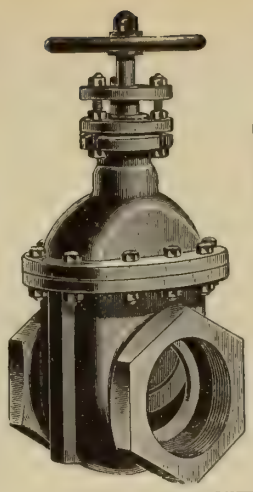
"MAPLE LEAF BELT DRESSING"



Kay Electric Dynamo and Motor Co., Limited

Manufacturers of Dynamos and Motors for all purposes, both direct and alternating currents. Special attention given to repairs.

Office and Works, 219-221 Queen St. East, Toronto.
'Phone Main 1251. Estimates cheerfully given.



We Make Good

VALVES

Write for Catalogue It tells all about them.

The Kerr Engine Co.

LIMITED

Walkerville, Ont.

"Say, Friend,"

your aim should be to start up for yourself.

Why Work

from morn till night for somebody else instead of pushing a business for yourself and thus reap the full profit of your labor ?

We Will

start men of ability and good character in every County in the Dominion.

WRITE FOR PARTICULARS TO

The Empire Machine and Metal Stamping Co.

Limited

1012 Yonge St. - TORONTO,

Manganese

Anti-Friction Metal.

Runs like water when poured around your Machinery Journals.

Every ounce guaranteed by the makers.

Syracuse Smelting Works,

Montreal,
New York,
Seattle.

Locomotive Trials.

THE Great Northwestern Railway Co., of England, have purchased a French locomotive of the famous De Glehn, four-cylinder compound type, and are going to test it in a series of trials with one of their own construction. The company say that they intend to adopt as their design for all future express engines the type that proves most successful.

The French engine is a ten-wheeler, consisting of a four-wheel bogie, four coupled driving wheels and a pair of trailing wheels under the fire box. It has the advantage of being workable as a four cylinder simple engine should circumstances render such an operation desirable. This feature is supposed to be the secret of the success of the Glehn type of locomotive.

The British locomotive belongs to the type of engine which achieved the world's record long distance run to Plymouth with the royal special last July.

Increased Use of Electric Energy.

Reports of the officers carrying out the Electric Light Inspection Act at Ottawa show that the use of the electric light has increased greatly in Canada during the past year. This increase is represented by 236,865 incandescent lights, or their equivalent in arc lights, which represents a 21 per cent. increase over the year before, of the provinces Ontario, is by far the greatest user, it having 203 out of the 324 electric plants in use in the Dominion. However, British Columbia shows the largest proportionate increase, it being 82 per cent.

The largest single plant in the Dominion is that of the Toronto Electric Light Co., with its 170,000 lamps. The next largest is that of the Lachine Rapids Hydraulic Co., with 158,503 lights, and the third is the Ottawa Electric Co., with 111,927 lights.

The Machinery Markets.

TORONTO.

GENERAL machinery market conditions are very bright this week. The reason for this brightness is the realization of the expectations of some weeks back as to what the market condition would be about the middle or towards the close of the month of January. The market reports in "Hardware and Metal" for several issues back have shown that the actual amount of business done was not great, but that there were numerous inquiries received. The number of these inquiries was large, even surprisingly so, and on this and other indications, it was generally thought that the prospects for a good opening up of trade some time during January were very bright. These suppositions have proven correct. Towards the end of last week trade began to pick up in almost all lines, and there was a special run on sawmill machinery, general wood-working machinery, and in engines and boilers. During this week the demand for these lines of machinery has continued to be good, and there has also been considerable business done in most of the other lines of machinery. The inquiries which came in during the earlier part of the month are now bearing fruit, and are resulting in substantial orders. From some sources there is reported a special demand for iron-working machinery this week, especially machine shop tools. However, this is not a general feature of the market. There is one feature of the market which is not what was somewhat generally expected, and that is the small amount of business done in the line of electrical machinery. It is reported that the situation has not been much brighter, if any, during this week, than it was during last. Neither the number of inquiries for dynamos, motors and generators large by any means, and, consequently, the outlook for this line of machinery is not what machinery dealers would like. One reason given for this is that so many orders were placed during the early part of December, that it is not to be expected that there should be a good demand for that class of machinery at the present time. Some of the manufacturers of electrical machinery say that the market is as it has always been in former years, and that, consequently, the relative dulness is not to be wondered at. Machinery dealers are almost unanimous in saying that this week has witnessed a promising opening up of the machinery trade for the coming year.

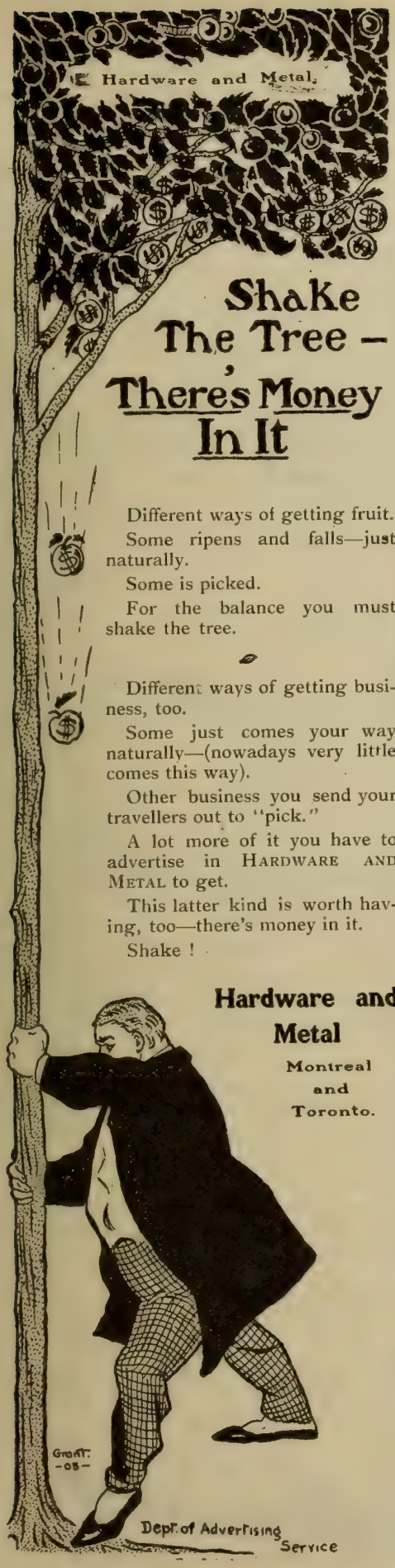
The H. W. Petrie Machinery Co. report a good demand for iron-working machinery this week. They have just received the contract for the complete equipment of the automobile factory of The Redpath Motor Vehicle Co. of Berlin, Berlin, Ont. They are also supplying W. J. Thorn, manufacturer of fine tools and machinery, London, Ont., with an outfit of Cincinnatti machine tools. Whalen & Bowman, of Port Arthur, are also getting an outfit of machine-shop tools from them. They report a continuation of the good demand for wood-working machinery and for boilers and engines. They are preparing to ship a sawmill outfit to Barrett Bros., Ottawa; and they have also on hand the contract for the installation of motive machinery, including a large Wheelock engine and boiler, with the necessary shafting and belting. This company say that the demand for miscellaneous machinery has been steady during this week, and that the numerous inquiries received during the last three weeks are resulting in a good many orders. They think that the prospects for the coming season are very bright indeed.

The A. R. Williams Machinery Co. report that the run an wood-working machinery, including sawmill, shingle-mill and planing mill outfits, has continued during this week. The demand for engines and boilers has also been very good, as it was last week. However, the amount of business done in other lines of machinery has not been noticeably increased since the latter part of last week. This firm have just added two travellers to their travelling staff.

The Levy, Weston & McLean Machinery Co. say that they have found the demand for sawmill machinery, planing mill machinery and other wood-working machinery very good this week, as it was last. Engines and boilers also continue to occupy considerable attention by buyers. As to other lines of machinery, they say the demand is fairly good, and that the demand for iron-working machinery, principally machine tools, is beginning to assume the proportions expected of it. They think that there is every reason to consider this a prosperous opening up in the machinery trade.

The Jones & Moore Electric Co. have nothing very bright to say of the market for electrical machinery. The number of orders placed have been very few, if any, more than last week, and the number of inquiries are not promising for a brightening of the market in the near future. "Of course," said Mr. Jones, "our factory is running to its full capacity, but the work being done is principally on orders placed before Christmas. Perhaps that is one of the reasons we are not booking many orders at present. If the factory were ready for more work, and we put forth our best efforts in all probability we would get more orders than we are. However, as it is, we are catching up on booked orders, and are content for the present to let things go on as they are."

William R. Perrin & Co., manufacturers of hydraulic presses, power presses, filter presses, etc., report that the demand for their lines of machinery at the present time is very good. This company have just been granted a charter by the Ontario Government incorporating them under the name of Wil-



We invite inquiries for **STEEL RAILS,** BAR IRON, PIG IRON GALVANIZED IRON, CANADA PLATES, TINPLATES, WIRE ROPE (W. B. BROWN & CO.), CEMENT, FIREBRICKS, ORE BAGS, GRAIN BAGS, ETC.

C. F. JACKSON & CO., Limited, IMPORTERS and COMMISSION MERCHANTS
151 Hastings St. W., VANCOUVER, B.C., and LIVERPOOL, ENGLAND.

BABBIT
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STAR
SPECIAL
HERCULES
METALLIC
IMPERIAL
QUALITY & PRICE TO SUIT ALL GRADES OF WORK.
THE **CANADA METAL CO.**
WILLIAM ST., TORONTO. TELEPHONE MAIN 1729.

BUY DIRECT AND SAVE MONEY.
— We are the only Canadian Manufacturers of —

COLD PRESSED NUTS
Square and Hexagon Finished, Semi-Finished, Case Hardened, Polished and Plated, Set Screws, Cap Screws, Thumb Screws.

CANADA FOUNDRY COMPANY, LIMITED,
Head Office, - - TORONTO, ONT.
District Offices — Montreal, Halifax, Ottawa, Winnipeg, Vancouver, Victoria, Rossland.

To Metal Polishers

CRYSTAL REGISTERED TRADE MARK CORUNDUM

After February 1st we can fill promptly all orders for grain corundum, (emery is an iron ore containing corundum). Our new mill has a greater capacity than any other abrasive plant in the world.

Substitute a pure Canadian product, **CRAIG MINE CORUNDUM,** for the impure foreign corundum, called emery.

Write us Regarding a yearly contract.

The Canada Corundum Company, Limited
TORONTO, CANADA.

liam R. Perrin & Co., with a capital of $10,000. The directors are W. R. Perrin, W. H. Parmelee and M. H. Perrin.

MONTREAL.

On the whole, there seems to be a better feeling this week among the machinery houses, most of which report some improvement in this week's business compared with last. This improvement is manifesting itself more perhaps in the increased number of inquiries received this week, but there is also some improvement in actual business done. Some large orders are soon to be placed for machine tools and for heavy engines and boilers. A number of firms are competing for these orders, and it is thought they are likely to go to Canadian firms.

As noted last week, however, there is a disposition on the part of some buyers to hold off in the hope that a slump in values in the American metal and machinery markets may force Canadian makers to reduce their prices. American machinery houses are, without doubt, hustling for business in Canada, but there have been altogether too much cry of "wolf" on the part of a few men who have been afraid of a consequent slaughtering of prices. Inquiries made by "Hardware and Metal" this week failed to show that any very startling price concessions are being offered by the representatives of American machinery houses. The only effect which the presence in Canada of an unusual number of these gentlemen has had so far has been to create an unsettled feeling among buyers, who hope that from the competition of a large number of sellers, lower prices may result. A local machinery agent in discussing the situation this week with "Hardware and Metal," said that Canadian manufacturers are quite as independent as they were a year ago, and he argues from their independent attitude towards agent and buyer that they have plenty of work on hand and are confident as to the future.

The sawmills up the Ottawa have resumed their operations, and from them has come during the week orders for machinery supplies, which have helped to stimulate business. One or two sales of complete sawmill outfits have been made quite recently.

Another feature of the week has been an increased inquiry for gas and gasolene engines.

The Laurie Engine Co. report a slight falling off this week in the number of inquiries received for large engines and boilers, but, as they have sufficient work on hand to keep them busily employed until the middle of the Summer, they see nothing in the situation to excite alarm. Inquiries for iron and woodworking machinery have been coming in freely during the week, and a few good orders have been booked. At Thetford Mines The Laurie Engine Co. have installed quite recently some mining machinery of their own manufacture. A complete sawmill outfit, including engine and boiler, for a Quebec town, is among the week's sales. Trade seems to be opening up nicely this week, the volume of business being considerably in excess of that of last week.

The Fairbanks Co. report actual business this week comparatively quiet, but the number of inquiries received is an encouraging sign, which points to good business later on. They are paying particular attention at present to pushing the sales of a line of gas and gasolene engines and they report that the number of inquiries received for their engines during the last week has been an encouraging feature.

E. Leonard & Sons report encouraging prospects this week, not only in engines and boilers, but also in mining machinery.

Mr. Alfred Rubra, of the Machinery Exchange, reports a slight increase in this week's business compared with last. Buyers are making inquiries, and, although there is a disposition in some quarters to hold off, in the hope of lower prices, Mr. Rubra thinks that prospects for this season are quite favorable. Business is quite up to the usual standard for this time of year.

Fred Thompson & Co. have more work on hand in the manufacture of dynamos, motors, and specialties of various kinds, than they can attend to.

Williams and Wilson report an improvement as compared with last week's business. Actual business this week shows a considerable increase, and the increased number of inquiries coming in point to a good season.

W. H. Nolan, of the Canadian Machinery Agency, is well satisfied with the way business is opening out this year. This week's trade shows some improvement over last.

NEW YORK.

The Iron Age says of the New York market :

Evidences of a better tone are to be noted in all branches of the machinery trade. In some lines this has crystalized into orders, but, considering the trade collectively, it is chiefly due to marked increase in inquiry. An officer of one of the very large machine tool houses, in speaking of the improvement in inquiries both as to number and tone, referred to several which commenced something like this : "We are now in a position to take up the matter of equipment which we had under advisement last Spring." Indications of this sort are, of course, of the best, and from present appearances a good many latent propositions will soon be stirred into renewed activity. No exceptionally large orders were reported during the week.

Machinery and Electrical Notes.

The large new boiler for the New Brunswick Foundry, Fredericton, is now being installed.

The Grand Trunk Railway Company have ordered 15,000 tons of best English rails at $23.50 per ton.

The C. P. R. will extend their Gatineau branch sufficiently far north to connect with the Grand Trunk Pacific.

Several lumber camps in central Ontario have been compelled to desist lumbering operations owing to the depth of snow.

An attempt will be made to have the White Bear mine, Rossland district, B.C., concentrator ready for operation by June 1.

The new boiler for the Bennett Manufacturing Co., Pickering, Ont., has been installed, and factory operations will be started at once.

The new machine shop of the Page-Hersey Iron and Tube Mills, which was completed some two months ago is reported to be giving great satisfaction.

Mackenzie & Mann, Toronto, have made the statement that they have placed orders for 25,000 tons of standard steel rails at $26 f.o.b. Port Arthur, for use on the C.N.R.

E. J. H. Pauley, president of the Dominion Linen Mills Co., Orillia, Ont., is in Great Britain purchasing machinery for the new mills to be erected in that town this Spring.

The C. P. R. have experts examining the Port Arthur, Ont., elevators, with a view of installing electricity as a motive power. The cost of installing electricity would be about $500,000.

Canadian carriage-makers were in Ottawa last week seeing the Government with a view of getting additional protection. There is now a duty of 35 per cent., but there is a class of cheap carriages coming from the United States against which the Canadian manufacturers are asking now to be protected.

The Blackstock Mining Syndicate, Toronto, have about ready for operation a plant on the Columbia River, B.C., 350x120 feet, three stories high, equipped with improved machinery for concentrating and cyaniding. The mills are intended for the treatment of low grade ores of the Centre Star and War Eagle mines. The output of the mill will be 400 tons a day, and the average value of each ton is placed at $10, which will mean a turnover running up into big figures.

M. L. Lewis, a street railway promoter, of Boston, U.S.A., was in Toronto recently and he is credited with the statement that electric railway lines may now be constructed and equipped so much cheaper than steam roads that they are certain to become serious rivals in the next few years. He says that sleeping cars are being operated in connection with electric lines of railway in several parts of the States, where special passenger and freight trains are operated for the benefit of the rural traffic.

IRON STEEL

Bars in Flats, Rounds, Squares, Ovals, Half-Ovals, Half-Rounds and Bands. Also Wrought Washers.

GOOD QUALITY. PROMPT SHIPMENT.

London Rolling Mill Co.
Limited,
LONDON, CANADA.

PAGE-HERSEY IRON & TUBE CO.,

GUELPH, CANADA, Limited

MANUFACTURERS OF

BLACK AND GALVANIZED

WROUGHT MERCHANT PIPE

OF SUPERIOR QUALITY AND FINISH.

Steel Shafting

is a good line to carry because there is an ever increasing demand for it, guaranteeing a ready sale, and because it is a staple line. We have an inducing proposition to make on this line.

The Dodge Mfg. Co., of Toronto, Limited,
TORONTO, ONT.

Ask and Receive.

Advertise and Acquire.

If you want to sell a business or a delivery wagon, if you want a partner or a clerk—**advertise.** If you have what you don't want, or haven't what you do want—**advertise.**

Our condensed advertisements cost little, but are worth a good deal.

You can reach most of the general merchants in Canada at the expense of a few cents. Our rate is 2c. per word first insertion, and 1c. per word each subsequent insertion, and ***remittance must accompany order in every case.***

HARDWARE AND METAL
MONTREAL and TORONTO

BAR IRON and STEEL

Rounds, Squares, Flats, Bands, Ovals, ½ Ovals, ½ Rounds, Nut, Bolt and Horse Shoe Iron, Tire Steel, Sleigh Shoe Steel, Toe Calk Steel, Soft Machinery Steel, etc., etc.

THE PECK ROLLING MILLS LIMITED

Cut Nails
Wire Nails
Horse Nails

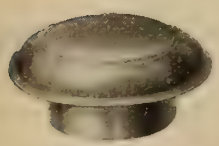
BRANDS

Horse Shoes
Spikes
Tacks

HEAD OFFICE: 210 Coristine Building, MONTREAL

WORKS: **LACHINE CANAL.**

SAMSON RAILROAD or DELIVERY CAN TRIMMINGS.


BELL COVER

SEAMLESS COVER

"SAMSON."
Neck and Breast.

Our celebrated seamless cover is furnished with all Samson cans —it has no seams in the rim to collect dirt or wear loose.

Is drawn from one piece of steel which makes it perfectly uniform in size.

The seamless neck is drawn from one piece of specially prepared steel, as is also the breast. They are then annealed to prevent any possibility of cracking, double seamed together and retinned, which practically makes them one piece.

Our Famous Samson bottom is also supplied with these trimmings.

Samson Pail Bottom

Made exactly the same as our Samson Milk Can Bottom, and therefore has all its good features.

Cut shows section of bottom of pail.

"SAMSON."

The McClary Manufacturing Co.

London, Toronto, Montreal, Winnipeg, Vancouver, St. John, N.B.

"EVERYTHING FOR THE TINSHOP."

in Cut Cut Book ~~25~~ 16

4 Page 25

HARDWARE AND METAL

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JOHN BAYNE MACLEAN,
Montreal.

The MacLean Publishing Co.
Limited

Publishers of Trade Newspapers which circulate in the Provinces of British Columbia, North-West Territories, Manitoba, Ontario, Quebec, Nova Scotia, New Brunswick, P.E. Island and Newfoundland.

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MONTREAL - - - - 232 McGill Street. Telephone Main 1255
TORONTO - - - 10 Front Street East. Telephone Main 2701
WINNIPEG, MAN. - Room 308, McIntyre Block. Telephone 1846. E. C. Hind. L. P. Luxton.
LONDON, ENG. - - 109 Fleet Street, E.C. J. Meredith McKim.
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VANCOUVER, B.C. - Geo. S. B. Perry.

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Great Britain and elsewhere - - 12s

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A DOMINION EXHIBITION AT WINNIPEG.

BUSINESS men in Winnipeg and the West express great satisfaction with the decision of the Dominion Government to make a grant of $50,000 towards holding a Dominion Exhibition in Winnipeg in July. It is probable that this action will be followed by similar grants from the city and the Provincial Government.

This grant comes at an opportune time. On the American side every effort is being strained to prevent emigration to Canada and our American cousins are by no means scrupulous in their methods, so that stories injurious to the Canadian West, and which are absolutely without foundation are being printed in circular form and distributed by the thousand. So strong has the opposition become that bankers have formed a league not to loan money for investment in the Canadian West. The Winnipeg Real Estate Exchange is taking this matter up and sending a strong delegation to a convention of American real estate men interested in Canadian lands which is to be held in Minneapolis in January. But this Dominion Exhibition will do more than any other one thing to stem the tide of opposition. The people will come and see for themselves what the country is like and what it can produce.

LARGER POWERS OF SELF-GOVERNMENT.

A GREAT deal of needless capital is being made in both Canada and Great Britain out of the remarks of Sir Wilfrid Laurier as to the necessity of Canada being given larger powers in regard to treaty making and questions arising over international territorial disputes.

In Great Britain, particularly, there appears to be people who see in the proposal the entering in of the thin edge of the wedge of political independence. It means nothing of the kind. What is really meant is larger powers of responsible government, which is dear to the heart of every Canadian.

The principle is not new in Canadian politics. It was enunciated many years ago by Mr. Edward Blake. And if it was felt to be a necessity then, it is a great deal more so now.

We are simply wanting the power to manage our own affairs and any one who is at all conversant with Canadian history, knows that the greater the latitude Canada has been given in matters of self-government, the stronger have become the ties of consanguinity between this country and the Motherland. There are still a few statesmen in Great Britain who regret that Canada was allowed in 1846 to regulate her own Customs tariff, but had she not been so allowed, it is scarcely probable that Canada to-day would have been a part of the British Empire.

The securing of the power outlined by Sir Wilfrid Laurier will be another step in the direction of completion in the matter of self-government, and like all previous steps in that direction, mean the cementing, not the dismemberment, of the Empire.

The trend of things is already in that direction. At one time Canada had practically no voice in international affairs affecting her welfare. The injustice has, however, been disappearing by easy stages, until in the last international tribunal to settle the Alaskan boundary question, two out of three jurists representing the Canadian or British side, were the appointees of our own Government. The rights granted toCanada in 1878 to decide whether or not she should be included in any treaty made by Great Britain with a foreign power, was also a step in the direction towards that more complete system of responsible government which Sir Wilfrid Laurier, and, we believe, the majority of the people of this country, are seeking.

By granting the larger powers outlined by the Premier, the source of the only serious grievance Canada has had against the Imperial authorities during the last half century will have been removed. It, therefore, follows that in the interests of the unity of the Empire, these powers should be conceded.

It is only a question of time before the right to manage our own affairs in regard to treaty making and territorial boundary questions must be granted, and Canada should now be sufficiently in the confidence of the British Government to have this right unhesitatingly accorded her.

VISIT THE TRADE CENTRES.

THE merchant whose ambition is higher than the mere making of a fortune selling hardware, finds frequent visits to urban communities of far greater value to him in the building up of his business, than any amount of shrewdness in buying. He finds at least two trips a year, no matter at what distance he may reside, a necessity both to good buying and good selling.

Every visit to the city serves to bring him closer in touch with existing conditions in all ines of goods. A valuable knowledge can be obtained in this way of new goods for specialties, novel ideas for window and interior decoration and the like. He will also have the opportunity of making the personal acquaintance of the wholesaler with whom he deals, while at the same time, if he keeps

his eyes open, he may gather a general fund of information that will be of considerable interest to his customers. Bargains can be always picked up on these trips that will perhaps pay the expence incurred.

The merchant who thinks to save money by remaining at home, or considers himself too busy to leave, or is disinclined from any other cause, is not in a position to successfully compete with his rival who regularly visits the commercial centres.

THE LACK OF TASTE.

WHEN a merchant displays little interest in his window, he often hides behind the fact that he has no taste for window dressing, that is, that he has none of the artistic qualifications that show themselves in first-class windows. As is the case in most of the causes to which the unprogressive merchant assigns his unattractive windows, it is a characteristic which he does not endeavor to overcome. He really thinks it is so, and blames this rather than lack of effort on his part.

It may be true enough in some cases that a merchant doing his very best would make his windows look like a store-room, or would be utterly unable to acquire the desired effect. Such a man is, however, deprived of all excuse by the fact that his clerk, or one of them is not likely to be as inartistic as he is. If so, it simply shows that a new clerk is required.

Neatness is essential to the effective display, and a window in which it is a prominent feature is sure to have its attractions, although perhaps not so well arranged as if by an experienced window dresser. With time too, he will improve his eye for beauty and the ease with which he will think of designs. Ambition and practice is all that is necessary to make a fair window dresser out of any man.

LOOKING FOR AGENCIES.

A British Columbia hardware firm who are giving up their retail business to devote themselves entirely to the wholesale trade and to various agencies in British Columbia would like to correspond with any readers of this paper desiring to secure such agents. Address enquiries re same to The Editor, "Hardware and Metal," Toronto.

SPECIAL LINES FOR THE HARDWARE STORE.

LAST week the suggestion was made that of the many lines which could be added to the hardware merchant's stock-in-trade stock food should receive consideration. The value of this line has been demonstrated to several dealers, some of whom write that they not only carry the line but are paying particular attention to it at the moment, as February is one of the busiest months of the year in this line.

Another line which is winning increasing attention from hardware men is seeds, particularly garden seeds, though grass seeds are a paying line with many. This line is also carried by flour and feed dealers as well as by some druggists and general merchants. Inasmuch, however, as the buyers of seeds nearly always want garden tools, etc., at the time they want seeds, hardware men have found the line one that yields good returns. There is a good turnover, considering the capital, attention and store space devoted to it, and the margin of profits is large.

Stock foods and seeds could be carried together, each would help to increase the sales of the other.

Another line which is always worthy of attention in early Spring is sporting goods. At present there is a fair demand for hockey and skating supplies but in a few weeks this will be over and attention will be turned to golf, baseball, lacrosse, boating, croquet, etc. Supplies for these sports as well as such lines as hammocks, fishing tackle, etc., should be kept in attractive variety in the hardware store and should be pushed with such vigor and persistence that local buyers will feel the uselessness of sending to the Toronto or Montreal catalogue houses for such goods.

It is true that some of these lines are carried by stationers in many towns. Yet it is generally admitted that the hardware store is the proper place for them and the hardware man can get the trade if he gets after it.

In this connection it is well that bicycles should receive attention before the snow melts. Bicycles have been a profitable line and later an unsatisfactory line. Of late years, however, they have won much more approval than during recent years. They are now built more substantially, so do not call for so many repairs; the parts are now uniform and there is little difficulty in making repairs. Moreover the bicycle has come back to favor to some degree in recent years and bids fair to be even more popular in the years to come. It should receive consideration at this season of the year.

The above are but a few of the lines which are worthy of especial attention at this season. The more of such lines that a hardware dealer can introduce into his business the better.

AN INVOCATION.

The day returns and brings us the petty round of irritating concerns and duties. Help us to play the man; help us to perform them with laughter and kind faces. Let cheerfulness abound with industry. Give us to go blithely on our business all this day; bring us to our resting beds weary and content and undishonored, and grant us in the end the gift of sleep.

—Robert Louis Stevenson.

TIME FOR A CLEANING UP.

IT is not necessary to wait till the Spring time for giving the store a good overhauling. Stocktaking always brings to the front a quantity of goods which somehow got away back in the shelves and are now not as saleable as they would have been six months ago. It also changes the appearance of the store more or less. In fact there is no better season of the year than now to take the spare time of a week or so to so rearrange the stock as to give it the brightest, most attractive appearance possible. Then follow up this rearrangement by introducing the scrubbing brush to the floor and the dust cloth and even the paint brush to the counters, shelves, scales, show cases, etc

A PREMIUM ON BRAINS.

PHYSICAL power, mental activity and moral force all contribute to the largest success in an undertaking. The man who lacks any of these is handicapped in the keen competition of business life. Yet as civiliization becomes more intricate the dominance of the physical by the mental becomes the more striking, the more obvious.

Moral force is the power possessed by practically all leaders of men, by nearly all successful business men. They learn to use to best advantage the brains or mental activities as well as the bodies or physical force of the employes.

How to make the business use of the mental acuteness of a large staff of employes is a problem in itself. Yet this problem is being solved in an admirable way by many of our leading business men.

An instance of this has just come before the notice of "Hardware and Metal" in the shape of a notice put up throughout the works of the Taylor-Forbes Co., Guelph, Ont., for the benefit of their employes. It was as follows:

$250.00 — Prizes for Suggestions.

$250.00 in cash prizes will be awarded to employees submitting the best suggestions within the period beginning January 4th and ending June 30th, 1904, the amounts to be divided as follows: 1st prize, $50; 2nd prize, $35; 3rd prize, $25; 4th prize, $20; 6 prizes each $10; 12 prizes each $5.

The number of prizes offered makes it possible to reward some minor suggestions while recognizing the efforts which assist in more important matters.

Suggestions ought to be made by every employee even though they may seem of small importance, as each idea given may lead to a better one. In determining the relative order of the prizes the number of suggestions made by an employee, as well as their importance, will count.

For these prizes all factory and office employees (excepting heads of departments) are entitled to compete.

Suggestions may relate to improvement in manufacture of any article, reduction of labor, machinery, tools, systems now employed, increase of trade, and to the general management of the business. The company reserves the right to keep any suggestions private.

All suggestions must be made in writing and the employee's name signed thereto with date, and may be sent by post or deposited in the box at entrance hall provided for that purpose.

The judges will be composed of the directors and a committee from amongst the heads of departments.

We earnestly solicit the co-operation of all employees.

Guelph, Ont., January 4th, 1904. TAYLOR-FORBES CO., Limited

"Responsibilities go to the one who can shoulder them, and power flows to the man who knows how."

It is by such co-operation that a modern business institution can hope to dedelop the warmest relations between master and man and to realize the greatest degree of success and prosperity.

MR. W. J. MUIR.

HARDWARE AND METAL takes pleasure this week in presenting to its readers the portrait of W. J. Muir, the eastern sales agent of The Canadian Cordage and Manufacturing Co. of Peterborough, Ontario. Mr. Muir is a young man who is deservedly popular with all classes of Montrealers, and by his candid and straightforward dealings with the trade he has won their confidence to a gratifying extent, as is being manifested by the steady increase in the volume of his business. A man of unfailing courtesy, always considerate of the feelings of others, Mr. Muir is also energetic and determined and possessed of a commendable independence of spirit. He is a business man of the right stamp.

Mr. W. J. Muir.

Mr. Muir has been connected with the cordage business for about eight years, serving in that time in various departments, including the manufacturing. He possesses, therefore, a thorough practical knowledge of the business, and, in consequence, much weight is attached by the trade to his opinions on all matters pertaining to cordage. Mr. Muir takes a keen interest in the growth of the cordage business in Canada. Born in Montreal, he is a patriotic Canadian, and is justly proud of the fact that the cordage manufacturers of Canada, so far as make and quality are concerned, are not surpassed by any country in the world. And he smilingly observes that "Judging from the foreign goods which we sometimes see here, Canadian manufacturers are not equalled by many." His own company's mill at Peterborough in point of improved machinery is one of the best on the continent, and Mr. Muir has the satisfaction of representing a thoroughly progressive Canadian firm.

Mr. Muir's popularity extends to almost all parts of Canada, and in business and social circles to no one is extended a more cordial welcome than to "Billy" Muir.

INQUIRIES FOR CANADIAN TRADE.

The following are among the inquiries as to Canadian trade received recently at the Canadian Branch of the Imperial Institute, London, Eng.

1. A firm manufacturing patent paper bags of various kinds desires to be placed in communication with a first-class Canadian importing house prepared to handle the goods.

2. A London firm asks for addresses of Canadian shippers of black currant and other fruit pulp

3. A firm handling large quantities of wood acetic lime invite correspondence from Canadian producers of same.

[The names of those making inquiries may be obtained from the Editor of THE CANADIAN GROCER.]

METAL AND HARDWARE DINNER.

THE Montreal Metal and Hardware Association of the Board of Trade held their third annual dinner at the Montreal Club on Wednesday evening, January 20th. Although small, the dinner was a thoroughly enjoyable affair and a very jolly evening was spent, short speeches, recitations, and songs keeping those present entertained until quite a late hour.

In the absence through illness of the president, Mr. George Caverhill, the vice-president, Mr. G. A. Kohl, took the chair, the vice-chairs being occupied by Mr. George E. Drummond, president-elect of the Board of Trade, and Mr. William McMaster.

The following is a list of the subscribers and guests: Messrs. Fred Bacon, James Crathern, Geo. Caverhill, A. H. Campbell, James Davidson, Geo. E. Drummond, Thos. J. Drummond, H. J. Fuller, Geo. A. Kohl, J. B. Learmont, W. S. Leslie, William McMaster, Arthur McMaster, J. T. McCall, T. H. Newman, Thos. L. Paton, J. W. Pyke, Robert Starke, J. T. Knight, Colonel J. B. MacLean.

MARKETS AND MARKET NOTES

QUEBEC MARKETS.

Office of HARDWARE AND METAL,
232 McGill Street.
Montreal, January 22nd, 1904.

Hardware.

BUSINESS in wholesale circles this week shows a very considerable improvement over last, and the opinion is freely expressed that trade has at last emerged from the stagnation of the holiday season. It is expected that the activity of this week will continue as the Spring trade is now commencing. Orders this week for immediate delivery are considerably in excess of last week. Of course these are sorting orders only. However, the travellers are sending in good orders for Spring delivery. These are coming in from all parts of the country and prospects are considered very bright for an unusually bright Spring trade. Payments are variously reported. One or two firms complain that retailers have been slow in meeting their obligations, but nearly all agree that the last month has seen an improvement in this respect. There are a number of price changes this week, but none are of very much importance. Grind stone fixtures are a little lower, about 5 per cent. Cotton goods are firm at a slight advance, which will be noted below. Hand saw handles and plane handles have advanced about 10 per cent. All wooden goods are firm and in some instances big advances have been made. Wooden bowls. for example, have been advanced from 25 per cent. to 50 per cent. and wooden grain measures have been advanced 10 per cent. Prices on these goods are "open" but these figures about represent the general trend of prices.

Spring Hinges—Wholesale houses inform us that good orders are now coming in for forward delivery. A good Spring and Summer trade seems assured. We quote: No. 5, $17.25 per gross; No. 10, $18 per gross; No. 20, $10.50; No. 120, $20; No. 51, $9.25; No. 50, $27.50.

Rubber Hose—For forward delivery some good orders have been booked this week and the number of inquiries received points to a brisk trade later on. Our information is that the cheap rubber hose (2-ply) in 1-2-inch and 3-4-inch sizes will not be made this season by the Canadian manufacturers. Any orders for same will have to be filled out of stock on hand, but it will be scarce and difficult to obtain. The list price is as follows:

	2-ply. per foot.	3-ply. per foot.	4-ply per foot
1-2-inch .. ..20c.		25c.	30c.
3-4-inch .. ..25c.		30c.	37c.
1-inch.. .. ..33c.		40c.	50c.

The discounts from above list are as follows Trade, 75 per cent.; Western, 65 and 10 per cent.; white, 40 and 10 per cent.; Maroon, 40 and 10 per cent.; Cotton, 60 per cent.

Game Traps—An occasional order for game traps has been recived this week. The discount on "Victor" is now 72 1-2 per cent. and on "Hawley and Norton" 60 and 2 1-2 per cent.

Poultry Netting—The Spring trade is commencing now. A few orders were received during the week. The discounts for 2-inch 19-gauge standard extras are 60 and 5; for 2-inch 16-gauge, the discounts are 55 and 5 per cent.

Wooden Goods—As noted above, the market for all wooden goods is very firm and advances have been general. Prices for wooden bowls and good grain measures are "open" but on the former there have been advances of from 25 to 50 per cent. and on the latter about 10 per cent.

Wire Nails—The manufacturers report prospects bright for an excellent trade in 1904. Business just now is confined to a few sorting orders, but the indications are that with the opening of navigation there will be a repetition of the exceptionally busy season of 1903. All the local mills will soon be running full time. We quote as follows: $2.40 per keg in carlots, and $2.45 per keg in small lots f.o.b. Gananoque, Montreal, London, Hamilton, Toronto, Brantford, Windsor, Ont., and St. John.

Cut Nails—As was noted last week a reduction of 15 cents per keg has been made in prices previously quoted. Trade is now very quiet. The price is now $2.30 per keg f.o.b. Montreal.

Fence Staples—A few orders are now being booked for forward delivery. It is expected that the bulk of the trade in fence staples during 1904 will be with Manitoba and the Northwest Territories. We quote: $3 per 100-lb. keg for galvanized, and $2.80 for bright; 25 to 50-lb. packages, 25c. extra.

Pressed Spikes—The discount is 25 per cent.

Horsenails—There is very little activity at present. Prices are unchanged and we again quote the following discounts: "M" brand, "Oval" and "New City" heads, 55 per cent.; "Countersunk" heads, 55 per cent.; "C" brand, 40, 10 and 7 1-2 per cent. off; "Monarch," 50 and 7 1-2 per cent. and "Peerless," 50 per cent.

Horseshoes—There is nothing of interest to note this week. Trade is quiet. We again quote as follows: Iron shoes, light and medium pattern, No. 2 and larger, $3.65; No. 1 and smaller, $3.90; snow pattern, No. 2 and larger, $3.90; No. 1 and smaller, $4.15; light steel shoes, No. 2 and larger, $3.80; No. 1 and smaller, $4.05; featherweight, all sizes, 0 to 4, $5.35; toe weight, all sizes, 1 to 4, $6.60. Shoes more than one size in a keg, 10c. per keg extra f.ob. Montreal only.

Sleighbells—The season is now almost over and prices quoted are probably subject to some concessions in order to clear out stock. Nominally prices remain as follows: Back straps, 30c. to $2 each; body straps, 70c. to $2.50 each; shaft gongs, 2 bells, 20c.; 3 bells, 35 to 60c.; 4 bells, 55c. to $3 each; brass-team bells, No. 1, $1.90 per dozen; No. 2, $2.40 per dozen; No. 3, $2.70 per dozen; No. 4, $3.70 per dozen; No. 5, $4.65 per dozen; York eye bells, No. 10, $1.35 per dozen; No. 12, $1.65; No. 14, $1.90; saddle gongs, $1.10 to $3 each.

Skates—Trade is now almost over for this season and stocks are reported as well cleared out. Nominally there has been no change in price, but doubtless some concessions are obtainable as wholesale houses are anxious to clear out their stocks. The prices this season have been as follows: Halifax pattern, 37c. per pair; nickel-plated, 65c.; ladies' nickel-plated, 55c. to $1.25; ladies' concave nickel-plated, $1.45; plain hockey, 27c to $1.35; nickel-plated hockey, 60c. to $2.50; double end hockey, $1.65 to $3. Skate straps, 70c. to $1.35.

Hockey Sticks—The same remarks apply to hockey sticks which are now be-

ing offered at reduced prices in order to clear. The season has been a good one and stocks left in the hands of the jobbers are not very large. Prices this Winter have been as follows: Best second-growth goalkeeper's, $3.80 per dozen; ash, $2.70; elm, $2.18; boys' elm, $1.10. Regulation pucks, $1.50 per dozen; boys', $1.15 per dozen.

Fire Shovels—Still in seasonable demand. We quote: No. 70, 39c. per dozen; No. 55, 55 to 82c. per dozen; No. 57, 82c. to $1.10 per dozen; No. 60, 70 to 88c. per dozen; No. 65, $1.10 to $1.23 per dozen; Duplex, No. 7, 96c. per doz.; No. 9, $1.20 per dozen; No. 11, $1.54 per dozen.

Snow Shovels—In seasonable request at unchanged prices. We quote the following prices: "Habitant," $2.50 to $2.75 per dozen; "Victor," 30 per cent. off; steel railroad shovels, 45 per cent. off.

Screen Wire Cloth—Wholesalers report that some good orders have already been booked for Spring delivery. The price is $1.50 per 100 square feet.

Galvanized Coil Spring Wire—General business in wire has been brisker this week. A considerable improvement has been noticed in the demand for galvanized coil spring wire. We quote the following prices: Nos. 6, 7 and 8, $3.20; No. 9, $2.70; No. 10, $3.30; No. 11, $3.35; No. 12, $2.95; No. 13, $3.10. Car lots 5 cents less. Freight prepaid in less than car lots to extent of 25 cents and in car lots to extent of 20 cents. For following factory points freight is equalized: Montreal, Hamilton, London, Welland, Windsor, Stratford.

Galvanized Wire—Business has been much brisker since prices for 1904 were arranged, two or three weeks ago. Orders for forward delivery are coming in satisfactorily and trade prospects are generally reported bright. We quote as follows: No. 5, $3.65; Nos. 6, 7, and 8, $3.10; No. 9, $2.45; No. 10, $3.15; No. 11, $3.20; No. 12, $2.60; No. 13, $2.70; No. 14, $3.70. In carlots f.o.b. Cleveland, No. 5, $2.15; Nos. 6, 7, 8 and 9, $2.10; No. 10, $2.15; No. 11, $2.20; No. 12. $2.25; No. 13, $2.35; No. 14, $2.45. In less than carlots, 12 1-2c. extra per 100 lbs. will be charged.

Barb Wire—Trade in barb wire has also improved since the settling of prices. Some good business is reported this week. We quote as follows: $2.75 per 100 lbs. f.ob. Montreal and $2.50 f.o.b. Cleveland. Carlots of 15 tons, $2.40 f.o.b. Cleveland.

Smooth Steel Wire—Trade shows some improvement this week. Prices are unchanged and we again quote as follows: Bright and annealed, $2.50 per 100 lb. f.o.b. Montreal, Toronto, Halifax, London, Hamilton and St. John. Net extras per 100 lb. are now as follows: Coppered wire, 60c.; tinned wire, $2; oiling, 10c.: spring wire, $1.25; best steel wire, 75c.; bright soft-drawn, 15c.; hay-baling wire, 20 to 25c.

Fine Steel Wire—Trade is quiet at present. The discount continues 25 per cent. with net extras as follows: 1 and 2-lb. hanks, 25c. per 100 lb.; 1-2-lb. hanks, 37 1-2c., and 1-4-lb. hanks, 50c.

Brass Wire—Business is fair at unchanged discount, viz., 60 per cent.

Copper Wire—Business fair: discount 60 per cent.

Rivets and Burrs—Trade is quiet this week so far as immediate shipments are concerned, buf a few orders have been booked for forward delivery. Discounts remain unchanged as follows: Best iron rivets, section carriage and wagon box, black rivets, tinned do., coopers' rivets and tinned swede rivets, 60 and 10 per cent.; swedes iron burrs are quoted at 55 per cent. off; copper rivets with the usual proportion of burrs, 45 per cent. off and coppered iron rivets and burrs, in 5-lb. carton boxes are quoted at 60 and 10 per cent. off list.

Bolts and Nuts—Canadian manufacturers now have the home market to themselves as the Americans have been driven out by the increased discounts. Trade is fair at present and prospects are particularly bright. We quote: Carriage bolts, common ($1.00) list, 3-16 and 1-4 diameter, 60 per cent.; carriage bolts, common ($1.00) list, 5-16 and 3-8 diameter, 55 and 5 per cent.; carriage bolts, common ($1.00) list, 7-16 diameter and up, 55 per cent.; carriage bolts, full square ($2.40) list, 60 per cent.; carriage bolts, Norway iron ($3.00) list, 60 per cent.; machine bolts, 3-8 diameter and under, 60 per cent.; machine bolts, 7-16 diameter and larger, 55 and 5 per cent.; plow bolts, 55 and 5 per cent.; blank bolts, 55 and 5 per cent.; bolt ends, 55 and 5 per cent.; sleigh shoe bolts, 70 per cent.; coach screws, cone point, 70 per cent.; nuts, square, all sizes, 4c. per lb. off; nuts, hexagon, all sizes, 4 1-4c. per lb. off.

Washers, 45 per cent. off.

Screws—A good sorting trade has been transacted this week. Discounts are as fololws: Round head bright, 82 1-2 per cent.; flat head bright, 87 1-2 per cent.; brass, round head, 75 per cent.; brass, flat head, 80 per cent.

Shot—Trade is dull and there is nothing to note. We again quote: Ordinary drop shot, A.A.A. to dust, $6.50 per 100 lb.; chilled, Nos. 1 to 10, $7 per 100 lb.; buck and seal, $7.50 per 100 lb.; ball, $8 per 100 lb. Trade discount 17 1-2 per cent. f.o.b Montreal, Toronto, Hamilton, London, St. John, N.B., and Halifax.

Lanterns—We quote as follows: Lift, hinged or tilt, $4 to $4.25 per doz.; cold blast No. 2, $7 to $7.50; painted dashboard, $6.50 to $6.75; plain dashboard, $6 to $6.25; searchlight, $20 to $24 doz.; brass cold blast, small, $9.75 to $10.

Cordage—Interest still centres in cotton goods which continue firm at a further advance. Sash cord has been advanced 1 cent and cotton twine has also advanced. Prices of rope are very firm in sympathy with the continued strength of the market for raw materials. We quote the following prices: Pure manila, 14 1-2c.; British pure manila, 12c.; sisal, 11 1-2c.; double lathyarn, 11c.; single lathyarn, 10 1-2c.; Russian tarred spunyarn 13 1-2c.; jute rope, 3-8-in. in diam. and upwards, 9c.; cotton rope, 22 to 27c.; cotton twine, 22 to 24c. for 3 and 4 ply. Cotton bedcord, 90c. to $1.70, according to length. Sash cord 30c.; cotton candle wick, 21c.

Building Paper—Actual business is still on the quiet side, but prospects seem bright for a brisk trade later on. We quote the following prices: Tarred felt, $1.85 per 100 lb.; 2-ply ready roofing, 90c. per roll; 3-ply, $1.15 per roll; carpet felt, $2.25 per 100 lb.; dry sheathing, 40c per roll; tar sheathing, 50c. per roll: dry fibre, 55c. per roll; tarred fibre, 65c. per roll; O.K. and I.X.L., 70c per roll; heavy straw and sheathing, $35 per ton; slaters' felt, 65c. per roll.

Cement—Trade is still very dull and there are no features of interest to note. We quote as follows: Canadian cement, $1.90 to $2.25; German, $2.25 to $2.40; English, $2.15 to $2.25; Belgian, $1.70 to $1.95 per bbl., ex store, and American, $2.20 to $2.40 ex-cars.

Firebricks—Trade continues very disappointing. Prices are unchanged, English being quoted at $16 to $22 per 1,000, and Scotch at $17 to $22.

PLUMBING GOODS.

Trade in plumbing goods shows some improvement this week as compared with last. The supply houses report an

increased demand for almost all lines of plumbing supplies. The continued cold weather has caused the bursting of many pipes and hence the demand from the plumbers for iron pipe has continued particularly brisk.

Lead Pipe—Trade continues quiet up to the average for this time of year. Prices are firm and unchanged. Composition and waste are selling at 8c. and ordinary at 7c. The discount is 35 per cent.

Iron Pipe—Trade has been particularly brisk this week for reasons noted above. Prices are easy, the prices quoted below being subject to a discount of about 10 per cent. in most cases, and for large orders as much as 12 1-2 per cent. discount is said to be obtainable. Subject to these remarks, we again quote as follows: Standard pipe, per 100 feet, in lengths under 19 feet—black, 1-8-in., $2.30; 1-4-in., $2.30; 3-8-in., $2.55; 1-2-in., $2.85; 3-4-in., $3.65; 1-in., $5.20; 1 1-4-in., $7.35; 1 1-2-in., $8.95; 2-in., $12.55. Galvanized—1-4-in., $3.20; 3-8-in., $3.45; 1-2-in., $3.90; 3-4-in., $5; 1-in., $7.20; 1 1-4-in., $10.05; 1 1-2-in., $12.20; 2-in., $16.85. Extra heavy pipe, plain ends, are quoted per 100 feet as follows: Black, 1-2-in., $4.20; 3-4-in., $5.25; 1-in., $7.55; 1 1-4-in., $10.55; 1 1-2-in., $12.75; 2-in., $17.60. Galvanized—1-2 in., $5.20; 3-4-in., $6.65; 1-in., $9.55; 1 1-4-in., $13.25; 1 1-2-in., $16; 2-in., $21.

Soil Pipe and Fittings—In steady request at the following unchanged discounts from the list prices: Light soil pipe, 3 to 6-in., 50 and 10 per cent.; medium and extra heavy soil pipe, 2 and 6-in., 60 per cent.; extra heavy soil pipe, 8-in., 45 per cent. Light fittings, 2 to 6-in., 50 and 10 per cent.; medium and extra heavy fittings, 2 to 6-in., 60 and 5 per cent.; extra heavy fittings 8-in., 45 per cent.

Solder—The market for solder continues very firm in sympathy with the strong tin market. We quote: Wire solder, 18c.; bar, 17 1-2c.

METALS.

General business in heavy metals shows some improvement this week and the general tone of the market is much better. The indications are that in most lines prices will be firmly maintained this Spring. A number of good sales of Canada Plates, black sheets and galvanized iron have been made this week for Spring shipment. The only price changes of the week has been a reduction of 5 cents in bar iron. American houses are after business in Canada plates, but so far have not succeeded in placing many orders in Montreal. It is thought that they may succeed better in the West where the freight rates are more favorable to them.

Pig Iron—There is a firmer feeling in the pig iron market, but business is still on the quiet side. In the absence of much actual business it is hard to quote with exactitude but nominally prices are still as follows: Summerlee, $19.25 to $19.75; Carron, No. 1, $21; do., No. 3, $18.50 to $19; Middlesboro', No. 3, $17 to $17.50; Ayersome, No. 1, $20; do., No. 3, $19.40.

Bar Iron—There is considerable competition for business. Prices have been reduced 5 cents this week. We now quote Merchants' bar, $1.80; horseshoe iron, $2.05; forged iron, $2.

Black Sheets—Business this week shows a big improvement. We hear of a number of good sized orders having been booked this week for Spring shipment. Inquiries have been numerous and prospects are bright for a big trade this Spring. We quote: 28 gauge, $4.25; 26 gauge, $2.40; 22 to 24 gauge, $2.35; 18 to 20 gauge, $2.30, and 8 to 10 gauge, $2.40.

Galvanized Iron—The above remarks apply also to galvanized iron. Last week we reported actual business slack, but this week we can tell of some good orders which have been placed for Spring delivery. We quote as follows: Gorbal's "Best Best," $4.30; 28 Queen's Head, $4.30; Apollo, 10 3-4 oz., $4.30; Fleur-de-Lis, $4; Comet, $4; Bell brand, $4. In less than case lots 25c. extra.

Tinplates—Tinplates are now very firmly held on account of the strength of the tin market. A few sales are reported this week. We quote: Cokes, $3.75 and charcoals $4.

Terne Plates—As was noted in our last week's report, terne plates are slightly cheaper for import, but no change is likely to be made in quotations from stock. Prices range from $6.75 to $7.

Ingot Tin—Since our last report there was a temporary weakening in the market for ingot tin, but prices are now quite firm. Local quotations are 32 to 32 1-2 cents.

Coil Chains—Trade continues fair. We again quote as follows: No. 6, 10c.; No. 5, 9c.; No. 4, 8 1-2c.; No. 3, 7c.; 1-4-in., $6.10; 5-16-inch, $4.70; 3-8-in., $4; 7-16-in., $3.80; 1-2-in., $3.70; 9-16-in., $3.55; 5-8-in., $3.35; 3-4-in., $3.30; 7-8-in., $3.25; and 1-in., $3.20, with 10c allowance on carlots.

Canada Plates—As was noted above, a number of large sales have been made this week for Spring delivery and the trade are expecting a continued activity. We quote as follows: 52s., $2.30 60s., $2.35; 75s., $2.40; full polished, $3.60, and galvanized, $4 to $4.10; galvanized 60s., $4.25 to $4.35.

Steel—Trade this week is only fair. Prices have been slightly reduced and we now quote as follows: Sleighshoe, $1.90; tire, $1.95; spring, $2.70 to $2.95; toe calk, $2.55; machinery (iron finish) $2.45; square harrow, $2.45.

Tool Steel—A satisfactory volume of business is passing at the following unchanged prices: Black Diamond, 8 to 9c.; Sanderson's, 8 to 9c., according to the grade; Jessop's, 13c.; Jonas & Colver's, 10 to 20c; "Air Hardening," 50 to 65c. per lb.; Conqueror, 7 1-4c.

Copper—Ingot copper continues very firm, but last week's quotations of $13.50 to $13.75 per 100 lbs. still obtain. Sheet copper is quoted at 22 cents for basis size (6 feet by 4 feet). Usual extras added. Roll copper is quoted at 21 to 23c. per lb., the latter price obtaining for small quantites.

Pig Lead—Quoted at $3.20 to $3.30.

Sheet Zinc—Business is fairly active at steady prices. We quote $6.15 to $6.25 for cask lots; smaller quantities, $6.50.

Zinc Spelter—The price is 6c.

Scrap Metals—Trade continues very quiet and there are no price changes to quote. We again quote the following prices: Heavy copper and wire, 9 1-2 to 10c per lb.; light copper 10c.; heavy red brass, 10c.; heavy yellow, 8 1-2c.; light brass, 5 1-2c.; lead, 2 1-4 to 2 1-2c.; zinc, 2 3-4 to 3c.; iron, No. 1 wrought, $11 to $12; machinery scrap, $13 to $15; stove plate, $12; mallable and steel, $6; mixed country rags, 60 to 70c. per 100 lb.; old rubbers 6 to 6 1-2c. per lb.

Ashes.

As there are no pearls on the market quotation for same are merely nominal. The market continues firm at unchanged prices. We quote.

First pots, per cwt	6 00	6 10
Seconds	5 65	5 70
Pearls, per 100 lb	7 00	7 25

Hides.

Trade has been quiet this week with a falling off in receipts from country points. Prices are unchanged and we again quote:

No. 1 beef hides	0 08	0 08½
No. 2 "	0 07	0 07½
No. 3 "	0 06	0 06½
Lambskins		0 75
No. 1 calfskins		0 10
No. 2 "		0 08

PORTLAND CEMENT

CANADIAN, ENGLISH, GERMAN and BELGIAN.

FIRE BRICKS, FIRE CLAY, ENAMELLED BRICKS, all colors. BUILDING BRICKS.

SEWER PIPES, CULVERT PIPES, WHEELBARROWS, FOUNDERS' and CONTRACTORS' SUPPLIES.

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31 WELLINGTON ST., MONTREAL

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ST. JOHNS, QUE

Deseronto Iron Co.

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DESERONTO, ONT.

Manufacturers of

CHARCOAL PIG IRON

BRAND "DESERONTO."

Especially adapted for Car Wheels, Malleable Castings, Boiler Tubes, Engine Cylinders, Hydraulic and other Machinery where great strength is required; Strong, High Silicon Iron, for Foundry Purposes.

"MIDLAND"

BRAND

Foundry Pig Iron.

Made from carefully selected Lake Superior Ores, with Connellsville Coke as Fuel, "Midland" will rival in quality and grading the very best of the imported brands.

Write for Price to Sales Agents

Drummond McCall & Co.

MONTREAL, QUE

or to

Canada Iron Furnace Co.

MIDLAND, ONT. Limited

ONTARIO MARKETS.

Office of HARDWARE AND METAL,
10 Front Street, East.

Toronto, January 23, 1904.

Hardware.

WHILE the movement from stock is still small the reports sent in by travellers from all sections is most encouraging. Retailers have about sized up the situation and are placing orders with a confidence that is adding materially to the steadiness of the market. The position taken by "Hardware and Metal" for some time. that the industrial activity combined with the brisk building operations in the older sections of Canada and the heavy immigration and railroad construction in the north and west is sufficient to more than offset any effect the depression in the United States may have on the market, is now freely upheld by jobbers as well as manufacturers. This is likely to have two results, to stiffen prices on the Canadian and weaken the movement towards higher protection for Canadian manufacturers. It is, however, generally held that the Canadian tariff might be revised in some particulars to advantage. Advices from the United States are most encouraging this week. Canadian jobbers, remembering the severe checks to building operations in New York and other cities last Summer, have been anticipating heavy stocks and easy prices in builders' hardware and were somewhat surprised to receive notices of an advance of 10 per cent. from several of the large houses, notably Sergeant & Co., Yale & Towne, and the Reading Hardware Co. These advances go into effect on the 1st of February. The skate trade is over and there is now but a small sorting trade in sleigh bells, robes, etc. The snow shovel business keeps large. Cut nails are now 15c. lower than wire nails. There is not much movement in either. Some business is opening up in harvest tools which are being sold by local jobbers at the same prices as last year. Other prices are steady.

Screen Wire Cloth—Orders are coming in fairly well at the new prices, $1.50 per 100 square feet.

Spring Hinges—Orders are coming in fairly well. Prices are steady as follows: No. 5, $17.25 per gross; No. 10, $18 per gross; No. 20, $10.50; No. 120, $20; No. 51, $9.25; No. 50, $27.50.

Galvanized Wire—A good business is being done for later delivery. Prices are firm, the recent advances last week in wire rods and wire products in the

"DOMINION CROWN"

Polished Sheet Steel.

Best substitute for Russia Iron. Unequalled value.

A. C. LESLIE & CO.

509-512 Merchants Bank Building,

MONTREAL.

Honest Pumps

We make pumps that stand hard work and last a long time. They're built "HONEST"

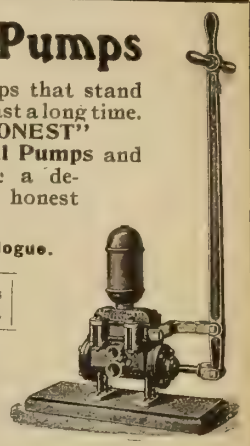
Sell McDougall Pumps and you'll soon have a demand for other honest goods.

Send for Catalogue.

McDougall Pumps —Made in Canada

The R. McDougall Co. Limited

Galt, Ont.



OAKEY'S 'WELLINGTON' KNIFE POLISH

The original and only Genuine preparation for Cleaning Cutlery 6d. and 1s Canisters.

JOHN OAKEY & SONS, LIMITED

MANUFACTURERS OF

Emery, Black Lead, Emery, Glass and Flint Cloths and Papers, etc.

Wellington Mills, London, England

Agent:

JOHN FORMAN, 644 Craig Street

MONTREAL

NOVA SCOTIA STEEL & COAL CO., Limited

NEW GLASGOW, N.S.

Manufacturers of

Ferrona Pig Iron

And SIEMENS MARTIN

OPEN HEARTH STEEL

United States having an excellent effect on this market. Prices are now steady as follows: No. 5, $3.65; Nos. 6, 7 and 8, $3.10; No. 9, $2.45; No. 10, $3.15; No. 11, $3.20; No. 12, $2.60; No. 13, $2.70; No. 14, $3.70. In carlots f.o.b. Cleveland, No. 5, $2.15; Nos. 6, 7, 8, and 9, $2.10; No. 10, $2.15; No. 11, $2.20; No. 12, $2.25; No. 13, $2.35; No. 14, $2.45. In less than carlots, 12 1-2c. per 100 lbs. extra charged.

Barb Wire—Good orders are being booked at steady prices. We now quote as follows: $2.75 per 100 lbs. f.o.b. Toronto, and $2.50 f.o.b. Cleveland. Carlots of 15 tons, $2.40 f.o.b. Cleveland.

Coiled Spring Wire—A good trade for later delivery is reported. Prices are now as follows: No. 9, $2.70 per 100 lbs. f.o.b. Cleveland, freights equalized with factory points at Hamilton, London, Welland or Windsor and allowance to other points up to 25c.; carlots, $2.65, freight allowance to 20c.

Wire Nails—A strong situation has developed since last week's advances in the United States and a good trade is doing with the base price for ordinary lots firm at $2.45 per keg f.o.b. Toronto, with carlots $2.40.

Cut Nails—The market is not strong and there is not much doing even at the reduced price, $2.30 per keg f.o.b. Toronto.

Horseshoes—A nice trade for future delivery is reported, with prices fairly steady. We again quote as follows: Iron shoes, light and medium pattern, No. 2 and larger, $3.80; No. 1 and smaller $4.05; snow pattern, No. 2 and larger, $4.05; No. 1 and smaller, $4.30; light steel shoes, No. 2 and larger, $3.95; No. 1 and smaller, $4.20; featherweight, all sizes, 0 to 4, $5.50; toe weight, all sizes, 1 to 4, $6.75. If shipped from factory 15c. less.

Horsenails—The volume of orders received to date is fully as large as up to this time last year. We quote discounts: "M" brand, "Oval" and "New City" heads, 55 per cent.; "Countersunk" heads, 55 per cent.; "C" brand, 40, 10 and 7 1-2 per cent. off; "Monarch," 50 and 7 1-2 per cent. and "Peerless," 50 per cent.

Screws—Business is well up to mark. Prices are steady. We quote as follows: Flat head bright, 87 1-2 per cent. discount; round head bright 82 1-2 per cent.; flat head brass, 80 per cent.; round head brass, 75 per cent.; round head bronze, 70 per cent.; flat head bronze, 75 per cent.

Rivets and Burrs—Business is improving at steady prices. Our quotations are: Iron rivets, 60 and 10 per cent. discount; iron burrs, 55 per cent.; copper rivets, with usual proportion of burrs, 45 per cent.

Bolts and Nuts—Some of the manufacturers are having labor troubles, the men refusing to accept a reduction in wages. On the whole, though, the situation is steady with prices firm. We quote the following prices: Carriage bolts, common ($1 list), 3-16 and 1-4-in., 60 per cent.; 5-16 and 3-8-in., 55 and 5 per cent.; 7-16 and up, 55 per cent.; carriage bolts, full square ($2.40 list), 60 per cent.; carriage bolts, Norway iron ($3 list), 60 per cent.; machine bolts, 3-8 and less, 60 per cent.; 7-16 and up, 55 and 5 per cent.; coach screws, cone points, 66 2-3 and 10 per cent.

Cordage—There is a fair business doing. Prices are firm both for binder twine and for rope. We quote as follows: Pure manila, 14 1-2c.; British pure manila, 12c.; sisal, 11 1-2c.; double lathyarn, 11 1-2c.; single lathyarn, 11c.; double shingleyarn, 11 1-2c.; single shingleyarn, 11c.; sashcord "Hercules," 30 to 32c.; "Star," 38 to 40c.; cotton rope, 3-16-in. and up, 20 1-2 to 22c.; 5-32-in., 25 to 27c.; 1-8-in., 25 to 28c.; cotton twine, 3-ply, 22 to 24c.; 4-ply, 26 to 28c.

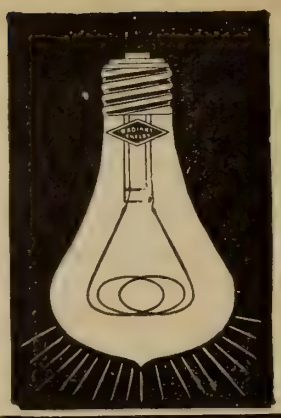
Skates—The season is about over and stocks are pretty well cleared out.

Snow Shovels—The frequent and heavy snowstorms have increased the sale of snow shovels, particularly of heavy weight. There is still a fair movement.

Woodenware—But a slight demand. Prices are unchanged as follows: We quote per dozen: Washboards, Victor $1.35; Crown, $1.45; Improved Globe, $1.60; Standard Globe, $1.70; Original solid Globe, $2; Superior Solid Back Globe, $2.15; Jubilee, $2.10; Pony, 95c.; Dominion King (glass), $3.10. Tubs, No. 0, $10.50; No. 1, $8.50; No. 2, $7.50; No. 3, $6.50. Pails, No. 1, 2 hoops, $1.75 and $1.90.

Building Paper—Building paper is dull this week. We quote: Tarred felt, $1.85 per 100 lbs.; 2-ply read roofing, 90c. per roll; 3-ply, $1.15 per roll; carpet felt, $2.25 per 100 lb.; dry sheathing, 40c. per roll; tar sheathing, 50c. per roll; dry fibre, 55c. per roll; tarred fibre, 65c. per roll; O.K. and I.X.L., 70c. per roll; heavy straw and sheathing, $35 per ton; slaters' felt, 60c. per roll.

Cement—The cement market continues dull. Our quotations are: Canadian



Don't Tie Yourself Up

by contracting for one year's (or more) supply of **Electric Lamps.**

No possibility of an advance in price during 1904.

We have made preparations to meet the ever-increasing demand for **Shelby** and **Brilliant** Lamps.

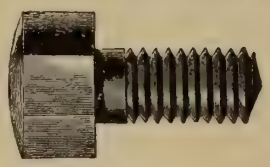
Warranted for **Efficiency, Long Life** and **Economy.**

The Shelby Lamp, in 5 and 10 candle-power, produces More Useful Light from the Same Amount of Current Consumed than any other.

Made in Canada, and for sale by all prominent Electrical Supply Houses.

WRITE FOR PRICES.

WALTER GROSE, Sole Selling Agent, **MONTREAL.**



THE JOHN MORROW MACHINE SCREW COMPANY, Limited

Manufacturers of

Set and Cap Screws, Special Milled Work, Engine Studs, Etc. Cold Punched Nuts of every variety of finish.

INGERSOLL, ONT.

NEW

RAILS

12, 14, 16, 18, 20, 24, 30, 35 and 56 lbs. to the Yard—carried in STOCK for prompt shipment. TRACK REQUISITES.

Sessenwein Bros., 103 Shannon St. .. MONTREAL.

Portland at $2.05 to $2.65 Toronto, and $1.65 to $1.90 at the works; American Portland, $2 Toronto.

Firebricks—Trade in firebricks is fair. Last week's quotations have advanced 2c. We quote English and Scotch each at 28 to 35c.

PLUMBING GOODS.

Trade in plumbing goods continues steady, but quiet. Our quotations are:

Lead Pipe—There is not much doing in lead pipe We quote as follows: Lead, 7c.; lead waste pipe, 8c.; discount 35 per cent.

Soil Pipe and Fittings—Business is quiet as usual at this season. We quote as follows: Light soil pipe, 45 and 5 per cent.; light soil pipe fittings, 50 and 5 per cent; medium and extra heavy pipe and fittings, 55 and 5 per cent.; 7 and 8-in. pipe, 40 and 5 per cent.

Iron Pipe Fittings—Trade is fair in iron pipe fittings. We quote the following discounts: Malleable fittings, 15 per cent.; cast iron (standard), 57 1-2 per cent.; headers (not standard), 52 1-2 per cent.; flanged unions, 52 1-2 per cent.; bushings and plugs. niupsffecting busnes gpunHg Ipir7,aeug nipples, up to 2-in., 65 per cent.; nipples 2 1-2 to 6-in., inclusive, 60 per cent.

Copper Range Boilers—Business is steady. Last week's discounts at 15 per cent. continue unchanged.

Brass Goods--Steamfitters' brass goods are fair with steady prices.

Iron Pipe—Iron pipe is quiet this week. We quote f.o.b. Toronto as follows: 1-8-in., $3.25; 1-4 in., $2.30; 3-8-in., $2.55; 1-2-in., $2.85; 3-4-in., $3.65; 1-in., $5.20; 1 1-4-in., $7.35; 1 1-2-in., $8.95; 2-in., $12.55; 2 1-2-in., $19.25; 3-in., $22.75; 3 1-2-in., $28.75; 4-in., $35.25.

METALS.

Business has started to open up nicely, a fair movement of all lines havng set in. Each week shows a development of strength on the market, for while there is no change in prices the steadier tone in the United States and Great Britain is having a decidedly good effect. Canadian buyers of pig iron are manifesting more confidence and there is less disposition on the part of furnaces to make concessions. Bar iron is held here in large stocks and competition in it is still keen Ingot metals are in good request at firm prices.

Pig Iron—Canadian furnaces are following the lead of United States iron producers and are more inclined to hold out for full prices. Practically no iron is being imported on this market. We quote $18.50 for No. 1 and $18 for No. 2.

Bar Iron—There is a good trade doing and prices, while not yet firm, are stronger than formerly We quote: $1.80 f.o.b. Toronto for extras cut to length while rolling; 2 ft. and over, 10c. per 100 lb.; 1 ft. and under 2 ft., 15c.; under 1 ft. 20c., over 20 ft. by special agreement according to length and size.

Black Sheets—Prices are unchanged, a fair business doing. We quote: 10 to 16 gauge, $2.50; 18 to 20 gauge, $2.70; 22 to 24 gauge, $2.90; 30 gauge, $3.

Canada Plates—A good movement is recorded at fairly steady figures. A small quantity of U. S. plates is being imported. We quote: All dull, $2.50; half-polished, $2.60; and all-bright, $3.50.

Tin—The market is steady, a fairly good trade doing. We now quote prices at $30.50 to $31.50.

Galvanized Sheets—A fair trade is doing at steady prices. We quote: Queen's Head, $4.25 to $4.50 for 28 gauge; American, $4.40 for 24 gauge; Bell brand, $4.25 for 28 gauge; Gordon Crown, $4.25 for 28 gauge.

Tinplates—A strong feeling prevails. Competition is not keen. We quote as follows: Coke plates, bright, 14x20, $3.75; charcoal plates, $4.25.

Copper—There is a fair movement. Prices steady as follows: Ingot copper, $14, and sheet copper, $20 per 100 lbs.

Brass—There is a fair trade, with the discount steady at 15 per cent.

Lead—Business is good and quotations steady. We quote: $3.30 per 100 lb. for pig lead and $3.65 for bar lead.

Zinc Spelter—Prices show an upward tendency at primary market, but the local situation is unchanged at 6 to 6 1-2c. per lb.

Zinc Sheets—The market is firm and a fair business doing. We quote: Cask lots, $6.75 to $7, and part casks, $7 to $7.25.

Solder—Good trade doing. Prices are still stiffening. We quote: Guaranteed half-and-half at 18c., and wiping, 17c.

Old Material--There is little change in the situation since last week. Trade is fairly brisk at last week's quotations, which are as follows: Heavy copper and wire, 10c. per lb.; light copper, 9c. per lb.; heavy red brass, 9 3-4c. per lb.; heavy yellow brass, 8c. per lb.; light brass, 5c. per lb.; lead, 2 1-4c. per lb.; scrap zinc, 3c. per lb.; iron, No. 1 wrought, $10.50; No. 2 wrought, $4; machinery cast crap, $13 to $14; stoveplate, $10; malleable and steel, $4; old rubbers, 6 1-8c. per lb.; country mixed rags, 50c. per 100 lb.

Seeds.

Very little seed is moving this week. Supply is scarce owing to heavy snowfalls blocking the roads throughout the country. Last week's prices continue unchanged. Our quotations are:

Red clover, per bush	5 50	6 00
Alsike "	4 75	5 75
Timothy, per "	1 15	1 50
" flail threshed		1 75

DURABLE, ARTISTIC AND NOT EXPENSIVE—

Three urgent reasons why everyone should use our

METALLIC CEILINGS AND WALLS.

They appeal to practical people everywhere.

Strictly sanitary—Beautiful in design and finished effect—and made in a multitude of patterns suited to all kinds of buildings.

Reliable goods, that never disappoint.

That's why it pays to sell them.

The Metallic Roofing Co., Limited

TORONTO MONTREAL WINNIPEG

Hides, Skins and Wool.

There is little doing in the market this week. Prices continue at last week's quotations. We quote:

HIDES.

No. 1 green, per lb.		0 07½
" 2 " "		0 06½
" 1 " steers, per lb.		0 08
" 2 " " "		0 07
Cured, per lb.		0 08¼

CALFSKINS.

Veal skins, No. 1, 6 to 14 lb. inclusive		0 09
" " " 2 " " "		0 07
" " " 1 15 to 20 lb "		0 08
" " " 2 " "		0 06
Deacons (dairies), each	0 60	0 70
Lamb and sheep skins		0 90

WOOL.

Unwashed wool, per lb.	0 09	0 10
Fleece wool, "	0 16	0 17½
Pulled wools, super, per lb.	0 17	0 19
" " extra "	0 20	0 21
Tallow, per lb.	0 04½	0 04¾

MANITOBA MARKETS.

Office of HARDWARE AND METAL,
Room 308 McIntyre Block,

Winnipeg, Jan. 18, 1904.

TRADE is quiet and wholesale houses are still busy stocktaking. There is a good deal of complaint as to slow collections, and there has been more paper renewed than was anticipated. The amount of collections are far in excess of last year, but compared to the increase in the volume of business, collections are decidedly slow. The slowness does not apply to the country as a whole, but to certain sections only, where wheat has moved slowly. Money is tighter than is usual at this time of year, and war rumors are having the effect of holding back the wheat still in the country, which tends, of course, to hold back collections.

* * *

An inquiry among the wholesale trade generally brings the information that collections are slow, in fact very considerably slower that was anticipated for January and there has been more renewing than was expected. Wholesale houses, especially in dry goods and hardware lines, are exercising some caution in their shipments of Spring orders. This is merely along the line that your correspondent wrote some six weeks ago. The movement of wheat has been smaller and though there is a fair demand at the present time there has been considerable holding back. The war news is giving the Western farmer the impression that he will make money by holding, and this is preventing the movement of money that otherwise might be in circulation.

The crop is considerably smaller than estimated, and a good deal of the more western wheat is of a low grade, and consequently brings low prices even when it is sold.

The merchants who have wisely confined themselves to a few houses will have no difficulty, because there is a mutual understanding of the position and consequent forbearance and extension of time, but the merchant who has foolishly spread his accounts among a great many firms is pretty sure to be harrassed, particularly by smaller creditors.

Western wholesale houses are not worrying over the situation in the least, knowing full well that it will right itself in time, but they all freely admit that collections are very slow and that a number of country merchants are finding it necessary to ask for renewals in many cases where previously they saved their discounts.

The Eastern wholesale houses would do well to ponder this matter carefully, for not a few country merchants complain that they are fairly harrassed by the calls of travellers for eastern houses who simply almost insist on selling them goods. These are too frequently young men whose zeal for large orders runs away with their discretion in the matter of credits. Money is tight just now and is likely to remain so for some months at least.

* * *

The Northwest Machinery and Iron Co. have received letters of incorporation with a capital stock ol $40,000. This is another being added to the list of manufacturers for the West.

* * *

The Massey-Harris Co. have created a new district extending from Gladstone to the Northwest Territories. The headquarters will be at Dauphin, and Mr. Jas. Johnson, who has been a general agent for the company, will take charge.

* * *

Prices of hardware have not changed during the week, but an important revision of the list may take place in time for the next issue.

We quote as follows :

Barbed wire, 100 lb.		$3 15
Plain galvanized	6 to 8	3 39
"	9	2 50
Plain galvanized	10	3 50
"	12	3 10
"	13	3 20
"	14	3 90
"	15	4 45
"	16	4 60
Barbed wire, 100 lb.		3 25
Plain twist		3 25
Staples		3 65
Oiled annealed wire	10	3 42
"	11	3 48
"	12	3 56
"	13	3 66
"	14	3 76
"	15	3 91

Annealed wires (unoiled) 10c. less.
Horsenails, 40 per cent. discount.

Horseshoes, iron, No. 0 to No 1	$4 75
No. 2 and larger	4 45
Snow shoes, No. 0 to No. 1	4 60
No. 2 and larger	4 45
Steel, No. 0 to No. 1	4 45
No. 2 and larger	4 20

Cut Nails—		Wire Nails—	
2d 1 in.	$4 10	1 in.	4 25
3d Fin. 1⅛ in.	4 10	1⅛ in.	4 20
3d 1¼ in	3 75	1¼ "	3 80
4d 1½ in	3 50	1½ "	3 60
5d 1¾ in	3 50	1¾ "	3 60
6d 2 in.	3 40	2 "	3 50
8d 2½ in	3 25	2½ "	3 35
10d 3 in.	3 20	3 "	3 30
20d 4 in.	3 15	3½ "	3 25
30d 4½ in.	3 10	4 "	3 20
40d 5 in.	3 10	4½ "	3 20
50d 5½ in.	3 10	5 "	3 20
60d 6 in.	3 10	5½ "	3 20
		6 "	3 20

Bar iron (basis)	2 60
Swedish iron (basis)	4 75
Sleigh shoe steel	2 85
Spring steel	3 25
Machinery steel	3 50
Tool steel, Black Diamond, 100 lb.	8 50
Jessop	13 00
Sheet iron, black, 10 to 16 gauge, 100 lb.	3 50
18 to 22 gauge	3 75
24 gauge	3 90
26 gauge	4 00
28 gauge	4 10
Galvanized Iron, Apollo, 16 gauge	4 00
18 and 20 gauge	4 00
22 and 24 gauge	4 25
26 gauge	4 25
28 gauge	4 50
30 gauge or 10¾ oz	4 75
Extra sheets, 36 in. wide an advance of 25 p.c. per 100 lb.	
Queen's Head, 24 gauge	4 25
26 gauge	4 50
28 "	4 75
Extra sheets, 36-in. wide, an advance of 25 p.c. per 100 lb.	
Genuine Russian, per lb.	11
Imitation " "	07 to 08
Tinned, 24 gauge, 100 lb	8 00
26 gauge	8 50
Tinplate, IC charcoal, 20 x 28, box	10 00
" IX "	12 00
" IXX "	14 00
Ingot tin	35
Canada plate, 18 x 21, 18 x 24 and 20 x 28.	3 25
Canada plate, full polished	4 00
Sheet zinc, cask lots, 100 lb	7 50
Broken lots	8 00
Pig lead, 100 lb.	5 50
Black iron pipe, ⅛ inch	3 30
" ¼ "	3 30
" ⅜ "	3 40
" ½ "	3 70
Black iron pipe, ¾ inch	4 35
" 1 "	6 25
" 1¼ "	8 70
" 1½ "	10 50
" 2 "	14 50
Rope, sisal, 7-16 and larger, basis	11 75
Manila, 7-16 and larger, basis	15 25
Lathyarn	11 25
Solder	20
Axes, chopping	$ 6 75 to 12 00
" double bitts	12 00 to 18 00
Bluestone	5 50
Screws, flat head, iron, bright	85 and 10 p.c.
Round " "	80 p.c.
Flat " brass	75 and 10 p.c.
Round " "	70 and 10 p.c.
Coach	70 p.c.
Carriage bolts, 3-16 and ¼	60 p.c.
5-16 and ⅜	55 and 5 p.c.
7-16 and up	55 p.c.
Machine bolts, ⅜ and under	60 p.c.
7-16 and larger	55 and 5 p.c.
Bolt ends	55 and 5 p.c.
Sleigh shoe bolts	70 p.c.
Machine screws	70 p.c.
Plough bolts	55 and 5 p.c.
Square nuts, case lots	3c. discount.
" " small lots	2½c. "
Hex " case lots	3c. "
" " smaller lots	2½c. "

Rivets, iron	50 and 10 p.c.
Copper, No. 8	32
" No. 12	36
Coil chain, 3-16 inch	10⅛
" ¼ inch	8¼
" 5-16 inch	5⅝
" ⅜ inch	5¼
" 7-16 inch	5
" ½ to ¾ inch	4¾
Spades and shovels	40 and 5 p.c.
Harvest tools	60 p.c.
Axe handles, turned, s. g. hickory, doz.	$3 15
No. 1	1 90
No. 2	1 60
Octagon extra	2 30
No. 1	1 60
Files common	70 and 10 p.c.
Diamond	60 p.c.
Building paper :	
Anchor, plain	65c.
" tarred	70c.
Pure fibre, plain	65c.
" " tarred	80c.
Ammunition, cartridges, Dominion R.F.	50 p.c.
Dominion, C.F., pistol	30 p.c.
" military	15 p.c.
American R.F.	30 p.c.
C.F. pistol	5 p.c.
C.F. military	10 p.c. advance.
Loaded shells :	
Eley's soft, 12 gauge black	15 00
chilled, 12 gauge	10 50
soft, 10 gauge	19 50
chilled, 10 gauge	21 50
Shot, Ordinary, per 100 lb	6 20
Chilled	6 60
Powder, F.F., keg	4 75
F.F.G.	5 00
Tinware, pressed, retinned.	70 and 10 p.c.
" " plain	75 and 2½ p.c.
" pieced	
Japanned ware	37½ p.c.
Enamelled ware, white	45 p.c.
" Famous	50 and 10 p.c.
" Imperial	50 and 10 p.c.
Green Wire Cloth	1 50

PETROLEUM.

Water white American	27½c.
Prime white American	25½c.
Water white Canadian	25½c.
Prime white Canadian	24½c.

SCRAP.

No. 1 cast iron	$14 to 15
No. 2 "	7
Wrought iron scrap	5
Copper (heavy)	8½c. per lb.
Yellow brass (heavy)	7½c. "
Light brass	5c. to 6c. "
Lead pipe, or tea lead	2c. to 2½c. "
Zinc scrap	1c. "

PAINTS, OILS AND GLASS.

Turpentine, pure, in barrels	$ 0 90
Less than barrel lots	0 95
Linseed oil, raw	0 57
Boiled	0 60
Lubricating oils, Eldorado castor	0 28½
Eldorado engine	0 27½
Atlantic red	0 33½
Renown engine	0 42
Black oil	19½ to 21½
Cylinder oil (according to grade)	55 to 74
Harness oil	0 56
Neatsfoot oil	1 00
Steam refined oil	0 85
Sperm oil	2 00
Pure castor oil, first pressure	0 10
Lubricating oil	0 10

WINDOW GLASS.

Single break, up to 25 inches, $3.75 ; 26 to 40, $4; 41 to 50, $4.50; 51 to 60, $5; 61 to 70, $5 50, in 100-ft. boxes.

PITTSBURG MARKETS.

From The Iron Trade Review, January 21, 1904.

WHILE specifications and new orders during the past week were not as good as during the first two weeks of the new year, the tonnage received by the mills in this district was satisfactory and on all sides the general condition is considered improving. The increased demand is limited almost entirely to the lighter lines, such as bars, wire products and nails, but this is hardly the season of the year to look for any decided improvement in structural shapes, sheets, tin plate and pipes and tubes. Specifications from steel car works in this district are somewhat larger, but naturally are far below normal. The demand for pig iron is decidedly limited, and until there is a general resumption of steel plants in this district, it is doubtful if there will be much improvement in the demand from the foundries throughout this territory, whose trade depends much upon the operation of the steel plants..

Pig Iron—The market in this district remains quiet and there has been little buying during the week. On Northern foundry No. 2 as low as $13.50, Pittsburg, was done on a single carload, but this is an exception, the usual quotations being from $13.60 to $13.85. On forge iron $13 seems to be the bottom, although it is possible that 25 cents lower would be done on a desirable tonnage. There have not been sufficient transactions in Bessemer to establish a market, which continues nominally at $13.85 to $14.10, Pittsburg. Southern iron which is held at $10, Birmingham, is not a factor in this market at present.

Wire and Wire Nails—Demand for wire nails and wire products continues strong, and heavy buying continues. We make the following quotations: Wire nails, carload lots, to jobbers, f.o.b. cars Pittsburg, $1.85, base; plain wire, carload lots, $1.75, base; barb wire, carload lots, $2.15 base; staples, carload lots, $2, keg. Galvanized, 30 cents extra. Carload lots to retailers are held at 5 cents advance in all lines, and on less than carload lots a further advance of 10 cents is charged. Steel and iron cut nails, carload lots, $1.70, and less than carload lots, $1.75, f.o.b. Pittsburg, plus freight to point of destination. Terms, 60 days, less 2 per cent. off in 10 days.

Bars—Demand for steel bars continues good and there is some buying covering the first six months of the year. On iron bars 1.30c. can be done, Pittsburg delivery, althought reports from the West indicate a firmer market. We make the following quotations: Bessemer steel bars, 1.30c.; open-hearth, 1.40c.; plow beams and cultivator beams, 1.30c. net; channels angles, zees and tees, Bessemer, under 3 inches, 1.40c.; common bar iron, 1.30c to 1.35c., Pittsburg.

Coke—On foundry coke quite a range of prices is being quoted. On Standard Connellsville from $2.15 to $2.50 is being secured, while lower grades can be had at $2. Furnace coke, strictly Connellsville, for delivery the first six months, is held at $1.50 to $1.60 and lower grades at $1.35 to $1.45. More than 600 ovens were fired in the Connellsville region during the week and for week ending Saturday, January 9, the production increased more than 40,000 tons over that of the previous week. The output of the upper region amounted to 135,375 tons as compared with 93,846 the previous week, while the lower region produced 36,916 tons.

IRON AND STEEL HOCKEY LEAGUE.

AN iron and steel hockey league has been formed in Montreal, and at time of writing three interesting and exciting games have been played. The league includes teams representing the following firms: Williams & Wilson, Drummond, McCall & Co.; James Robertson & Co., and Thos. Robertson & Co. The following is the schedule of games still to be played :

January 28.—Drummond, McCall & Co. vs. Williams & Wilson, 8 p.m. to 9 p.m., Victoria Rink.

January 29.—The Jas. Robertson Co. vs. Thos. Robertson & Co., 7 p.m. to 8 p.m., P. A. Rink.

February 4.—Drummond, McCall & Co. vs. The Jas. Robertson Co., 10 p.m. to 11 p.m., St. Lawrence Rink.

February 5.—Williams & Wilson vs. Thos. Robertson & Co., 7 p.m. to 8 p.m. P. A. Rink.

February 10.—Thos. Robertson & Co. vs. Drummond, McCall & Co., 9 p.m to 10 p.m., Victoria Rink.

February 11. — The Jas. Robertson Co. vs. Williams & Wilson, 8 p.m. to 9 p.m., Victoria Rink.

February 17. — The Jas. Robertson Co. vs. Williams & Wilson, 8 p.m. to 9 p.m.. Victoria Rink.

February 25.—Thos. Robertson & Co. vs. The Jas. Robertson Co., 10 p.m. to 11 p.m., St. Lawrence Rink.

The first game played by Drummond, McCall & Co. and Williams & Wilson, was won by the latter by a score of 2—0. As the score indicates, the game was close and hotly contested. The men and positions were as follows :

Williams & Wilson.—A H. Milroy, goal ; W F. Walsh, point ; F. J. McGoldrick, cover point ; M. Bronstetter, A. Gagne, H. Thomas and W. G. Young, forwards.

Drummond, McCall & Co.—W. E. Soden, goal ; J. Gouldthorpe, point ; K. Audras, cover point ; R. Tait, L. Martel, A. Brophy and G. A. Irwin, Forwards.

Referee.—E. Jeffrey.
Umpires.—L. Solomon, T. B. Reed.
Timekeepers.—J. M. Roy, W. Campbell and J. M. Wilson.

The second game was played on January 14th, at Victoria rink, the contesting

teams being those representing Thos. Robertson & Co., metals and heavy hardware, and Williams & Wilson, machinery. The former team won by a score of 2—0. The opposing teams lined up as follows :

Thos. Robertson & Co.—E. Bouchard, goal ; E. Gerow, point; P. Dunberry, cover point; H. Orsali, rover; J. H. Bedbrooke, right wing ; T. R. Lessard, left wing.

Williams & Wilson.—J. C. Barcelo, goal ; W. F. Walsh, point ; F. J. McGoldrick, cover point ; M. Bronstetter, rover; H. Thomas, right wing ; W. G. Young (captain), right wing.

Umpires.—H. White and Thos. B. Reed.

Timekeeper.—R. Mackay.

The third game was fought out on January 18th, on the St. Lawrence Rink, by teams representing The Jas. Robertson Co., saw and lead works, and Williams & Wilson, the engine and boiler dealers, the former winning by a score of 1—0. The men and positions were as follows :

Jas. Robertson Co.—W. Robertson, J. Corcoran, James Furey, Alex. Robertson, G. Snowdon, T. Kilcullen, C. Fagan.

Williams & Wilson.—H. Barrett, W. F. Walsh, C. Barcelo, M. Bronstetter, A. Gagne, W. G. Young, F. J. McGoldrick.

Umpires.—J. Clements and T. B. Reed.

Timekeepers.—George Lewis and H. Holmes.

Referee.—Fred. Farrell.

The standing of the league is, therefore, as follows :

	Won.	Lost.	To play.
Thos Robertson & Co	1	0	5
Jas. Robertson Co	1	0	5
Williams & Wilson	1	2	3
Drummond, McCall & Co.	0	1	5

Business Changes

ONTARIO.

THE Ontario Lantern Co., Toronto and Hamilton, have retired. W. Grose continues in business under the old firm name.

J. H. Malloy, general merchant, Sandown, is dead.

The assets of J. Louthier, general merchant, Wendover, have been sold.

A. C. Quode, proprietor of a saw mill, Strathroy, has assigned to S. McDougall.

Wm. McGill, of Wm. McGill & Co., coal and wood dealers, Toronto, is dead.

The estate of Park & Hodgins, general merchants, Sutton West, is to be wound up.

The premises of N. Beneteau, carriage maker, Windsor, have been damaged by fire.

J. N. Munshaw, general merchant, Woodburn, has advertised his business for sale.

A. Young & Son, hardware merchants, Wingham, have advertised their business for sale.

A. Foucar, dealer in stoves, tinware, etc., Rosemount, has advertised his business for sale.

A meeting of the creditors of R. W. Gray, harnessmaker, Fort William was announced for 20th inst.

A meeting of creditors of J. Reid & Co., general merchants, Thornton, is announced for 23rd inst.

H. F. McAllister, general merchant and miler, Ethel, has sold his general store to R. C. Davies & Co.

The premises of J. T. Hill, grocer, Hamilton, have been damaged by fire. Loss partially covered by insurance.

F. Elliott, tinsmith and general merchant, Toronto, has assigned to S. A. Paterson. Meeting of creditors 10th prox.

W. G. Harris, lime, flour and feed dealers, Amhurstburg, has made an assignment. Meeting of creditors advertised for 25th inst.

QUEBEC.

The Montreal Plating Co., Montreal, have registered.

Dussault & Powers, contractors, Levis, have registered.

The Montreal Paper Box Mfg. Co., Montreal, have dissolved.

The assets of J. Roy, tinsmith, are advertised for sale 22nd inst.

Wm. Sawyer, proprietor of a saw and grist mill, Sawyerville, is dead.

W. Germain & Frere, general merchants, St. Bazile, have registered.

B. Nerow, proprietor of a saw mill, St. Jerome, has effected a compromise.

The Shawinigan Electric So., Shawinigan Falls, have applied for a charter.

Hickey, Aubut & McGoldrick, plumbers, etc., Montreal, have dissolved partnership.

A. Bertin & Co., general merchant, Val Des Bois, have been burned out. No insurance.

Mattinson & Pope, plumbers and steamfitters, Montreal, have dissolved partnership.

V. E. Paradis has been appointed curator to J. N. J. Bissou, general merchant, Broughton Station.

The assets of J. T. Paradis, general merchant, Ste. Anne De La Perade, are advertised for sale on the 23rd inst.

The assets of J. C. Lemire & Co., general merchants, St. Guillaume D'Upton, are advertised to be sold on the 22nd inst.

S. Sauve, general merchant, St. Stanislas De Kostea, has assigned to Bilodeau & Chalifoux, and his assets have been sold.

NOVA SCOTIA.

The parnership has been registered for F. A. & J. W. Simson, general merchants, Grand Pre, to do business under the firm name of Simson Bros.

MANITOBA AND N.W.T.

The Great West Saddlery Co., Calgary, have sold their retail business.

P. Winram & Co., general merchants, Manitou, have sold out to E. Gill.

McArthur & Lyons, general merchants, Griswold, have sold their Griswold business to Tipling & Belden.

The Riley & McCormick Co., wholesale and retail dealers in harness, Calgary, are applying for a charter

NEW BRUNSWICK.

The Canadian Plumbing Improvement Co., St. John, and the Kent Electric Co., Richibuct, are applying for incorporation.

PERSONAL MENTION.

Mr. William Leach has opened a hardware store in Pembroke, Ont.

Mr. T. F. Simpson, of The Verity Plow Co., Brantford, Ont., has returned from a trip to England.

Mr. Charles Beland, hardware merchant, Montreal, was a guest at the Hotel Frontenac, Quebec, this week.

Mr. Hugh Fletcher, of the Dominion Geological Survey, has returned from an extensive examination of the coal fields in Nova Scotia.

Mr. J. Flath, formerly with Mears Bros., hardware dealers, has joined the staff of The Moose Mountain Lumber & Hardware Co., Moose Mountain, Man.

Mr. Andrew J. Jeffrey, formerly in the hardware business in Montreal, has been appointed to the vacancy in the Inland Revenue Office at Stratford, Ont.

Mr. H. J. Scott, Kingston, has bought a controlling interest in the Telfer Mfg. Co., Toronto, the style of which is to be changed to the Scott Mfg. Co.

The Eureka Mineral Wool & Asbestos Co., 74 York street, Toronto, have been appointed to represent The Cling-Surface Mfg. Co., Buffalo, in Ontario and the Northwest.

Mr. Geo. B. Frank, contracting agent of the Syracuse Smelting Works, Montreal, starts on a trip to the north next week. He may visit points in Manitoba and the Northwest before returning.

Mr. James Young is retiring from service with the B. Greening Wire Co., Hamilton, after 30 years' serice as bookkeeper with that firm. On the eve of his departure Mr. Young was presented by

STACY BROS., ARK WORKS, Bishop St., SHEFFIELD, - ENGLAND.

No. 8816.

Manufacturers of all kinds of Cutlery, including Shell Bolster, Ivoride, Tables and Carvers, Butcher Knives, Steels and Pocket Knives, also Electro-Plated Fish Eaters and Desserts.

PAGE "ACME" NETTING

150-foot roll, 4 feet high.....$4.40
150-foot roll, 5 feet high..... 5.10
150-foot roll, 6 feet high..... 6.00

For poultry and garden. Better than old style. Of local dealer or us. Freight paid.

THE PACE WIRE FENCE CO. LIMITED 204
Walkerville Montreal Winnipeg St. John

the employes of the firm with an appreciative address and a purse of gold. Mr. Young is known personally to many readers of "Hardware and Metal" and is respected by all.

THE SITUATION IN CHARCOAL IRON.

WHILE stocks of coke and anthracite pig iron were practically stationary throughout December, stocks of charcoal iron increased 50 per cent. and on December 31 were between 90,000 and 95,000 tons. This was 13 per cent. of the total pig iron stocks on hand at merchant furnaces on that date, whereas charcoal iron constitutes but a little more than 2 per cent. of the total pig iron production of the country. The active capacity of charcoal furnaces increased steadily in the months of October, November and December in the face of the drastic curtailment in coke iron production in those months. This does not mean that the charcoal iron business has gone on prospering while other pig iron interests have been depressed; for the 30,000 tons increase in charcoal pig iron stocks in December was equal to almost an entire month's average production, as shown by the statistics of 1902, when the output of charcoal iron was 378,504 tons. The fact is that the charcoal furnaces find it difficult to stop in the way that the coke furnaces do. The wood operations of the charcoal furnaces, in order to be carried on economically, have to be handled when hauling can be done on snow. Winter is therefore the time of low-cost production for such furnaces, and it is probable that a still further accumualtion of charcoal iron stocks may be recorded in the next two or three months. Eventually, unless business shows decided improvement, there must be a very considerable curtailment of output of charcoal iron, which will thus appear in the statistics some time after the low point in coke iron production has been touched.—Iron Trade Review, Jan. 21.

A CORRECTION.

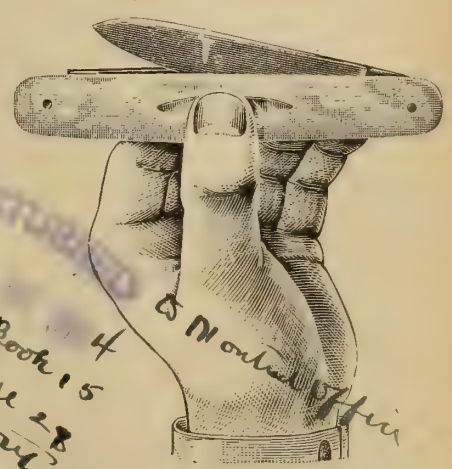
Editor "Hardware and Metal."

Having several times within the last two weeks been told that at one of the recent hardware meetings held in Montreal a party made the statement that The Pittsburg Steel Co. wire mill only had a capacity of 30 tons per day, I send you under separate cover new catalogue to show what the mill is like. This man is either wilfully malicious or blissfully ignorant, perhaps both; if so, more to be pitied than blamed.

JOB W. TAYLOR,
Canadian representative The Pittsburg Steel Co.
Montreal, Jan. 16, 1904.

SELF-OPENING KNIFE.

THE accompanying illustration shows a novelty in cutlery which is being introduced to the Canadian market by Singleton & Priestman of Pond Hill, Sheffield, England. Every person knows by experience how exasperating it is to have to open a stiff pocket knife. By a very ingenious device this pocket knife can be opened with gloves on and broken thumb and finger nails are made absolutely impossible. On each side of the handle is a little shield and the blade springs open in response to a slight pressuse of this



shield. The illustration shows how it is done.

The blades are of finest quality steel and the knives are in every respect high class. They are made in four classes of handle, ivory, stag, scored horn, and pearl. Prices vary of course with the quality of handle provided. Further information regarding these knives can be obtained by addressing Mr. James Grant, 810 Palace Street, Montreal. Mr. Grant is representing Singleton & Priestman in Canada.

DEPARTMENT OF ADVERTISING SUGGESTION AND CRITICISM

Edited by John C. Kirkwood, TORONTO.

NOTE—Hereinare discussed the principles and practice of advertising. Subscribers are invited to send Mr. Kirkwood specimens of their newspaper and other advertising, for the purpose of review in this department. Address care of Department of Advertising, HARDWARE AND METAL.

SPECIAL SALES.

THE big departmental stores afford examples of business methods and of advertising that can be profitably studied by retailers everywhere. One of the striking innovations introduced by them is the white goods sale and the furniture sale, the one held throughout the month of January, the other throughout August. These months were not, prior to the inauguration of these sales regarded as seasonable for the exploitation of such goods. The inducement of special prices has led the public to purchase white wear and furniture two or three months earlier than they would otherwise do. The department stores have been able to stimulate trade and to convert dull months into active ones by such means. Out-of-season sales are worth while, and their introduction in the less pretentious stores throughout the country, I am convinced, would be good business.

Such a sale has to be planned for many weeks in advance, and all details must be carefully thought out. The better the preparations the more assured the success. Every day of the sale period must be considered. By this I do not mean that daily programmes are to be mapped out, though this might be done. Sufficient stock must be either purchased in advance or else quickly available should fresh stock be necessary. The salesmen must be made enthusiastic, and their enthusiasm sustained. If the salespeople are indifferent, the whole effort is likely to fall flat. The store arrangement should be altered to some appreciable extent both to facilitate rapid selling and to emphasize the occasion. The windows should be frequently changed.

Price cards are an absolute necessity if the best results are to be obtained. In addition to the foregoing, liberal advertising in the local papers and by special circulars are imperative. The special sale lends itself admirably to advertising. Public interest can be aroused through striking announcements in the daily or weekly papers. During the progress of the sale extra and generous space should be engaged and every issue of the paper should contain a goodly list of whatever is included in the special sale. Give prices, of course, and state both the regular and the sale price. Don't overstate the regular price; and let the special price be as low as it can be. Don't indicate the reduction by a percentage quotation, but give the net figure. For example, suppose the article advertised is sold regularly for 30c. Don't say "20 per cent. off," but say, "Sale price, 24 cents." Customers don't care anything about percentages. What they want is net figures. Indeed, when dealers talk of 20 per cent. a good many people are inclined to say, "Oh, that's no very great reduction," and become suspicious that there is still left for the merchant a good and sufficient profit. Advertising by discount reductions never apeals to me, and I believe does not appeal to the majority of people.

Can the hardware dealer conduct such sales? In answer I reproduce an advertisement taken from an Ontario newspaper.

NEW YEAR'S GREETING

Save 25 per cent.

A NEW YEAR SALE
AT A NEW YEAR PRICE.

Special Graniteware Sale

25 per cent. reduction

On everything in Graniteware during sale.

Silvester & Dougherty.

CONDENSED OR "WANT" ADVERTISEMENTS.

Advertisements under this heading, 2c. a word first insertion; 1c. a word each subsequent insertion.

Contractions count as one word, but five figures (as $1.000) are allowed as one word.

Cash remittance to cover cost **must** accompany all advertisements. **In no case** can this rule be overlooked. Advertisements received without remittance cannot be acknowledged.

Where replies come to our care to be forwarded, five cents must be added to cost to cover postage, etc.

SITUATIONS VACANT.

WANTED—Hardware clerk. Apply, stating experience and salary expected, to J. S. Moir, Anprior, Ont. (6)

HARDWARE BUSINESS for sale in Manitoba. Stock will invoice about $4,500; owner engaged in other lines. For full particulars write Marshall-Wells Company, wholesale hardware, Winnipeg. (7)

HEAD CLERK—In a large hardware store in Northwest; must be total abstainer; state age, experience and salary; send testimonials and photo. Box 10, HARDWARE AND METAL, Toronto. (f)

WANTED—A high-grade implement salesman for western Ontario; give references, experience and salary expected. Box 11, HARDWARE AND METAL, Toronto. (f)

BOILERMAKER—Good on new and repair work; steady job to good man. Box 14, HARDWARE AND METAL, Toronto. (f)

TINSMITH—Steady job for good man; state wages. Box 9, HARDWARE AND METAL, Toronto. (f)

WANTED—A tinsmith to do general work in country store; must be able to do roofing, furnace work and eavetroughing. Box 16, HARDWARE AND METAL, Toronto. (f)

BOILERMAKER—Good on new and repair work; steady job to good man. Box 14, HARDWARE AND METAL, Toronto. (f)

FOR SALE.

HARDWARE, STOVE AND TIN BUSINESS for sale; in one of the best towns in western Ontario; stock about $6,000. Box 13, HARDWARE AND METAL, Toronto. (f)

SITUATIONS WANTED.

STATIONERY ENGINEER open for engagement—at once; strictly sober and competent; young married man. Box 15, HARDWARE AND METAL, Toronto. (f)

HARDWARE CLERK and bookkeeper; young man; experienced in general hardware, stoves, steamfitters' and plumbers' supplies, wants position; Northwest preferred; references furnished. Box 90, HARDWARE AND METAL, Toronto. (4)

SITUATION WANTED—As traveller by a hardware merchant. Apply to Box 94, HARDWARE AND METAL, Toronto. (5)

TO EMPLOYERS.

The undersigned labor agent is prepared to forward help to employers who are short-handed. Picked hands of any trade procured on shortest notice, paying own passage. Over 800 registered. Term moderate. F. C. SMITH, 22 Penton street, London, Eng. (14)

Those who have seen the Toronto daily newspapers during this month will have noticed that the city's two big department stores have been conducting a January sale of graniteware. Perhaps a graniteware sale suggested itself to Messrs. Silvester & Dougherty through what the department stores were doing. In any event, the idea of such a sale is to be commended and it is sincerely to be hoped that this firm of hardware dealers are receiving the reward due their watchfulness and enterprise.

Their advertisement, however, is sadly lacking in some of the qualities that go to make all advertising good. I am forced to think that Silvester & Dougherty are not making their sale as interesting or as successful as it could be made. It seems to me that there is a lack of enthusiasm shown in their advertisement. If the sale were possessing their whole energies and thought, they would find it difficult to keep out of their advertisement a suggestive list with prices, both regular and special attached. I think, too, that for the occasion the space engaged is inadequate. (The advertisement is reproduced exact size of original.) The very life of such a sale and such an advertisement is the special prices at which graniteware is being sold; "25 per cent. reduction" is emphasized twice over, but while this certainly suggests a saving, it does not illustrate one. How much more convincing, more forceful, would this advertisement be, did it contain items similar to the following?

36 only medium-sized Graniteware Teapots; regular 38c.; sale price..... **28c.**
25 only Graniteware Preserving Kettles, holding 12 Imperial Pints; regular 48c.; sale price..... **36c.**
Saap Dishes; regular 12c.; sale price... **9c.**
Sink Strainers; regular 24c.; sale price.. **18c.**

There are many family needs that require merely to be sugested, coupled with a slight inducement in the way of price, to be supplied forthwith. It is surprising how much people can be induced to buy through tempting suggestions. All of us can recall numberless experiences when we were induced to buy goods of one sort and another through their tempting display, or through the persuasive talk of a bright salesman. Everything done by the hardware dealer in this direction will be repaid not alone in larger sales and increased profits; but also in the better coin of self-growth and sales-power.

GENUINE

PRATTS ASTRAL LAMP OIL

Sold in all countries and recognized as the highest grade oil manufactured.

WHOLESALE ONLY.

THE QUEEN CITY OIL COMPANY, Limited,
TORONTO, ONT.

TRADE WITH ENGLAND

Every Canadian who wishes to trade successfully with the Old Country should read

"Commercial Intelligence"

(The address is 168 Fleet St., London, England.)

The cost is only 6c. per week. (Annual subscription, including postage, $4.80.)

Moreover, regular subscribers are allowed to advertise without charge in the paper. See the rules.

To Manufacturers' Agents

HARDWARE AND METAL has inquiries from time to time from manufacturers and others wanting representatives in the leading business centres here and abroad.

Firms or individuals open for agencies in Canada or abroad may have their names and addresses placed on a special list kept for the information of inquirers in our various offices throughout Canada and in Great Britain without charge.

Address
Business Manager
HARDWARE AND METAL
Montreal and Toronto

Buy the Best.

HERCULES

Sash Cord.

Star Brand Cotton Rope
Star Brand Cotton Clothes Lines
Star Brand Cotton Twine

For Sale by all Wholesale Dealers.

PAINT, OIL AND BRUSH TRADES

Meeting of Shareholders.

THE annual meeting of the shareholders of the Canada Paint Co. was held at the head office of the company, 572 William street, Montreal, on Saturday, January 16th. It was well attended.

Mr. S. F. McKinnon, of Toronto, was in the chair and in reviewing the work of the company as shown by the statements laid before the meeting he expressed his great pleasure at the progress made during the year. He was perfectly satisfied with the results of the year's trading. The other shareholders present were unanimous in echoing the president's remarks. They were particularly pleased to note that in spite of keen competition in some of the staple lines the percentage of profits had been maintained owing to the increase in the volume of general business and the close attention to economy in all departments.

Mr. Geo. H. Balfour was elected to the board of directors in place of Mr. W. T. Murray, deceased since the last annual meeting. All the other members of the board of directors were re-elected.

"Ripolin."

A SPECIALTY in high-grade paints which should be of interest to all paint and oil men who are anxious to capture and retain a high-class trade is being offered in Canada by J. A. & W. Bird & Co., of Boston, through Mr. J. B. Gass, manager of their Canadian branch in Montreal. "Ripolin" enamel paint which is now being introduced to the Canadian trade is made in Holland, the land of neat and attractive tile effects, but the above mentioned firm have the agency for it in the United States and Canada. In the course of a few minutes' conversation last week with Mr. Gass, a representative of "Hardware and Metal" was shown some very interesting samples of work which has been done with this paint. Some plaster which had been treated first with an ordinary filler of white lead and then given two coats of "Ripolin" had a very handsome smooth apearance which could not be distinguished from a tile effect. A piece of tin painted with "Ripolin" had also a very glossy, handsome appearance, and strange to say, although the strip had been twisted and bent there was not the slightest sign of a crack on the paint.

"Ripolin" is not a cheap paint. High class effects of this kind are worth paying for and taking into consideration the high class work which can be done with it, "Ripolin" is not expensive. It has an extraordinary coloring capacity, for with one gallon some 65 square yards of surface can be given one coat. The finish is equal to that of the best varnish and as the expense of varnishing is thereby rendered unnecessary, there is a considerable saving not only in the cost of material used but also in labor.

"Ripolin" is suitable for indoor and outdoor work. It does not detach nor scale off as the experiment with the piece of tin conclusively proves. It will also resist the most unfavorable aetion of sun, weather or wind. It might be mentioned that it would make a very high-class finish for bath tubs.

Mr. J. B. Gass, 426 St. Paul street, Montreal, is the manager of the Canadian branch of the firm of J. A. & W. Bird & Co. He will be pleased to give further information regarding "Ripolin" to any readers of "Hardware and Metal" who are interested.

Paint and Oil Notes.

R. C. Miller, importer of oils, varnishes, etc., Montreal, has registered.

The Brantford Painters' Union have elected James Sharp as president and C. Jones as secretary.

The Francis Frost Co., Limited, are shipping a car of their "Ark" brand paint and specialties to their Vancouver and New Westminster, B.C., customers this week.

The Savannah News says that turpentine prices advanced 1-2 to 1c. a day last week and prophesies still higher quotations, due to manipulation by strong interests.

Much interest is being taken in the convention of the Master Painters' Association, to be held in Toronto the last week in February. Delegates will be present from various parts of the United States as well as Canada.

Hollywood Paint

Paste---Ready Mixed---Floor

Since notifying the trade 1st of this month that we have secured the exclusive sales agency in Canada and Newfoundland for this celebrated brand of paint, we are daily in receipt of letters from Merchants who have been handling it, advising us that they are well pleased with the agency and would not like to loose it. Here are samples of what they say :

"I anticipate a good season, have great faith in the Paste Paint. I have sold a great deal of————make, but it is not in it. I am better satisfied now."

"Have worked up a big trade, customers well satisfied, and do not wish to loose the agency."

Be wise, secure the agency in your town.

THE IMPERIAL VARNISH & COLOR CO., Limited,

TORONTO, ONTARIO. CANADA.

LINSEED OIL

Raw and Boiled

"GUARANTEED PURE"

MANUFACTURED BY

Canada Linseed Oil Mills, LIMITED,

MONTREAL.

☞ **BARRELS WANTED!!**

We are open to **buy good sound, oak** Linseed Oil, Turpentine, Varnish, and Machine Oil Barrels.

If You Buy

Varnishes **Paints**

Japans **Colors**

Lacquers **Glues**

Stains **Bronzes**

Fillers **Chamois**

Sponges

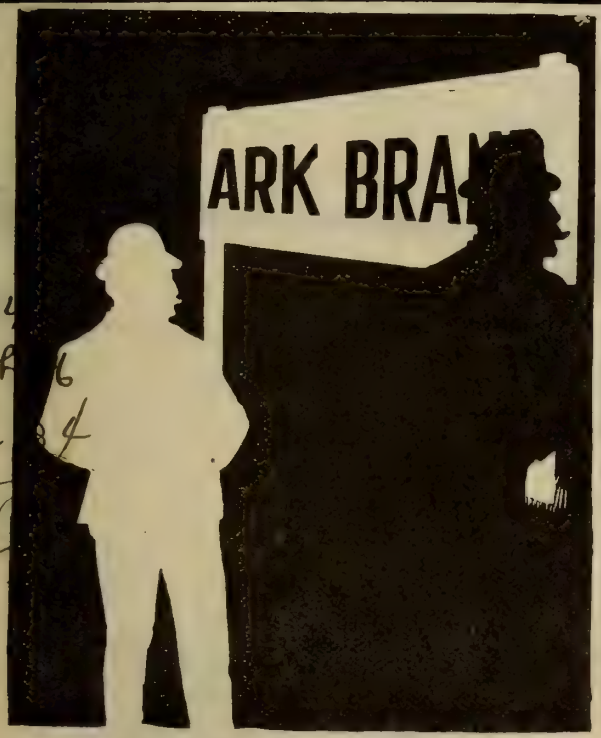
WRITE TO

R. C. JAMIESON & CO.

LIMITED

MONTREAL

AGENTS FOR ASPINALL'S ENAMEL.



DON'T STAND IN YOUR OWN LIGHT

If you are not carrying a line of "Ark" Brand Paints you are certainly standing in your own light. Don't do so any longer, but write us to-day and secure the agency for your town.

Make "Ark" Brand Paint Your Standard for 1904,

as our Bridgeburg customer intends doing after carrying the line for years. Here's what he says about it:

BRIDGEBURG, Jan'y. 2nd, 1904.

Messrs. The Francis-Frost Co., Limited,
Toronto.

Gentlemen,—I have sold your "Ark" Brand and other paints for many years, in fact, ever since you first introduced them to the Canadian trade, and I have used a great deal of it myself, and I have always found it gives satisfaction. It was the only paint I bought during 1903, and it will be my standard for 1904. Wishing you a prosperous year's business.

Yours truly,

JOHN T. JAMES.

You cannot speak too highly of "Ark" Brand Paint, and the man who buys it will never prove you wrong. "Ark" Brand Paint is right.

The Francis-Frost Co., Limited

TORONTO, CAN.

Canadian Distributing Agents for Grippin's Crack Filler and "Muresco" Wall Finish.

Paint and Oil Markets

MONTREAL.

Interest still centres in the rising turpentine market. During the last week almost every day has seen an advance and our quotations this week are 6 1-2 cents higher than those quoted in our last issue. Prophets have ceased to prognosticate what the ultimate price will be as the evidences are only too strong that a steady climb is being experienced in this article and it is difficult to say when the halt will be called. A steady movement in both Canadian and English Paris green has been noted during the past week and it is expected that this will continue for some time. The market is steady at our quotations and a free movement is reported generally. Dry white lead is firmer in England, and it is hinted that the present low quotations for ground white lead will soon be withdrawn. We quote:

Ground White Lead--Best brands, Government standard, $4.60 to $4.75; No. 1, $4.25 to $4.40; No. 2, $4 to $4.10; No. 3, $3.67 1-2 to $3.77 1-2; No. 4, $3.30 to $3.40, all f.o.b. Montreal.

Dry White Lead.—$4.25 in casks, and in kegs $4.50.

Dry White Zinc.—Pure dry, in casks, 6 1-4c.; in 100-lb. kegs, 6 3-4c.; No. 1, zinc, in casks, 5 1-4c.; in 100-lb kegs, 5 3-4c.

White Zinc (ground in oil)—Pure, 25-lb. irons, 8c.; No. 1, 7c.; No. 2, 6c.

Putty.—We quote: Bulk, in barrels, $1.50; in 25-lb. tins and irons, $1.85; bladded putty in barrels, $1.75.

Orange Mineral.—Casks, 7c.; 100-lb. kegs, 7 1-4c.; smaller quantities, 8 1-4c.

Red Leads.—Genuine red lead, in casks, $4.25; in 100-lb. kegs, $4.50; in less quantities, $5.50 per 100 lb. No. 1 red lead, casks $3; kegs, $4.25, and smaller quantities, $5.25.

Litharge.—Ground, casks, 5c.; in less quantities, 5 1-2c.; flake litharge, casks, $5; smalls, $5.50 per 100 lb.

Linseed Oil—Raw, 1 to 4 barrels, 47c.; 5 to 9 barrels, 46c.; boiled, 1 to 4 barrels, 50c.; 5 to 9 barrels, 49c. Delivered in Ontario between Montreal and Oshawa at 2c. per gallon advance.

Terms 2 per cent. 30 days; 90 days net.

Turpentine—Single barrels, 96 3-4c.; 2 to 4 barrels, 95 3-4c. Standard gallon of 8.6 pounds. Terms 2 per cent. 30 days; 90 days net.

Benzine.—25 to 26c.

Shellac Varnish.—Pure white, $2.60 to $2.80; pure orange, $2.60 to $2.80; No. 1 orange shellac, $2.40 to $2.60.

Mixed Paints.—$1.20 to $1.40 per gallon.

Castor Oil.—8 3-4 to 9 1-4c. in wholesale lots, and 1-2c. additional for small lots.

Canadian Paris Green Barrels. 14 1-4c.; arsenic kegs, 14 1-2c.; 50 and 100 lb. drums, 15c.; 25-lb. drums, 15 1-4c; 1-lb. packages, 16c.; 1-2-lb. packages, 18c.; 1-lb. tins, 17c. Terms 2 per cent. discount for cash in 30 days or 90 days net.

English Paris Green.—50 and 100 lb. drums, 15c. per lb.; 25 lb. drums, 15 1-2c; 1-lb. paper boxes, 16c.; 1-lb. tin boxes, 17c. Terms, 2 per cent. 30 days; 90 days net.

TORONTO.

The advance in turpentine is still a feature of the situation. It is evident that the Savannah market, the great centre of production is well under the control of manipulators and that they are disposed to squeeze the last cent possible out of the buyers. Prices are moving higher almost every day, the result on this market being an advance of 4c. in the week. Flaxseed is higher at Chicago, but the Canadian market shows no sign of being affected. White lead and red lead prices are being cut up considerably as are also putty and Paris green. The Paris green trade is a difficult one to understand. The quotations of Canadian manufacturers and the importing houses are nominally unchanged, yet some of the leading jobbers are quoting 1c. below these quotations all along the way. The result of this condition of affairs is that prices are without stability. Some dealers are also quoting prices on putty, red lead and white lead 15 to 25c. below general quotation. There is a fairly good business though, of course this is the quiet season of the year.

White Lead—Ex-Toronto, pure white lead, $4.75; No. 1, $4.30; No. 2, $4; No. 3, $3.60; No. 4, $3.35 in packages of 25 lb. and upwards; 1-2c. per lb. extra will be charged for 12 1-2-lb. packages; genuine dry white lead, in casks, $4.87 1-2.

Red Lead—Genuine, in casks of 560 lb., $4.25 to $4.50; ditto, in kegs of 100 lb., $4.75; No. 1, in casks of 560 lb., $4;

Litharge—Genuine, 6 to 6 1-2c.

White Zinc—Genuine, French V.M., ditto, in kegs of 100 lb., $4.25.

in casks, $6 to $6.25; Lehigh, in casks, $6 to $6.25.

Shingle Stain—In 5-gallon lots, 60 to 85c. per gallon.

Paris White—90c. to $1 per 100 lb.

Whiting—60 to 65c. per 100 lb.; Gilders' whiting, 75 to 80c.

Shellac—Pure orange, in, barrels $2.45; white, $2.60 per gallon; No. 1, 15c. less; in less quantities 30c. extra, including price of can.

Pumice Stone—Powdered, $2.50 per cwt. in bbls., and 4 to 5c. per lb. in less quantity; lump, 10c. in smal lots and 8c. in bbls.

Linseed Oil—Raw, 1 to 2 bbls., 50c.; boiled, 53c.; 3 to 5 bbls., raw, 49c.; boiled, 52c.; 6 to 9 bbls., raw, 48c.; boiled. 51c., delivered. To Toronto, Hamilton and London, 2c. less.

Turpentine—Single bbls, 96c.; 2 to 4 bbls., 95c., delivered; 5 bbls. and over, open. Toronto, Hamilton and London, 2c. less. For less quantites than barrels, 5c. per gallon extra will be added, and for 5-gallon packages, 50c. and 10-gallon packages, 80c. will be charged.

Glues—Broken sheet, in 200-lb. bbls., 8 to 8 1-2c. per lb.; cabinet glue, in bbls.,

ADVERTISING

is a great help to the dealer in selling ready-mixed paint, but unless the quality of the paint is the best, the advertising counts for nothing. A customer will shun a store that supplies inferior goods, after they have been loudly advertised.

ANCHOR LIQUID PAINT

is not only advertised well, but the paint itself is unsurpassed. It is the only one in Canada containing the world famous white lead—BRANDRAM'S B. B. GENUINE. Our thirty years of experience should count for something, and with us it does.

"The proof of the pudding is in the eating."

Send us a post card and let us tell you all about it.

HENDERSON & POTTS, Limited, Halifax.
HENDERSON & POTTS CO., Limited, Montreal.

MERCHANTS

By carrying in stock, recommending, and selling only the best lines, are a source of great benefit to any community. The goods that give the best satisfaction are the most profitable to handle

CHURCH'S COLD WATER

ALABASTINE

on the walls of any building is both healthful and beautiful. That fact is so well known and Alabastine is in such universal demand that no dealer in the line can afford to be without it. Kalsomines are not what the people want—they are temporary, rub off, and cannot be re-coated. The margin of profit to the dealer is no more than on Alabastine; and to the consumer, considering the amount of surface covered, time saved in mixing, convenience in handling, sanitary features, etc., the advantage is all in favor of Alabastine. If you have not ordered, "Do it now."!

The trade supplied by Wholesale Hardware and Paint Dealers. Also by

THE ALABASTINE CO., Limited, PARIS, ONT.

GABRIEL & SCHALL,

205 Pearl St., NEW YORK.

IMPORTERS

LITHOPONE, Oxide of Zinc,
BARYTES (CRUDE AND POWDERED),
SULPHATE OF BARYTES (CRUDE and POWDERED)
CARBONATE OF BARYTES (PRECIPITATED)
BLANC FIXE (DRY and PULP).
DRY COLORS,
DRIERS, for PAINT AND VARNISH

"BRUNSWICK" ASPHALTMASTIC AND **BITUMEN**

Standard Paint & Varnish Works
Limited

Makers of High-Grade Varnishes, Japans, Paints, Colors and Enamels.

WINDSOR, ONT.

R. E. THORNE, 768 Craig St., **MONTREAL**

Wholesale Agent and Importer

Dry Colors, Ochres, Bronze Powders, Aluminum Powder, Schlag Metal, Bronze Liquids and Varnishes.

Toronto Office—29 Melinda St.

HARDWARE AND METAL is the only journal in Canada concerning itself with the paint, oil and glass interests. Its markets are trustworthy and full.

GLASS TENDERS

You can get the glass tender on any job if you work with us. Five warehouses,—you save on freights. A big concern,—we save in buying.

Consolidated Plate Glass Co., Limited

TORONTO MONTREAL LONDON
OTTAWA WINNIPEG.

Paints and Paints

Some are good, some poor. If **GLOBE PAINTS** were poor they wouldn't be 9 years on the market. It takes a good article to live as long as that. We are not only living, but growing. That means a good deal.

—When our salesman calls on you, pay good heed to what he has to say.

The Globe Paint Co., Limited

422-424 Adelaide St. W., Toronto.

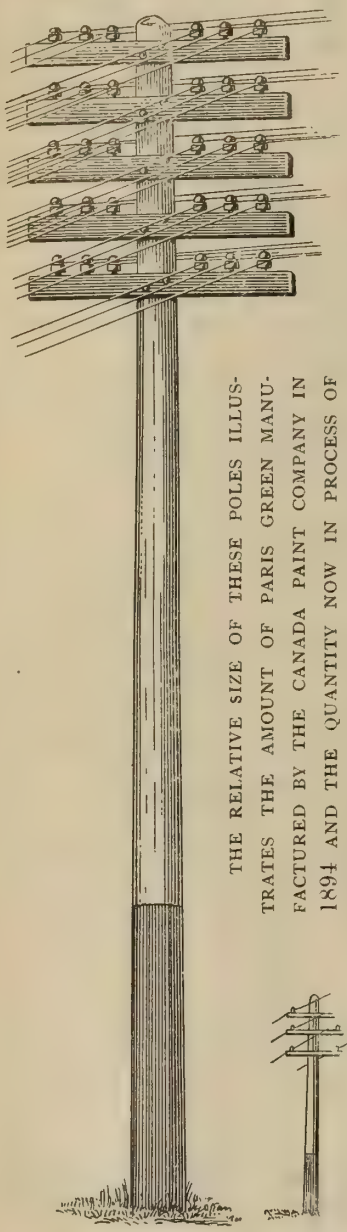
"Island City" Paint and Varnish Works

Our "Island City" Enamel Paints are the best in the market—17 artistic shades.

Our "Island City" Aluminum, Gold and Silver Paints can be used with great satisfaction on Furnaces, Radiators, all sorts of Furniture and Ornaments that require renovating.

P. D. DODS & CO., Proprietors, Montreal, Toronto, Vancouver.

"MADE IN CANADA"
THEREFORE, BEST.



A British Admiral upon the Esquimalt Station used to send his laundry to the Old Country to be washed, because, in coming back, it was **"IMPORTED!"** Times are changing. Canadian farmers and Canadian hardware merchants are not fossils. They prefer THE CANADA PAINT COMPANY'S Paris Green for reasons stated upon page 14 of the C. P. Co.'s catalogue.

11 1-2 to 12c.; emery glue, in bbls., 17c.; bookbinders', ground, 10 1-2c.; finest American, white, 19c.; No. 1 American white, 15c. per lb.

Putty—Common, $1.65; pure, bladders in barrels, $2.25; bladders, in 100-lb. kegs, $2.40; bulk, in barrels, $2.05; bulk, less than barrels and up to 100 lb., $2.95.

Plaster Paris—New Brunswick, $2 per bbl.

Liquid Paints—Pure, $1.20 to $1.40 per gallon; No. 1, $1.10 per gallon.

Barn Paints—65 to 70c. per gallon.

Castor Oil—English, in cases, 7 1-2 to 8c. per pound, and 8 1-2 to 9c. for single tins.

English Paris Green—Petroleum bbls., 14 1-4c.; arsenic kegs, 14 1-2c.; 50 to 100-lb. drums, 15c.; 1-lb. packages, 16c.; 1-lb. tins, 17c.; 1-2-lb. packages, 1-2-lb. tins, 19c.

Canadian Paris Green (present delivery)—Petroleum bbls., 14 1-4c.; arsenic kegs, 14 1-2c.; 50 and 100-lb. drums, 15c; 1-lb. packages, 16c.; 1-lb. tins, 17c.; 1-2-lb. packages, 18c.

$3.70; 51 to 60 in., $4; 61 to 70 in., $5; 71 to 80 in., $4.30 net, Toronto, Hamilton and London.

Wall Paper Items.

THE manufacturers of linerusta advise using plaster of paris in the paste, but it is liable to cause shrinking. Fish glue is better, and Glutol better still.

Use a roll of paper when you are hanging a ceiling. Nothing nicer for holding the paper against the ceiling.

Never hammer linerusta while it is soft, as it will make dents in it.

If paste is insufficiently scalded, or if too much water is added, it will turn watery.

Heavy flour is that made from Winter wheat, and it makes the best paste. Pastry flours make poor paste. Spring wheat makes a watery paste.

To make good paste, add water that you can keep your hand in comfortably, to 4 pounds of flour; make into a batter, then stir in, gradually, 1 to 6 quarts of boiling water. Some flour will take more water than others.

It is important to stir the boiling water in very gradually. Stir briskly. Let the batter be well beaten, too.

In hanging heavy felts it is well to put alum in the paste, because it has a tendency to set the color and make paste dry quicker.

Sometimes a felt will burn out on fresh plaster, but when the place is repapered, even with the same felt, and the next day it will usually not burn out again. Some lime is more caustic than other. Wood-burned lime will not burn out felts.

It is cheaper to buy ready-made paste than to make it, counting your time as worth something. Otherwise it pays to make it.—The Master Painter.

A Dainty Wall Paper Design—Two-band border, 2490.
Made to match ingrains. Also matches wall 1490. Made by Staunton's, Limited, Toronto.

WINDOW GLASS.

MONTREAL.

As was noted last week, the 1904 prices on import glass are slightly lower than those of 1903. Trade this week is quiet and on what little business is passing prices are now being well maintained. We again quote: First break, 50 feet, $1.70; second brake, $1.80 for 50 feet. First break, 100 feet, $3.25; second break, $3.45; third break, $3.95; fourth break, $4.20.

TORONTO.

A better demand from stock is now reported. Prices are nominally unchanged as follows: Star, under 26 in., $3.10; 26 to 40 in., $3.30; 41 to 50 in.,

TRADE IN COUNTRIES OTHER THAN OUR OWN.

U. S. Iron and Steel Outlook for 1904.

THE outlook in iron and steel for the year we are entering is somewhat mixed. Prophecies are usually wrong in any case; it is a natural law that the market will move the opposite to what the trade expects and prepares for; e. g., the boom of 1899 came because the trade was not expecting anything of the sort and was not prepared for supplying the demand.

In making any prophecy, however, one must be careful to define the view point. Production in 1904 may show a big increase over the present rate, and still make the year fall far below that of 1903. Prices may be slightly lower than they have averaged the past three months and yet be more remunerative.

Production of pig in 1903 is as likely to prove slightly more as slightly less than that in 1902, 17,821,307 tons, which broke all records. We are entering the new year at a rate of about 13,000,000 tons annually. By the middle of January this will have been increased by fully a million tons simply through the resumption of blast furnaces which are already definitely scheduled to go in. There will be others, and altogether production by the end of the month will be at a much greater rate. Will the market stand this increase? Perhaps not, but on the other hand the general demand for iron and steel has been so extremely light for months that it is scarcely possible that by Spring consumption will not be much heavier. One is inclined to believe, therefore, that the low point in pig iron prices for 1904 will be reached the latter part of January. Production for the year will hardly equal 1902 or 1903, as it must be borne prominently in mind that the 1903 production was made mainly in the first half. The second half production was at the rate of between 16,000,000 and 16,500,000 tons a year, the first half being at the rate of 19,500,000.

We can, therefore, have a year in which production will fall below last year, and yet in which there will be a gradual improvement in the market demand and fairly remunerative prices.

Particular interest attaches to shapes, plates and rails. Prices in these three lines are unchanged from the official rates adopted early in 1901, and held through thick and thin by the big mills, except that some of the small mills exacted heavy premiums at times. That was on only a small tonnage of business, however, and must not be given undue prominence. If the iron market passes through the enormous slump we have had, when pig iron production in December was only a little over half what it was in May, when prices of pig iron at furnace in less than 12 months have been cut in half, and when other products, such as coke, iron bars, sheets, etc., have had large declines, and maintains rails, plates and shapes without any concession at all, it will have accomplished something of which the interests back of this effort to keep prices steady will have reason to be proud. In conditions where consumers look for a reduction, the experience is that some nominal concession is made at least, if only out of pure courtesy. But a good part of the work has been done already and it remains only for the finishing touches to be put on in the way of some slight increase in demand to put the whole market in a flourishing condition and restore confidence in the stability of prices.

It is particularly reassuring that the various wage reductions, which are practically general throughout the iron and steel and coke industries, have been made without any friction. These reductions were absolutely necessary, but if iron and steel workers were no better able to understand conditions than workers in other crafts there would have been a great deal of trouble. Think of the plumbers of the Pittsburgh district having been on a strike for two months, during which time no one hears anything about it because the employers simply put on their overalls and did all the work themselves. This interesting strike is not a strike against a reduction, but a strike for increased wages. If iron and steel workers were like plumbers one can hardly estimate the amount of trouble there would be now.—Metal Market.

Advance in Wire Products.

The advance in wire products which we have predicted from time to time as very likely to occur in January has just been announced. It is 5c. a hundred pounds all the way through, and some in the trade are now looking for another advance a month or so hence.

The new price is $1.75 on plain wire and $1.85 on wire nails, base, f.o.b. Pittsburg plus full rail freight to destination, in large lots to large jobbers. Small jobbers and large retailers, who buy in carloads, ate forced to pay 5 a hundred advance. The advance is made by all the producers, and we are positively informed there is absolutely no shading now, either at nearby points, or of the freight advance to distant points.

The mills are sold up pretty well for 60 days hence. Most large buyers are covered to March 1, but there are some of consequence who are not covered. The advice now given to them is that they should cover at once, or they may be caught by the next advance, which it is thought the mills have in contemplation, before they get sold out.

We just learn now that on last Thursday the cut nail makers met and reduced their official price 20c., to $1.70 a keg, base, for iron or steel cut nails, f.o.b. Pittsburg in carload lots. The former official price of $1.90, while it held for a while after it was promulgated, was being shaded to $1.80 at the first of the year, quite generally.

The action of the cut nail makers was taken without knowledge of the advance in wire nails just announced. It probably, however, would have been made just the same, as the two products, while they are both nails, are used by quite different people. As compared with two weeks ago, there has been a relative change in the price of the two products of fully 15c. a keg, but it would take several months before this would work out to increase the consumption of cut nails at the expense of wire nails, and then it would be only to a limited extent.

The present price of wire nails is the same price as prevailed in the closing months of 1902, after a big official cut had been made, followed by gradual shading. January 2, 1903, an advance of 5c. was made, putting the wire market 5c. above what it is now. February 22, 1903, a second advance was made, putting wire 15c. higher than the present price.

Towards the end of the year a steady decline occurred, until there was no official price. About the middle of December the market suddenly firmed up a few cents a hundred, to the price which has ruled until the 5c. advance just announced.—The Metal Market.

EQUITABLE LIFE CALENDAR.

"Hardware and Metal" acknowledges the receipt of a very handsome calendar from the Equitable Life Association. It is in the form of a hanger with six cards illustrated with a little girl in the act of playing school, graduating, bridesmaid, bride, mamma, and grandma. It is an extremely pretty idea well wrought out.

STOVES AND TINWARE.

A Busy Stove Season.

MANUFACTURERS of stoves, ranges and furnaces are anticipating a busy season during 1904, and are, as a rule, making their plans in accord with that view.

There is, too, reason for such an expectation. Last Summer ended with a shortage of buildings in almost every section of the Dominion. In Manitoba building was somewhat delayed by the stiff prices of lumber; in Ontario, strikes in many of the chief cities restricted building operations in a marked degree. The consequence is that unusual activity is looked for in the Spring, particularly as business conditions are more favorable than was anticipated.

Building operations are a fair criterion of the heating trade, especially the furnace trade. Householders are now demanding economical and capable heating appliances, and one of the chief considerations between landlord and tenant today is the method of heating. Hot-water heating is undoubtedly coming more and more into favor. At the same time the furnace is being installed in many houses where a generation ago the base-burner stove would have been used.

This development has not, however, caused any appreciable diminution of the demand for stoves and ranges, for the reason that all along the line there has been a tendency to use a better class of stoves and ranges. This leads to the purchase of modern ranges of the best patterns to take the place of old-time cook-stoves, which have done good service for so long that their usefulness is quite gone. This demand for the best stove that the householders can afford is one which can easily be developed by judicious work by the retail trade. It is, in fact, so prevalent, that all manufacturers take it into their calculations in preparing for a good season in 1904.

A New Aluminum Solder.

Nelson W. Miller, of Tiffin, Ohio, advises us that he has been working for several years with a view of producing an effective aluminum solder. He claims that he has been successful in evolving a solder and flux which will do the work of joining aluminum with absolute efficiency while overcoming the drawbacks which have been found in aluminum solders heretofore put upon the market. Mr. Miller has sent us samples of aluminum in different forms, in connection with which his solder has been used, together with a small sample of the solder itself. These specimens show that the joints are thoroughly made, without discoloration of the aluminum or of the solder. He states that these specimens have stood the test of more than two months, and he is convinced that they will last indefinitely. He has worked upon this aspect of the problem for a long time and claims that the solder and the aluminum combine absolutely, leaving no risk of falling apart in the course of time. The ingredients used in the preparation of this solder are a secret which he retains.—The Metal Worker.

Gasoline Fire Pots and Heaters.

IN all branches of the tinsmithing and plumbing trade there has been substantial progress during recent years. While the prices received for work are now, as a rule, considerably higher than formerly, the cost of materials and the advanced rate of wages paid necessitate a constant keeping down of expenses. To this end, nothing contributes more than the use of the most serviceable and economical tools.

Attention has been called by a correspondent to the merits of gasoline fire pots and torches. It is claimed that by the use of good gasoline torches and pots the plumber can always be sure of a strong, constant heat—essential to good work; that this heat can be started in a moment, preventing any loss of time; often a valuable consideration; and that the cost of the tool heating service can be kept down to the lowest possible basis of cost.

Gasoline pots and torches are now used by many of the shrewdest Canadian plumbers and tinsmiths who speak highly of them. All the trade would do well to conlsider their value.

A. C. Quodd, general merchant, Quodville, has assigned to S. McDougall. Meeting of creditors announced for 25th inst.

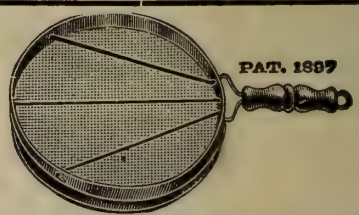
Have you tried it?
Tried what?
SELLING MANTELS.

This is in your line of business, and it will pay you.

The Batty Stove & Hardware Co
76 YORK ST., TORONTO.

J. M. MAST MFG. CO.'S
RAT and MOUSE TRAPS
Strongest Traps Made.
Prices Exactly Right.
CANADIAN AGENTS
Edwin H. Grenfell & Co., London, Ont.

Wire-Cone Incandescent Toaster
Only perfect Bread Toaster for Gas or Gasoline Stoves. No smoky taste to bread toasted on this toaster. Write for prices.
H.O.Edy, Montreal. E.T.Wright & Co., Hamilton.
HARKINS & WILLIS,
Manufacturers and Inventors, - ANN HARBOR, Mich



The FAIRGRIEVE GAS TOASTER
Retails at 25c. The only Toaster guaranteed to toast on gas, gasoline or blue flame oil stoves without taste or smell. Write for prices.
THE FAIRGRIEVE MAN'FG. CO.,
295 COLLEGE ST., TORONTO.
U. S. Branch: 289 Jefferson Ave., DETROIT.

NEVER DRIP A DROP
THE NEW TEA STRAINER

Meets a popular need. A side line you cannot afford to be without. Retails at 10 cents.
FITS ANY TEA POT
Imperial Tea Strainer Co.,
MONTREAL.

Persons addressing advertisers will kindly mention having seen their advertisement in The Canadian Hardware and Metal Merchant.

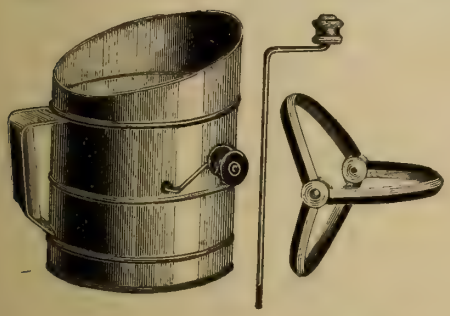
Ice Tools

of all sorts. A good line for the hardware dealer.

SEND FOR CATALOGUE AND PRICE LIST

ROBT. DONALDSON & SONS.

30 Youville Square, - - MONTREAL.



"Victor" Flour Sifter

WHEN BUYING SIFTERS BUY THE "VICTOR" AND YOU WILL HAVE THE BEST.

E. T. WRIGHT & CO.,

HAMILTON and MONTREAL.

ROME

means perfection in the manufacture of

Nickled-Plated Copperware

A FULL LINE ALWAYS CARRIED IN STOCK IN WINNIPEG

WRITE FOR CATALOGUE, OR BETTER STILL, SEND US A SAMPLE ORDER

Coltart & Cameron

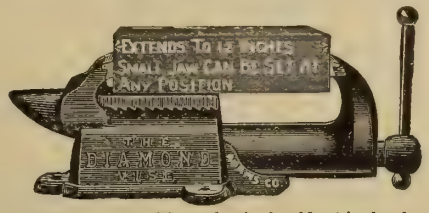
Special attention given to warehousing and distributing cars.

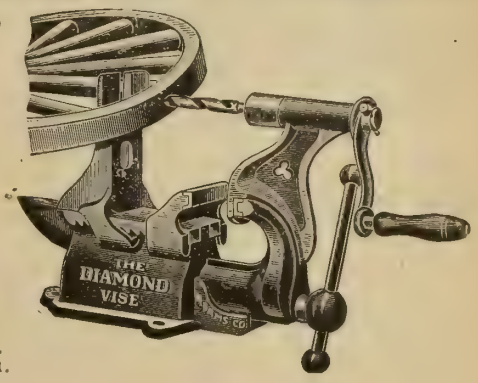
Manufacturers' Agents and Warehousemen,

141-143 Bannatyne Avenue, WINNIPEG.

DIAMOND VISE AND DRILLING ATTACHMENT

U. S. Patent Jan. 15, '95. Canadian Patent July 22, '95





JAWS are faced with steel ⅞ inch wide, 4 inches long, firmly fastened to jaw, checked and hardened. VISE weighs 38 pounds. DRILL weighs 13 pounds.

For Sale by Jobbers of Hardware.

Made by—

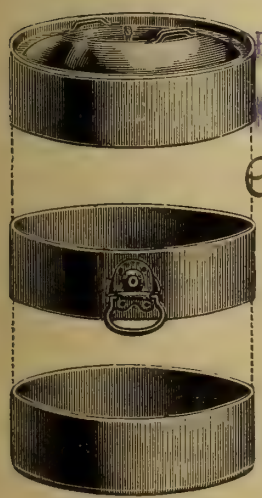
The Adams Company, Dubuque, Iowa, U.S.A.

Made by **Taylor-Forbes Co.**, Limited, Guelph, Ont.

ESTABLISHED 1860. INCORPORATED 1895.

DAVIDSON'S

MILK CAN TRIMMINGS FOR 1904.

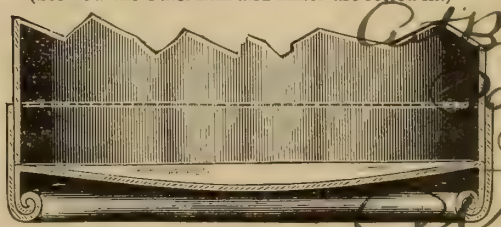


BROAD HOOP PATTERN.

This demonstrates the popularity of

Davidson's Patent Milk Can Bottoms

(See how the Outer Rim and Inner are rolled in.)



SECTION OF BOTTOM.

You should buy our Milk Cans and Trimmings, because: our Broad Hoop Bottom has all the advantages of a seamless bottom without the strain that spinning entails. The rim is turned in with edge of bottom, giving double durability and heavy rolled edges that will not tear factory floors nor waggons.

They have no air spaces (which make soldering difficult) but sufficient space is left between bottom proper and rim to allow body of can to be inserted ¼ of an inch, making permanent joint.

Bottoms are thus sweated in with half the solder.

Bottoms are concave, draining to the centre, therefore are easier to wash out.

They will not corrode like those which drain to the side. They have flush side handles.

Top bands are "SHOULDERED" and have cut out at joint, making neater and cleaner job in half time than with old style hoop.

Bottoms are rivetted to bottom hoop, as well as being rolled together.

All bands have retinned edges.

For durability, finish and economy in making up, our Trimmings are unequalled.

The THOS. DAVIDSON MFG. CO., Limited, MONTREAL

HEATING AND PLUMBING

A PLUMBER'S SYMPATHY.

Editor of "Hardware and Metal."—I read an article in your columns, signed by a retail blacksmith, in reference to the wholesale blacksmith supply houses, sending around to anyone outside of the regular blacksmith business, and selling goods, which rightfully belong to the general blacksmith trade. I can sympathize with the retailer, for althought not in that line, our case is probably worse. I am a plumber in the City of Moncton, and have been in business for over 25 years, and worked up quite a business, but not made any riches, just a good living. And what do we find? but a wholesaleer and retailer firm employing plumbers, and as they can buy from the manufacturers at wholesale or manufacturers' prices, and sell at wholesale and retail, and furnish material to compete in a plumbing job with us, they have a chance to drive us small dealers to the wall. In some cases we know that they sell their goods to the consumer as cheaply as we can buy from the wholesaler, making a small profit on their plumbers, and we in the legitimate plumbing line are simply not in it.

We started a union and thought it was going to do quite a lot for the benefit of the plumber, but we found that it did not amount to much, as the master plumbers meet together once a year to have a good time, and air their views, and listen to a lot of bosh from the representatives of the manufacturers and wholesale houses, and drink a little beer, pass some meaningless resolutions, and then go home thinking everything is O.K., but in about two weeks' time, we find the wholesale manufacturers have repudiated the promises made by their representatives and are continuing in the same old way.

Down in this part of the country we had several wholesale firms selling to the consumer direct, ignoring the claims of the master plumber entirely, and in some cases they go so far as to quote prices, and send circulars to our own workmen. These facts have come before the master plumbers in their session at Halifax in 1902, and also in Montreal in 1903, and probably will continue to do so till the end of time, or until such times as the master plumbers in their conventions mean just what they say (and say just what they mean).

Hoping, Mr. Editor, I have not taken up too much of your valuable space with my grievance, I sign myself

"ONE OF THE CRAFT."

Moncton, N.B., Jan. 13.

A New Gas Light.

One of the new propositions now being extended to the hardware trade is tne new "Morrison Gas Arc Light," which is made by The James Morrison

Brass Mfg. Co., Toronto, who for many years have manufactured one of the most representative lines of gas and electric light fixtures in Canada. The new arc light represents the experience of several years of lamp building, and is put out with strong claims for its efficiency. The greatest volume of light with the smallest consumption of gas and splendid durability are features of the lamp for which the Morrison company make strong claims.

Plumbers at Hockey.

The "Queen City" Hockey League is producing some fast hockey this season. The James Morrison Co. are now at the head of the league, beating The Ontario Lead & Wire Co. last week. Of the remaining games Toronto plumbers are interested in the following:

Jan. 22—Ontario Lead & Wire Co. at Dominion Express.
25—Ontario Lead & Wire Co. at Jas. Morrison Co.
26—Ontario Lead & Wire Co. at Gowans Kent.
30—Jas. Morrison Co. at R. G. McLean.
Feb. 1—Massey-Harris at Jas. Morrison Co.
2—R. G. McLean at Ontario Lead & Wire Co.
4—Massey-Harris at Ontario Lead & Wire Co.
4—Jas. Morrison Co. at Gowans Kent.

Building Permits Issued.

TORONTO.

Joseph A. Genereaux, alterations to dwellings on Vermont avenue, to cost $1,000.

J. H. McKnight, a two-storey detached brick dwelling on First avenue, to cost $1,000.

Wm. Pudifin, two pairs semi-detached two-storey brick dwellings on Dufferin street, to cost $5,600.

L. C. Shepard, three pairs semi-detached dwellings on McPherson avenue, to cost $10,800.

Wm. Pudifin, three pairs of semi-detached two-storey roughcast dwellings on Gladstone avenue, to cost $6,600.

Building Notes.

The Bank of Commerce will erect a new bank building at St. John, N.B.

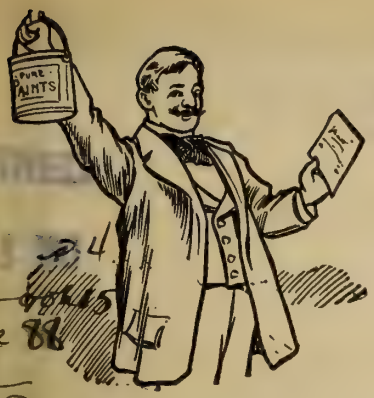
The Indian Industrial School, at Qu'Appele, Man., recently destroyed by fire, will be rebuilt.

Last year made a record in building operations in Vancouver, permits to the value of $1,353,828 being taken out.

A brisk building season is anticipated at Glace Bay, N.S., where the population has increased from 6,945 to over 10,000 since 1891.

The ninth game of the Queen City Hockey League, Toronto, series was played on January 12 between The James Morrison Brass Mfg. Co. and The Ontario Lead and Wire Co., when the James Morrison company's team won. The score was 7-3.

Keith & Fitzsimons have installed a new lighting plant in the Denison House, Coldwater, Ont., also solar acetylene lighting plants for L. Morris, Bowmanville, and the town hall, Kettleby, Ont. They have completed a new electric light plant for the town hall, Bowmanville.



RAMSAY'S PAINTS

GET READY!

Look after your trade for 1904, it's going to be a big one.

Have you got a decent share of the trade in your town? If not, let us get after it for you with RAMSAY'S PAINTS.

Ramsay's Paints talk and bring you trade that pays.

Ramsay's Paints sell at a price that nobody grumbles about—the lowest price for the best paint—not too high for profit making.

Let us tell you about it.

A. RAMSAY & SON **EST'D** **THE PAINT**
MONTREAL **1842** **MAKERS**

The New Century Ball-Bearing Washing Machine.

Not the cheapest but decidedly the best Washing Machine made.

Five to seven minutes only required for a tubful.
The operator need not stand when using it, and there is practically no wear on garments.
Full information given on application.

THE DOWSWELL MANUFACTURING CO., Limited.
Hamilton, Ont.
W. L. HALDIMAND & SON, Montreal, - Eastern Agents.

We know that every merchant who looks into the merits of the

Imperial Oxford Range

sees the advantage of selling it to his customers. They have so many good talking points that they are easily sold. They are so well know that they are half sold before your customer comes into the store. Call in and talk the matter over—or write us for particulars.

The Gurney Foundry Company, Limited,

Toronto Winnipeg Vancouver

The Gurney-Massey Company, Limited,

Montreal.

"Dominion Brand" Tarred Felt.

THE BEST THAT MONEY CAN BUY.

"Shield Brand" Ready Roofing, 2 and 3-ply.

QUICK SELLERS.

MANUFACTURED ONLY BY

Lockerby & McComb, 65 Shannon St., Montreal

Bell Telephone Main 1989.

J.M.T

Our Trade Mark

will light the way to increased business and its attendant profits this year. Commence right by installing our line of bathroom fixtures for which you will find a continual demand throughout every month in the year. We want you to investigate our proposition to the trade and you'll find it advantageous to write to-day.

The JAMES MORRISON BRASS MFG. CO., Limited, TORONTO, ONT.

A $2.50 Wonder.

The Hamilton Model 19 "Take-Down" Rifle actually is a mechanical marvel in metal. Beautiful in design and wonderfully accurate in its fitting and finish, it is a positive revelation of the infinite possibilities of "Gumption" when concentrated upon the perfection of a single article. No really "live" merchant can read a little "crisp" circular of our "get," describing the Hamilton Rifle, and escape the conviction that he could sell freely precisely such as admirable gun. Shall we mail you a copy of that document?

The HAMILTON RIFLE CO.,

Box No. 71. PLYMOUTH, MICH.

C.H.HENMELS PHILA.

The Hamilton Steel & Iron Company

LIMITED

HAMILTON, - CANADA.

OPEN HEARTH

STEEL CASTINGS

OF ANY WEIGHT.

INDUSTRIAL GOSSIP

HARDWARE AND METAL would be pleased to receive from any authoritative source industrial news of any sort, the formation or incorporation of companies, establishment or enlargement of mills, factories foundries or other works, railway or mining news, etc. All such correspondence will be treated as confidential when desired.

THE Canada Steel Goods Co. Limited, Leamington, Ont., have been incorporated with a capital of $75,000 to acquire the patents, buildings, machinery and good will of the Dominion Steel Whiffle Tree Co., of Leamington. The directors are R. O. Y. Ainslie and W. J. Ainslie, Comber, Ont.; A. F. Hatch, Toronto.

The Arndt Tree Protector, Limited, Toronto, have been incorporated with a capital of $40,000, to take over the Canadian patents for the Arndt Tree Protector and also the plant and machinery for the manufacture of the protector. The directors are G. E. Bradshaw, N. W. Tovell, E. E. Wallace, E. E. Charlton and O. B. Clarke, all of Toronto.

The Ontario Electric Light, Heat and Power Co., Limited, Toronto, have been incorporated with a capital of $40,000, to acquire the Colborne Electric Light and Power plant, and to manufacture all kinds of electric machinery and supplies. The directors are C. J. Walker, E. E. Cooke, E. E. Charlton, O. B. Clark and R. W. Eyre.

The Stevens Company, of Galt Limited, Galt, Ont., have been incorporated with a capital of $20,000, to engage in a general machine and tool manufacturing business and to take over the business now being carried on in Galt under the name of Stevens & Co. The directors are J. J. Stevens, W. A. Rothwell, and E. C. Jones, all of Galt.

The Union Cereal Co., Limited, Toronto, have been incorporated with a capital of $100,000, to manufacture and deal in oats and other grain, and to carry on a general milling, elevating and storing business. The directors are W. A. Strowger, J. B. Hallworth, Harry Green, E. P. Roden, all of Toronto, and W. A. Dowler, Tillsonburg, Ont.

The concentrating and cyaniding plant of the Gooderham-Blackstock mining syndicate on the Columbia River, B.C., will soon be in operation. It is the largest plant of its kind in Canada and one of the most up-to-date in the world. The mill is intended for the treatment of low grade ores, and the output will be 400 tons per day.

There can be but little doubt but that the supply of hardwood suitable for manufacturing purposes is becoming very low. It is said that the International Harvester Co., of Hamilton, the Massey-Harris Co., and Frost & Wood have all requested the Bureau of Forestry for information concerning the amount of hardwood in Ontario now.

W. H. Aldrich, Trail, B.C., chief of the mining and metallurgical department of the C.P.R., is reported to have stated that mining conditions in the west had improved very materially during the last few months. He says that considerable progress has been made by the C.P.R. in the opening up of the semi-anthracite coal mine at Banff, B.C. There are millions of tons of coal in sight, but at the outset the mine will be worked to produce only from 15,000 to 20,000 tons per month.

A meeting of the Winnipeg Wholesale Implement and Carriage Association was held in Winnipeg recently and the following officers were elected for the year 1904: W. H. Hutchinson, President; Jos. Maw, First Vice-President; A. E. Mott, Second Vice-President; A. G. Watson, Secretary-Treasurer; Executive Committee, L. Hartshorne, L. C. Kaslett, A. C. McRae, G. W. Erb, R. S. Agur, A. N. Stewart. The reports of the association showed that the implement trade had grown considerably during the past year.

NOTES.

The new saw mill at Clarendon, B.C., is about to commence operations.

The Brandon Woollen Mills Co., Brandon, Man., have been incorporated with a capital of $60,000

The Northwest Machinery and Iron Co., Limited, Winnipeg, have been incorporated with a capital of $40,000.

It is reported that the Dominion Iron and Steel Co. are about to close negotiations for the sale of extensive iron pyrites at Roswell Bay, Nova Scotia, to an American company.

A despatch from Ottawa says that a large tannery is to be established just on the outskirts of the city. J. Laing, of Berlin, is the chief mover in connection with the enterprise.

The new galvanizing plant of the Page-Hersey Iron and Tube Mills is now in ful operation, and it is expected that the venture of this company into the galvanizing industry will be successful.

The Robertson Varnish Co., Limited, Toronto, have been incorporated with a capital of $25,000, to manufacture and deal in varnishes, paints, oils and glass. The directors are A. A. McMichael, H. S. Hawood, and G. F. Clare, all of Toronto.

The McLean Lumber Co., Limited, Windsor, Ont., have been incorporated with a capital of $40,000, to manufacture and sell all kinds of lumber The directors are A. N. McLean, W. T. Carter, Windsor; and W. J. Pulling, Sandwich, Ont.

S. J. Major, Limited, Ottawa, have been incorporated with a capital of $200,000, to carry on a general wholesale and retail grocery and liquor business. The directors are A. Major, H. Major, Geo. LeBel, J. Cote and Emile Major.

The Dr. Unger Medicine Co., Limited, Toronto, have been incorporated with a capital of $60,000, to manufacture and deal in patent medicines. The directors are A. A. Granger, E. M. Granger, F. N. Reesor, and R. J. Reesor, all of Toronto.

The Lindsay Portland Cement Co., Limited, Lindsay, Ont., have been incorporated with a capital of $500,000, to manufacture and sell cement. The directors are J. D. Flavelle, T. Sadler, R. Sylvester, and J. B. Knowlson, all of Lindsay.

The Tait Carss Lumber Co., Limited, Orillia, Ont., have been incorporated with a capital of $40,000 to manufacture and sell lumber, laths and shingles, and to deal in fuel and ice. The directors are A. Tait, S. E. Carss and C. C. Carss, all of Orillia.

The Fenelon Falls Milling Co., Limited, Fenelon Falls, Ont., have been incorporated with a capital of $20,000, to acquire the business now being carried on in Fenelon Falls under the name of Francis Sanford. The directors are F. Sanford, H. Puley, G. J. Nie, all of Fenelon Falls.

The Convertible Car Co., Limited, Toronto, have been incorporated with a capital of $75,000, to manufacture and deal in convertible railway and other cars. The directors are R. G. Dickson.

C. A. Johnston, P. H. Drayton, H. M. Johnston and R. M. Fahey, all of Toronto.

Within the next two months it is reported that the Roche Percee coal mines, Assinaboia, will be opened up. It is claimed to be one of the richest coal mines in the Dominion, and if everything works well it is very likely that industries will be established in the vicinity of the mine.

FORMING JOINT STOCK COMPANY.

Mr. Walter Grose returned to Montreal last week after a two weeks' business trip to the headquarters of the Ontario Lantern Company at Hamilton, Ontario. Mr. Grose informs us that he has bought the quarter interest in the firm formerly held by Mr. E. Schultz. It is the intention now to organize the business as a joint stock company with a capital of $100,000 under the name of the Ontario Lantern and Lamp Company. The firm are bringing in a practical expert from the United States who, as superintendent, will take charge of the works. They intend adding several new lines of lanterns and lamps and will increase their plant very considerably.

NEW MANAGER H. R. IVES & CO.

J. M. Henderson, who has been connected with the firm of H. R. Ives & Co. for a great number of years, has been appointed first vice-president and general manager of this concern in place of the late Samuel Coulson, mention of whose untimely death was made in our issue of January 9. Mr. Henderson is a thoroughly trained hardware man, and it is a tribute to his ability and perseverance that he should get this important appointment. Like several other business men of Montreal who have come to the front, Mr. Henderson was trained in the old hardware firm of Mulholland & Baker, a firm who have turned out such men as George Chillas, president of The Gorham Co., and W. H. Evans, of The Canada Paint Co. From this firm Mr. Henderson passed to Morland, Watson & Co., and from thence to the firm with which he is now connected.

In addition to being a faithful business official, Mr. Henderson is also very popular in Masonic and social circles in Montreal, and he is equally at home in weilding the gavel, proposing the health of the King, or responding to the toast of "The Ladies." "Hardware and Metal" offers its sincere congratulations to Mr. Henderson on his well-deserved promotion.

THE ONE THING IN THE WAY.

A MAN who is a great stickler for classification and form, was promoted to the position of manager of a hardware jobbing house. He had long had his ideas as to how travelling salesmen should be handled, and now he determined to put them into practice. But first, he would give the men a chance to state their woes, so that he could tell them how to correct them.

So he prepared an ornate circular letter which he sent to each one of them. And the central thought of this letter lay in this question: "What is the chief difficulty that you run against on the road?"

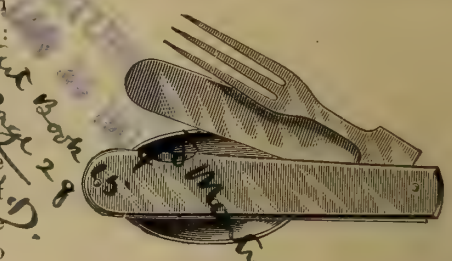
The answers were all back in about a week. They were direct and terse. In every case the response was in two words: "The buyer."

THE BUYERS' GUIDE.

The Manufacturers' List Co., have issued their "Manufacturers' Product List," a publication which they state entailed an expenditure of $10,000 to produce. In a reference to it the publishers give the following information: "It contains a list of over 12,000 manufacturers' addresses and the character of their business—9,000 more than any other publication of its kind in Canada. No progressive manufacturer has been left out that would furnish us a list of his products. The smallest as well as the largest producer is indexed free of charge. The advertiser in the book only has the advantage of his advertisement over those who do not advertise. This is all important to the buyer." Readers of this paper desiring to secure a copy of the book are requested to notify the Editor, "Hardware and Metal."

PATENT PICNIC KNIFE.

THE illustration shows a little novelty in English cutlery which should be of interest to hardware dealers who aim to supply the wants of picnic parties. This "patent picnic knife" contains in small compass a handsome and serviceable picnic outfit, comprising a knife, fork, and spoon. The fork or spoon can easily be detached by opening half way and sliding the side of the handle downwards. The length when open is seven inches and when shut



it is probably half that length. It is manufactured from the best nickel silver and fine cast steel, at a cost not exceeding that of a reliable two-bladed pocket knife. Prices vary of course with the quality of the handles which are supplied in nickel, aluminum, wood, bone, black buffalo, ivory and silver. The knife is manufactured by Singleton & Priestman, of Pond Hill Sheffield. Mr. James Grant, of 810 Palace street, Montreal, is now representing this firm in Canada and further information may be obtained by addressing him.

WORKER AND OWNER

Workableness durability profitableness are all one thing in galvanized iron.

A cranky iron, to work, is cranky in wear—don't pay to be cranky.

Quick service.

Return a whole sheet for an inch of fault.

American Sheet Steel Company, New York

Representatives for Canada

B. & S. H. Thompson & Company

53 St. Sulpice Street

Montreal

The Best Door Closer Is . . .

NEWMAN'S INVINCIBLE FLOOR SPRING

Will close a door silently against any pressure of wind. Has many working advantages over the ordinary spring, and has twice the wear. In use throughout Great Britain and the Colonies. Gives perfect satisfaction. Made only by

W. NEWMAN & SONS,

Hospital St., - - BIRMINGHAM

Write for free samples.
Agents being placed in every district.

Arrow Brand Asphalt Ready Roofing

Easy to lay—lasts long—needs no painting, as it comes in rolls already surfaced with gravel.

A. C. JENKING, Sole Selling Agents,
Room 215 Coristine Building, - - MONTREAL.

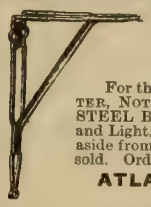
Building Plans.

The light problem is solved admirably and economically for factories, warehouses, sheds, and public buildings by

The Ormsby Skylight

By any test the best Skylight on the market. Write for particulars.

A. B. ORMSBY & CO.,
Cor. Queen and George Streets,
TORONTO, ONT.



Will Hold Up a Shelf!

That's what a shelf bracket is for.

For this purpose there can be NOTHING BETTER, NOTHING CHEAPER than the BRADLEY STEEL BRACKET. It is well Japanned, Strong and Light. The saving in freight is a good profit, aside from the lower price at which the goods are sold. Order direct or through your jobber.

ATLAS MFG. CO.,
New Haven, Conn., U.S.A.

MADE IN ENGLAND.
HACK SAW BLADE
MADE BY
CHAS. BAYNES
KNUZDEN BROOK
BLACKBURN

THE "SUN" BRAND PORTLAND CEMENT.

We make only one quality and that the best. Ask us for quotations.

The Sun Portland Cement Co., Limited
OWEN SOUND
JAS. A. CLINE, Managing Director.

The Grey and Bruce Portland Cement Company of Shallow Lake, Limited,

Manufacturers of

"Hercules" and "Lion" Brands

of

PORTLAND CEMENT

Unsurpassed for Sidewalks, Floors, and all work requiring the Highest Grade of Portland Cement.

HEAD OFFICE : OWEN SOUND.

The Hanover Portland Cement Co., Limited
HANOVER, ONTARIO.

Manufacturers of the Celebrated **"Saugeen Brand"** OF PORTLAND CEMENT.

Prices on application.

"THE EMLYN" SAW BENCH

Made in 6 sizes. Best value obtainable. Specially designed for export With or without "Emlyn" Patent Guard. Sole maker—

CHARLES D. PHILLIPS,

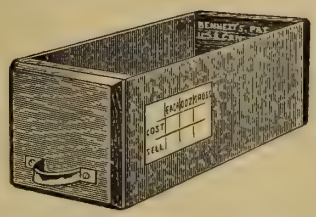
Cables—"Machinery," Newport.
Emlyn Engineering Works NEWPORT, MON., ENGLAND

...THE...

Bennett Manufacturing Co.

Bennett's Patent Shelf Box and Cabinets for Hardware, Grocery, Seed and Drug Trades, etc.

Owing to the steady and rapid growth of our business new quarters were needed.



Address all communications to our New Factory :

Pickering, Ontario

Persons addressing advertisers will kindly mention having seen their advertisement in Hardware and Metal.

SPRINGS

FLAT—SPIRAL OR VOLUTE

INTERESTING CATALOG MAILED ON APPLICATION

THE WALLACE BARNES CO.
BRISTOL CONN.

The Saw That Sells Itself.

When placed in the hands of the intelligent mechanic the **ATKINS** High Grade Silver Steel Hand Saw sells itself. You simply show it and the saw does the rest.

ATKINS Silver Steel Hand Saws with Perfection Handles are warranted the FINEST Saws on earth in material, temper, grinding and finish.

Write for Catalogue and Prices.

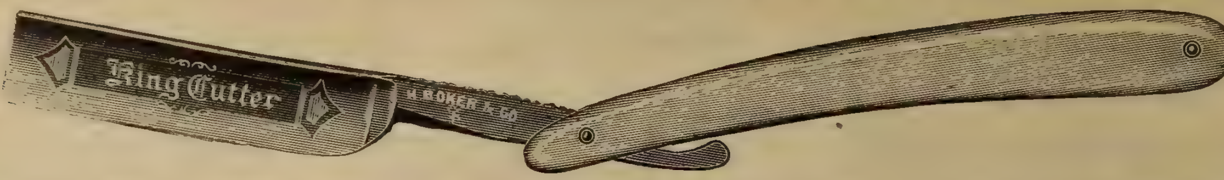
E. C. ATKINS & CO.

H. P. HUBBARD, Sales Agent for Canada.
Toronto Office: 30 Front St. East. Tel. Main 1896

ATKINS
ALWAYS AHEAD

Leading Saw and Tool Manufacturers
Factories : INDIANAPOLIS, IND.
Northwestern Branch: Minneapolis, Minn.

IMITATION THE SINCEREST FLATTERY



H. BOKER & CO. were the **FIRST** to produce Razors with galvanic-gold etching in the hollow. The **"KING CUTTER"** was the first of this kind ever offered, and the brand and design of etching were duly registered at Ottawa.

The Quality being **UNSURPASSED,** almost every maker doing business in Canada, has copied the galvanic-gold etching as well as the design, as near as the laws will allow, but, the **"KING CUTTER"** leads and no maker can come near the same quality and workmanship.

FOR SALE BY LEADING WHOLESALE FIRMS.

CURRENT MARKET QUOTATIONS.

January 22, 1904.

These prices are for such qualities and quantities as are usually ordered by retail dealers on the usual terms of credit, the lowest figures being for larger quantities and prompt pay. Large cash buyers can frequently make purchases at better prices. The Editor is anxious to be informed at once of any apparent errors in this list, as the desire is to make it perfectly accurate.

METALS.

TIN.

Lamb and Flag and Straits— 56 and 28-lb. ingots, 100 lb.	$30 50	$31 50

TINPLATES.

Charcoal Plates—Bright.

M.L.S., equal to Bradley—		Per box.
I C, usual sizes	...	$6 50
I X "	....	8 00
I X X "	....	9 50
Famous, equal to Bradley—		
I C	....	6 75
I X	...	8 25
I X X	....	9 75
Raven and Vulture Grades—		
I C, usual sizes	....	4 50
I X "	....	5 50
I X X "	....	6 50
I X X X "	....	7 50

"Dominion Crown Best"—Double Coated, Tissued.

		Per box.
I C	....	5 50
I X	....	6 50
I X X	....	7 50

"Allaway's Best"—Standard Quality.

I C	....	4 50
I X	....	5 50
I X X	....	6 50

Coke Plates—Bright.

Bessemer Steel—		
I.C., usual size, 14x20	....	3 65
I.C., special sizes, base	....	3 90
20x28	....	7 75

Charcoal Plates—Terne.

Dean or J. G. Grade—		
I.C., 20x28, 112 sheets	6 75	7 50
IX., Terne Tin	....	10 50

Charcoal Tin Boiler Plates.

Cookley Grade—		
X X, 14x56, 50 sheet bxs. / " 14x60, " / " 14x65, "	....	7 00

Tinned Sheets.

72x30 up to 24 gauge	....	7 50
" " 26 "	....	8 00

IRON AND STEEL.

Common bar, per 100 lb	....	2 00
Refined " "	....	2 40
Horseshoe Iron "	....	2 40
Hoop steel, 1½ to 3-in. base	....	2 90
Sleigh shoe steel, "	....	2 10
Tire steel	2 30	2 50
Reeled machinery	....	3 00
Toe calk steel	2 85	3 00
T. Firth&Co.'s tool steel, per lb	0 12½	0 13
Jessop's tool steel	....	0 14
Morton's tool steel	0 12½	0 13
Black Diamond and "B.C." tool steel	0 10	0 11
Chas. Leonard's tool steel	0 08	0 09
Jonas & Colver's tool steel	0 10	0 20
" " Air Hardening"	....	0 70
Drill steel, per lb	0 08	0 10
Russia Iron—		
Genuine	....	0 11
Imitation Dom. Crown	....	0 06

STEEL BOILER PLATE.

¼ in	2 50	2 60
3-16 in	2 60	2 70
⅜ in. and thicker	2 50	2 60

BABBIT METAL.

"Tandem," A	per lb.	0 27
" B	"	0 21
" C	"	0 11½
Frictionless Metal	"	0 23

Syracuse Smelting Works:

Aluminum, genuine	0 45
Government, "	0 44
Tough, "	0 40
Hard, "	0 40
Dynamo	0 30
Special	0 25
Harmony	0 22
Car Box	0 20
Extra	0 15

The Canada Metal Co.:

Imperial, genuine,	0 40
Metallic	0 30
Hercules	0 20
Star	0 15
No. 1	0 12
No. 2	0 10
No. 3	0 06
No. 4	0 05

Geo. Langwell & Son.

No. 1	0 08
No. 2	0 07
No. 3	0 05½
Extra	0 09½

BLACK SHEETS.

	Montreal.	Toronto
10 and 16 gauge	2 25	2 55
18 gauge	2 30	2 60
20 "	2 30	2 60
22 to 24 gauge	2 35	2 70
26 "	2 40	2 80
28	2 40	2 90

COPPER WIRE.

Discount, 50 per cent.

CANADA PLATES.

Ordinary		2 65
All bright		3 50
Galvanized Canada Plates—	Ordinary.	Dom. Crown.
18x24x52	4 25	4 35
" 60	4 50	4 60
20x28x80	8 50	8 70
" 94	9 00	9 20

GALVANIZED SHEETS.

	Fleur-de-Lis.	Comet	Bell.	Queen's Head
16 gauge	3 65	....	....	....
18 to 24 gauge	3 75	3 75	3 75	4 05
26 "	4 00	4 00	3 90	4 25
28 "	4 25	4 25	4 05	4 50

American brands, $4.40 for 28 gauge.
Less than case lots 10 to 15c. extra.

CHAIN.

Proof coil, 3-16 in., per 100 lb.	....	....
" ¼ "	....	6 10
" 5-16 "	....	4 70
" ⅜ "	....	4 00
" 7-16 "	....	3 80
" ½ "	....	3 70
" 9-16 "	....	3 55
" ⅝ "	....	3 35
" ¾ "	....	3 30

Halter, kennel and post chains, 40 to 40 and 5 per cent.

Cow ties	40 p.c.
Tie out chains	65 p.c.
Stall fixtures	35 p.c.
Trace chain	45 p.c.

Jack chain, iron, single and double, discount 35 p.c.
Jack chain, brass, single and double, discount 40 p.c.

COPPER.

	Ingot.	Per 100 lb.
Casting	13 50	14 00
Bars.		
Cut lengths, round, ½ to ⅞ in.	23 00	25 00
" round and square, 1 to 2 inches	23 00	25 00

Sheet.

Plain, 16 oz., 14x48 and 14x60	....	20 00
Plain, 14 oz.,	....	21 00
Tinned copper sheet	....	24 00
Planished	....	32 00

Braziers' (in sheets).

4x6 ft., 25 to 30 lb. each, per lb.	....	0 22
" 35 to 45 " "	....	0 21
" 50-lb. and above "	....	0 20

BOILER AND T.K. PITTS.

Plain tinned, per lb	....	0 28
Spun, per lb	....	0 32

BRASS.

Rod and Sheet, 14 to 30 gauge, 15 per cent

Sheets, hard-rolled, 2x4	0 23
Tubing, base, per lb	0 23½

ZINC SPELTER.

Foreign, per 100 lb	6 00	6 25
Domestic " "	....	....

ZINC SHEET.

5-cwt. casks	6 15	6 50
Part casks	6 50	7 00

LEAD.

Imported Pig, per 100 lb	3 20	3 30
Bar, per lb	....	0 05
Sheets, 2½ lb. sq. ft., by roll	....	0 06¼
Sheets, 3 to 6 lb. "	....	0 06

NOTE.—Cut sheets ½c. per lb., extra. Pipe, by the roll, usual weights per yard, lists at 7c. per lb. and 35 p.c dis. f.o.b. Toronto.

NOTE.—Cut lengths, net price, waste pipe 8-ft. lengths, lists at 8c.

ANTIMONY.

Cookson's per lb.	7 50	8 00

SHOT.

Common, $6.50 per 100 lb.; chilled, $7.00 per 100 lb.; buck, seal and ball, $7.50. Discount, 17½ p.c. Prices are f.o.b. Toronto, Hamilton, Montreal, St. John and Halifax. Terms, 3 p.c. cash, freights equalized.

PLUMBING GOODS.

BATH TUBS.

Zinc	6 00

Copper, discount 20 per cent. off revised list.

BATHS.

Standard Enameled.

5½-ft. rolled rim, 1st quality	23 00
5½ " " " 2nd "	20 00

CLOSETS.

	Net.
Plain York or Ontario Syphon Jet	$9 60
Emb. " " "	10 20
Fittings	1 00
Plain Simplex Syphon Jet	9 00
Emb. " " "	7 50
Fittings	1 25
Low Down Elgin or Teutonic, plain	6 00
Low " " " emb.	6 50
Plain Richelieu	4 25
Emb. "	4 50
Connections	1 25
Closet connection	1 25
Basins, P.O., 14-in	0 63
Basins, oval, 17 x 14-in.	1 50
Basins, " 19 x 15-in.	2 00

IRON PIPE.

Black pipe—		Per 100 feet.
⅛ inch	....	3 25
¼ "	2 30	2 30
⅜ "	2 55	2 55
½ "	2 85	2 85
¾ "	3 65	3 65
1 "	....	5 20
1¼ "	....	7 35
1½ "	....	8 95
2 "	....	12 55
2½ "	....	19 25
3 "	....	22 75
3½ "	....	28 75
4 "	....	35 25
4½ "	....	41 00
5 "	....	44 00
6 "	....	57 50

Galvanized pipe—		
¼ inch	....	3 20
⅜ "	....	3 45
½ "	....	3 90
¾ "	....	5 00
1 "	....	7 20
1¼ "	....	10 05
1½ "	....	12 20
2 "	....	16 85

Malleable Fittings—Discount 15 p.c.
Cast Iron Fittings—
On unions, 55 per cent.; on nipples, 60 per cent.; headers and flanged unions, 52½ per cent.; bushings, plugs and other than standard 57½ per cent.

PLUMBERS' BRASS GOODS.

Standard Compression work, dis. 60 per cent.
Cushion work, discount 50 per cent.
Fuller work, discount 65 per cent.
6 dozen lots and over of the above, extra discount 10 per cent.
Lever handle Stops and Waste, discount 60 per cent. With, in lots of 2 dozen and over, an extra discount of 10 per cent.
Globe, Angle and Check Valves, discount 55 per cent.
Standard Globe, Angle and Check Valves, discount 60 per cent.
J. M. T. Radiator Valves discount 55 per cent
Standard Radiator Valves, discount 60 per cent.
Patent Quick-Opening Valves, discount 65 per cent.

No. 1 compression bath cock	net	1 75
No. 4 " "	"	2 00
No. 7 Fuller's	"	2 20
No. 4½, "	"	2 35
Patent Compression Cushion, basin cock, hot and cold	per doz.	15 06
Patent Compression Cushion, bath cock, No. 2208		2 25

Square head brass cocks, discount 55 per cent
" " iron " " 50 to 60 "
Competition Globe, Angle and Check Valve discount 65 per cent.
Thompson Smoke-test Machine $25.00

RANGE BOILERS.

Dominion, 30 gallon	net	5 50
" 35 "	"	6 50
" 40 "	"	7 50
Ronald's Galvanized, 30 gallon,	"	7 40
" " 35 "	"	8 40
" " 40 "	"	9 60
Copper, 30 gallon	"	22 00
" 35 "	"	24 00
" 40 "	"	28

Discount off copper boilers 15 per cent.

SOIL PIPE AND FITTINGS.

Light soil pipe, discount, 45 and 5 per cent.
" " fittings, discount 50 and 5 p.c.
Med. and Extra heavy pipe and fittings, dis. 55 and 5 per cent.
7 and 8-in. pipe, discount 40 and 5 per cent.

SOLDER.

		Per lb
Bar, half-and-half, guaranteed	....	0 19
Bar, half-and-half, commercial	....	0 18
Refined	...	0 18
Wiping	....	0 17

PAINTS AND OILS.

BLUESTONE.

Casks, for spraying,	5 50
100-lb. lots do per lb	0 08

COLORS IN OIL.

25-lb. tins, Standard Quality.

Venetian red, per lb.	0 03½	0 05
Chrome yellow	0 12	0 14
Golden ochre	0 07	0 10
French "	....	0 06
Marine black	....	0 04
Chrome green	....	0 10
French Imperial green	....	0 14
Signwriters' black	....	0 16
Umber	0 04	0 06
Sienna	0 04	0 07

THOS. GOLDSWORTHY & SONS

MANCHESTER, ENGLAND.

EMERY { Cloth Corn Flour

We carry all numbers of Corn and Flour Emery in 10-pound packages, from 8 to 140, in stock. Emery Cloth, Nos. OO., O., F., FF., 1 to 3.

JAMES HUTTON & CO., Wholesale Agents for Canada, **Montreal.**

COLORS, DRY.

Common ochre, bbls	1 15	1 30
Yellow ochre (J.F.L.S) bbls.,	....	2 00
Brussels ochre	....	2 00
Venetian red, bbl	1 50	2 25
English oxides, per cwt	3 00	3 25
American oxides, bbls	1 25	2 75
Canadian oxides, bbls	1 25	1 75
Super magnetic oxides, 93 p.c.	2 00	2 25
Burnt sienna, pure, per lb	....	0 10
" umber, " "	0 08	0 10
Raw umber	0 08	0 10
Drop black, pure	....	0 10
Chrome yellow, pure	....	0 18
Chrome greens, pure per lb	0 09	0 10
Golden ochre	0 03	0 04
Ultramarine blue, in 28-lb. boxes, per lb.	0 06	0 12
Fire proof mineral, per 100 lb.	....	1 00
Genunie Eng. Litharge, per lb	....	0 07
Mortar color, per 100 lb	1 25	1 5[illegible]
Pure Indian red, No. 45, lb.	0 08	0 1[illegible]
Whiting (common), bbl	0 55	0 50
English vermilion in 30-lb. bgs.	...	0 85

CASTOR OIL.

British, 1st. qual, in cases, per lb	0 08½	0 09½
" " small lots	0 10	0 10½

COD OIL, ETC.

Cod oil, per gal	0 50	0 55
Pure olive	....	1 40
" neatsfoot	....	0 90

WHITE LEAD. Per 100 lb.

Pure	....	4 75
No. 1	....	4 50
No. 2	....	4 25
No. 3	....	3 87½
No. 4	....	3 50
Munro's Select Flake White	....	4 75
Elephant and Decorators' Pure	....	4 75
Decorator's Pure	....	4 75
Sterling Pure	....	5 00
Island City Pure	....	5 00
Ramsay's Pure Lead	4 75	5 00
Ramsay's Exterior	4 50	4 75

RED LEAD.

Genuine, 560 lb. casks, per cwt	$4 25	$4 50
Genuine, 100 lb. kegs, "	....	4 75
No. 1, 560 lb. casks, per cwt	....	4 00
No. 1, 100 lb. kegs, per cwt	....	4 25

WHITE ZINC.

Extra Red Seal	0 06	0 08
French V. M.	0 06	0 06½
Lehigh	0 06	0 06¼

DRY WHITE LEAD.

Pure, casks	4 50
Pure, kegs	4 75
No. 1, casks	4 25
No. 1, kegs	4 50

PREPARED PAINTS.

In ¼, ½ and 1-gallon tins.

Pure, per gallon	....	1 20
Second qualities, per gallon	....	1 00
Barn (in bbls.)	0 60	0 90
The Sherwin-Williams paints	....	1 40
Canada Paint Co.'s pure	....	1 25
Toronto Lead & Color Co's pure	....	1 25
Sanderson Pearcy's pure	....	1 20
Standard Co.'s "New Era."	....	1 30
"Globe" barn	60	70
Francis-Frost Co.'s "Ark" B'd	....	1 25
" British Navy deck	....	1 50
Henderson & Potts's "Anchor"	....	1 35
Globe Paint Co.'s mixed	....	1 30
" barn and bridge	....	0 75
Ramsay's paints, Pure, per gal.	....	1 20
" Thistle, "	....	1 00
" Outside, bbls	0 55	0 65
Island City House Paint	....	1 25
" Floor "	....	1 25
Sterling House Paint	....	1 20
" Floor "	....	1 10
National	....	1 05

PUTTY.

Bulk in bbls	2 05
Bulk in less quantity	2 25
Bladders in bbls	2 25
Bladders in kegs, boxes or loose	2 40
25-lb. tins	2 25
12½ lb. tins	2 50
Bladders in bulk or tins less than 100 lb.	2 50

VARNISHES.

In 5-gal. lots.	Per gal.	Net.
Carriage, No. 1	1 50	1 60
Pale durable body	4 10	4 25
" rubbing	2 85	3 20
Gold size, japan	1 50	1 60
No. 1 brown japan	0 85	0 90
Elastic oak	....	1 50
Furniture, extra	1 10	1 25
" No. 1	0 90	1 00
Hard oil finish	1 35	1 50
Light oil finish	1 60	1 70
Damar	1 75	2 00
Shellac, white	2 40	2 50
" orange	2 30	2 40
Turpentine, brown japan	1 10	1 20
" black japan	1 10	1 20
" " No. 1.	0 85	0 90
Elastilite varnish, 1 gal. can, each		2 00
Granitine floor finish, per gal		2 75

Maple Leaf coach enamels; size 1, $1.20; size 2, 70c.; size 3, 40c. each.
Sherwin-Williams' kopal varnish, assorted case, from to 1 gal., $2.50.

GLUE.

Common	0 08	0 08½
French medal	0 10	0 14
White, extra	0 18	0 22
Gelatine	....	....
Strip	0 18	0 20
Coopers	0 19	0 20
Huttner	....	....
Ground	0 12	0 16
Cologne, genuine	....	....

HARDWARE.

AMMUNITION.

Cartridges.

B. B. Caps Dominion, 50 and 5 per cent.
Rim Fire Pistol, discount 40 p.c., American.
Rim Fire Cartridges, Dominion, 50 and 5 p.c.
Central Fire Pistol and Rifle, 10 p.c., Amer.
Central Fire Cartridges, pistol sizes, Dominion, 30 per cent.
Central Fire Cartridges, Sporting and Military, Dominion, 15 per cent.
Central Fire, Military and Sporting, American, add 5 per cent. to list. B.B. Caps, discount 40 per cent., American.
Loaded and empty Shells, "Trap" and "Dominion" grades, 25 per cent. Rival and Nitro, 10 per cent. advance on list.
Brass Shot Shells, 55 per cent.
Primers, Dom., 30 per cent.; American, $1.60.

Wads.	per lb.
Best thick white felt wadding, in ½-bags	$ 00
Best thick brown or grey felt wads, in ½-lb. bags	0 70
Best thick white card wads, in boxes of 500 each, 12 and smaller gauges	0 99
Best thick white card wads, in boxes of 500 each, 10 gauge	0 35
Best thick white card wads, in boxes of 500 each, 8 gauge	0 55
Thin card wads, in boxes of 1,000 each, 12 and smaller gauges	0 20
Thin card wads, in boxes of 1,000 each, 10 gauge	0 25
Thin card wads, in boxes of 1,000 each. 8 gauge	...

Chemically prepared black edge grey cloth wads, in boxes of 250 each—	Per M.
11 and smaller gauge	0 60
9 and 10 gauges	0 70
7 and 8 "	0 90
5 and 6 "	1 10

Superior chemically prepared pink edge, best white cloth wads, in boxes of 250 each—	
11 and smaller gauge	1 15
9 and 10 gauges	1 40
7 and 8 "	1 65
5 and 6 "	1 90

ADZES.

Discount 20 per cent.

ANVILS.

Wright's, 80-lb. and over	0 10¾
Hay Budden, 80-lb. and over	0 09¼
Brook's, 80-lb. and over	0 11¼

AUGERS.

Gilmour's, discount 65 and 5 per cent. off list.

AXES.

Chopping Axes		
Single bit, per doz.	7 00	10 00
Double bit, "	10 00	18 00

Bench Axes, 40 per cent.
Broad Axes, 25 per cent.

Hunters' Axes	5 50	6 00
Boys' Axes	6 25	7 00
Splitting Axes	7 00	12 00
Handled Axes	7 50	10 00

AMERICAN AXE AND TOOL CO.

Red Ridge, boys', handled.	....	5 75
" hunters	....	5 25

AXLE GREASE

Ordinary, per gross	5 75	6 00
Best quality	13 00	15 00

BELLS.

Hand.

Brass, 60 per cent.
Nickel, 55 per cent.

Cow.

American make, discount 63¾ per cent.
Canadian, discount 45 and 50 per cent.

Door.

Gongs, Sargant's	5 50	8 00

" Peterboro', discount 46 per cent.

Farm.

American, each	1 25	3 00

House.

American, per lb.	0 35	0 40

BELLOWS.

Hand, per doz.	3 35	4 75
Moulders', per doz.	7 50	10 00

Blacksmiths', discount '0 per cent.

BELTING.

Extra, 60 per cent.
Standard, 60 and 10 per cent.
No. 1, not wider than 6 in., 60, 10 and 10 per cent.
Agricultural, not wider than 4 in., 75 per cent.

BITS.

Auger.

Gilmour's, discount 60 and 5 per cent.
Rockford, discount 50 and 10 per cent.
Jennings' Gen., net list.

Car.

Gilmour's, 47½ to 50 per cent.

Expansive.

Clark's, 40 per cent.

Gimlet.

Clark's, per doz	0 65	0 90
Diamond, Shell, per doz.	1 00	1 50
Nail and Spike, per gross	2 25	5 20

BLIND AND BED STAPLES.

All sizes, per lb.	0 07¾	0 12

BOLTS AND NUTS

	Per cent.
Carriage Bolts, common ($1 list)	
" " 3-16 and ¼	60
" " 3-16 and ⅜	55 and 5
" " 7-16 and up	55
" " full sq. ($2.40 list)	60
" " Norway Iron ($3 list)	60
Machine Bolts, all sizes, ⅜ and less	60
Machine Bolts, 7-16 and up	55 and 5
Plough Bolts	55 and 5
Blank Bolts	55 and 5
Bolt Ends	55 and 5
Sleigh Shoe Bolts	70
Coach Screws, cone point	70

Nuts, square, all sizes, 4c. per lb. off.
Nuts, hexagon, all sizes, 4¼c. per lb. off.
Stove Rods, per lb., 5½ to 6c.

BOOT CALKS.

Small and medium, ball ....per M.	4 25
Small heel "	4 50

BRIGHT WIRE GOODS.

Discount 62½ per cent.

BROILERS.

Light, discount 65 to 67½ per cent.
Reversible, discount 65 to 67½ per cent.
Vegetable, per doz., discount 37½ per cent.

Henis, No. 8	per doz.	6 00
Henis, No. 9	"	7 00
Queen City	"	7 50

BUTCHERS' CLEAVERS.

German ....per doz.	6 00	11 00
American "	12 00	20 00

BUTCHER KNIVES.

Bailey's ....per doz.	0 60	6 30

BUILDING PAPER, ETC.

Tarred Felt, per 100 lb.	1 85
Ready roofing, 2-ply, not under 45 lb. per roll	0 90
Ready roofing, 3-ply, not under 65 lb., per roll	1 15
Carpet Felt ....per ton	45 00
Heavy Straw Sheathing ....per ton	35 00
Dry Sheathing ....per roll, 400 sq. ft.	0 40
Tar " 400 "	0 50
Dry Fibre " 400 "	0 55
Tarred Fibre " 400 "	0 65
O. K. & I. X. L " 400 "	0 70
Resin-sized " 400 "	0 45
Oiled Sheathing " 600 "	1 00
Oiled " " 400 "	0 70
Roof Coating, in barrels ....per gal.	0 17
Roof " small packages "	0 25
Refined Tar ....per barrel	5 00
Coal Tar "	4 00
Coal Tar, less than barrels ....per gal.	0 15
Roofing Pitch ....per 100 lb.	1 10

BULL RINGS.

Copper, $2.00 for 2½-inch, and $1.90 for 2-inch.

BUTTS.

Wrought Brass, net revised list.

Cast Iron.

Loose Pin, discount 60 per cent

Wrought Steel.

Fast Joint, discount 65, 10 and 2½ per cent.
Loose Pin, discount 65, 10 and 2½ per cent.
Berlin Bronzed, discount 70, 70 and 5 per cent

Gen. Bronzed ....per pair	0 40	0 65

CARPET STRETCHERS.

American ....per doz.	1 00	1 50
Bullard's "	....	6 50

CASTORS.

Bed, new list, discount 55 to 57½ per cent.
Plate, discount 52½ to 57½ per cent.

CATTLE LEADERS.

Nos. 32 and 33 ....per gross	7 50	8 50

CHALK.

Carpenters' Colored, per gross	0 45	0 75
White lump ....per cwt.	0 60	0 65
Red	0 05	0 06
Crayon ....per gross	0 14	0 18

CHISELS.

Socket, Framing and Firmer.

Broad's, discount 60 and 10 per cent.
Warnock's, discount 50 and 10 per cent
P. S. & W. Extra, discount 60 and 10 per cent.

FOOD STOCKS.

International Stock Foods, $1 packages, per doz.	$8 00
International Stock Foods, per pail	2 75
" " " per bbl.	10 50
" Poultry " $1 pkgs, per dz	8 00
" Worm Powders, 50c. pkgs. "	4 00
" Pine Healing Oil, per doz	8 00
" Pheno-Chloro, $1 pkgs., per doz	8 00
" Hoof Ointment	8 00
" Compound Absorbent	16 00

Also 25c. pkgs. at $2 per doz.; 50c. pkgs. at $4 per doz.

CLIPS.

Axle, discount 65 per cent

A Word of Thanks to Our Customers.

The past year's business has been very satisfactory to us, and we are exceedingly obliged to you in consequence.

We have done our best to please you at all times, and where we failed it was our misfortune, not our fault.

Prospects are bright for another prosperous year, and we hope to continue our pleasant business relations with you.

The Paterson Mfg. Co., Limited

Toronto and Montreal.

COMPASSES, DIVIDERS, ETC.

American, discount 62½ to 65 per cent.

CONDUCTOR PIPE.

Plain or Corrugated.

2-inch	per 100 feet	3 00
3 "	" "	4 00
4 "	" "	5 25
5 "	" "	6 75
6 "	" "	9 00

CRADLES, GRAIN.

Canadian, discount 20 to 25 per cent.

CROSSCUT SAW HANDLES.

S. & D., No. 3	per pair	0 17½
S. & D., " 5	"	0 22½
S. & D., " 6	"	0 15
Boynton pattern	"	0 20

DOOR SPRINGS.

Torrey's Rod	per doz.	....	80
Coil, 9 to 11 in	"	0 95	1 65
English	"	2 00	4 00

DRAW KNIVES.

Coach and Wagon, discount 50 and 10 per cent.
Carpenters' discount 60 and 10 per cent.

DRILLS.

Hand and Breast.

Millar's Falls, per doz., net list.

DRILL BITS.

Morse, discount 37½ to 40 per cent.
Standard, discount 50 and 5 to 55 per cent.

FAUCETS.

Common, cork-lined, discount 35 per cent.

EAVETROUGHS.

10-inch ... per 100 ft. 10

ELBOWS (stovepipe.)

and 6-inch, common	per doz.	1 20
7-inch	"	1 35

Polished, 15c. per dozen extra.

ESCUTCHEONS.

Discount 40 per cent.

ESCUTCHEON PINS.

Iron, discount 40 per cent.

FACTORY MILK CANS.

Discount off revised list, 40 per cent.

FILES AND RASPS.

Great Western	70 and 10 per cent.
Arcade	70 " 10 "
Kearney & Foot	70 " 10 "
Disston's	70 " 10 "
American	70 " 10 "
J. Barton Smith	70 " 10 "
McClellan	70 " 10 "
Eagle	70 " 10 "
Nicholson, 60 and 10 to 60, 10 and 5	"
Royal	80 "
Globe	70 to 75 "

Black Diamond, 60 and 10 to 60, 10 and 5 per cent.
Jowitt's, English list, 25 to 27½ per cent.
Nicholson File Co.'s "Simplicity" file handle, per gross 85c. to $1.50

GLASS.

Window. Box Price.

Size United Inches.	Star Per 50 ft.	Star Per 100 ft.	D. Diamond Per 50 ft.	D. Diamond Per 100 ft.
Under 26	....	3 10	....	6 75
26 to 40	....	3 30	....	7 25
41 to 50	....	3 70	....	8 75
51 to 60	....	4 00	....	10 00
61 to 70	....	5 00	....	11 5'
71 to 80	....	5 30	....	12 50
81 to 85	....	....	....	14 00
86 to 90	....	....	....	16 50
91 to 95	....	....	....	18 00
96 to 100	....	....	....	20 00

A discount of 25 per cent. is offered on "Double Diamond."

GAUGES.

Marking, Mortise, Etc.

Stanley's, discount 50 to 55 per cent.

Wire Gauges.

Winn's, Nos. 26 to 33 ....each 1 65 2 40

HALTERS.

Rope, ⅜-inch	per gross	....	....
Rope, ½ "	"	....	9 00
Rope, ⅝ to ¾-inch	"	....	14 00
Leather, 1-inch	per doz.	3 87½	4 00
Leather, 1¼ "	"	5 15	5 20
Web	"	1 87	2 45

HAMMERS.

Nail.

Maydole's, discount 5 to 10 per cent. Canadian discount 25 to 27½ per cent.

Tack.

Magnetic ....per doz. 1 10 1 20

Sledge.

Canadian ....per lb. 0 07½ 0 08½

Ball Pean.

English and Canadian, per lb. 0 22 0 25

HANDLES.

Axe, 2nd growth, per doz. net	3 00	4 00
tore door ....per doz.	1 00	1 50

Fork.

C. & B., discount 40 per cent., revised list.

Hoe.

C. & B., discount 40 per cent., revised list.

Saw.

American ....per doz. 1 00 1 25

Plane.

American .... per gross 3 15 3 75

Hammer and Hatchet.

Canadian, discount 40 per cent.

Cross-Cut Saws.

Canadian ....per pair 0 13½

HANGERS.	doz.	pairs.
Steel barn door	6 00	8 00
Stearns, 4-inch	....	4 50
" 5-inch	....	6 00
Zenith	....	9 00
Lane's covered—		
No. 11, 5-foot run	....	8 40
No. 11½, 10-foot run	....	10 80
No. 12, 10-foot run	....	12 60
No. 14, 15-foot run	....	21 00
Steel, covered	4 00	11 00
" track, 1 x 3-16 in	....	3 90
" " 1¼ x 3-16 in	....	5 60

HARVEST TOOLS.

Discount 60 per cent.

HATCHETS.

Canadian, discount 40 to 42½ per cent.

HAT ENAMEL.

Henderson & Potts' "Anchor Brand'

HINGES.

Blind, Parker's, discount 16⅔ per cent.

Heavy T and strap, 4-in., per lb.	0 06½
" " 5-in., "	0 06¼
" " 6-in., "	0 06
" " 8-in., "	0 05¾
" " 10-in., "	0 05½

Light T and strap, discount 65 and 5 per cent.
Screw hook and hinge—

6 to 10 in	per 100 lb.	....	4 50
12 in. up	"	....	3 25
Spring, No. 20, per gro. pairs		....	10 50

HOES.

Garden, Mortar, etc., discount 60 per cent.
Planter .... per doz. 4 00 4 50

HOLLOW WARE.

Discount 45 and 5 per cent.

HOOKS.

Cast Iron.

Bird cage	per doz.	0 50	1 10
Clothes line, No. 61	"	0 00	0 70
Harness	"	0 60	12 00
Hat and coat	per gro.	1 10	10 00
Chandelier	per doz.	0 50	1 00

Wrought Iron.

Wrought hooks and staples Canadian discount 47½ per cent.

Wire.

Hat and coat, discount 45 per cent.
Belt ....per 1,000 .... 0 60
Screw, bright, discount 55 per cent.

HORSE NAILS.

"C" brand, 40, 10 and 7½ per cent. off list } Oval
"M" brand, 55, per cent. } head
Countersunk, 55 per cent.
"Monarch," 50 and 7½ per cent.
"Peerless" 50 per cent. dis.

HORSESHOES.

F.O.B. Montreal

Iron Shoes.	No. 2 and larger.	No. 1 and smaller.
Light, medium and heavy	3 65	3 90
Snow shoes	3 90	4 15
Steel Shoes.		
XL, sizes 1 to 5	....	5 35
Light, No. 2 and larger	....	3 80
No. 1 and smaller	....	4 05
Featherweight, all sizes 0 to 4	....	5 35
Toeweight, all sizes 1 to 4	....	6 60

JAPANNED WARE.

Discount and 5 per cent. off list, June 1899

ICE PICKS.

Star ....per doz. 00 3 25

KETTLES.

Brass spun 7½ per cent. discount off new list.
Copper .... per lb. 0 30 0 50
American, 60 and 10 to 65 and 5 per cent.

KEYS.

Lock, Canadian dis. 40 to 40 and 10 per cent.
Cabinet, trunk and padlock, American .... per gross 0 60

KNOBS.

Door, japanned and N.P., per doz.	1 50	2 50
Bronze, Berlin ....per doz.	2 75	3 25
Bronze, Genuine .... "	6 00	9 00
Shutter, porcelain, F. & L. screw .... per gross	1 30	4 00
White door knobs ....per doz.	....	1 00

HAY KNIVES.

Net prices.

LAMP WICKS.

Discount, 60 per cent.

LANTERNS.

Cold Blast	per doz.	7 00
No. 3, "Wright's"	"	8 50
Ordinary, with O burner	"	4 00
Dashboard, cold blast	"	9 00
No. 0	"	5 75

Japanning, 50c. per doz. extra.

LEMON SQUEEZERS.

Porcelain lined	per doz.	2 20	5 60
Galvanized	"	1 87	3 85
King, wood	"	2 75	2 90
King, glass	"	4 00	4 50
All glass	"	0 50	0 90

LINES.

Fish	per gross	1 05	2 50
Chalk	"	1 90	7 40

LAWN MOWERS.

Woodyatt, 12-in. wheel	8 50
Star "	6 25
Daisy " (net)	2 45
Philadelphia, 12-in. wheel	7 00
Ontario, "	14 25
King Edward, 12 in	9 00

Discount, 50 per cent., with freight concessions in quantity shipments.

Maxwell & Sons:

10½-in. high wheel	7 50	10 00
9-in	5 50	6 25
8-in	49 0	5 50

Discount 50 per cent.

LOCKS.

Canadian, 40 to 40 and 10 per cent.
Russell & Erwin ....per doz. 3 00 3 25

Cabinet.

Eagle, discount 30 per cent.

Padlocks.

English and Am. .... per doz. 0 50 6 00
Eagle, discount 20 to 25 per cent.

MACHINE SCREWS.

Iron and Brass.

Flat head, discount 25 per cent.
Round head, discount 20 per cent.

MALLETS.

Tinsmiths'	per doz.	1 25	1 50
Carpenters', hickory,	"	1 25	3 75
Lignum Vitae	"	3 85	5 00
Caulking, each		0 60	2 00

MATTOCKS.

Canadian .... per doz. 5 50 6 50

MEAT CUTTERS.

American, discount 33⅓ per cent.
German, 15 per cent.
Gem ....each 1 15

MILK CAN TRIMMINGS.

Discount 25 per cent.

NAILS.	Cut.	Wire.
2d and 3d	3 45	3 45
3d	3 10	3 12
4 and 5d	2 85	2 95
6 and 7d	2 75	2 80
8 and 9d	2 60	2 60
10 and 12d	2 55	2 55
16 and 20d	2 50	2 50
30, 40, 50 and 60d (base)	2 45	2 45

Cut nails in carlots 5c. less.
Wire nails in carlots are $2.40.
Steel cut nails 10c. extra.
Miscellaneous wire nails, discount 75 per cent.
Coopers' nails, discount 30 per cent.

NAIL PULLERS.

German and American 1 75 50

NAIL SETS.

Square, round and octagon, per gross	3 38	
Diamond	1 00	2 0.

POULTRY NETTING.

2-in. Mesh, 19 w.g., dis. 60 per cent.
2-in. Mesh, 16 w.g. and heavier, 50 p.c.

OAKUM.

U. S. Navy	per 100 lb.	....	6 75
Plumbers	"	....	3 00

OILERS.

McClary's Model galvanized oil can, with pump, 5 gallon, per dozen 10 00
Zinc and tin, discount 50, 50 and 10 per cent.

Copper	per doz.	1 25	3 50
Brass	"	1 50	3 50

Malleable, discount 25 per cent

GALVANIZED PAILS.

Dufferin pattern pails, discount 45 per cent
Flaring pattern, discount 45 per cent.
Galvanized washtubs, discount 45 per cent

PIECED WARE.

Discount 40 per cent off list, June, 1899.
10-qt. flaring sap buckets, discount 40 per cent
6, 10 and 14-qt. flaring pails, dis. 40 per cent.
Creamer cans, discount 40 per cent.

PICKS.

Per dozen 6 00 9 00

PICTURE NAILS.

Porcelain head	per gross	1 35	1 50
Brass head	"	0 40	1 00

PICTURE WIRE.

Tin and gilt, discount 75 per cent.

PINE TAR.

½ pint in tins	per gross	...	7 80
1 " "	"	....	9 60

PLANES.

Wood bench, Canadian discount 40 per cent., American discount 50 per cent.
Wood, fancy Canadian or American, 37½ to 40 per cent.

U. M. C. NEW PRODUCTS.

The .32 Automatic Colt Pistol Cartridge is loaded with a special high power smokeless powder, giving high velocity and operating freely through the mechanism of the Automatic Colt Pistol (pocket model). Those with the soft point bullet will be found desirable for sporting purposes, and those with metal case for military and target use.

RIM FIRE CARTRIDGES

The U. M. C. .22 automatic rifle (Winchester model 1903) cartridge is now ready for the market. New .22 short ungreased, 22 long ungreased, and .22 Winchester inside lubricated are inexpensive rim fire cartridges loaded with the best grade of smokeless powder. Boys are calling for these cartridges, as they can be carried loose in the pocket without the old inconvenience of the greased cartridge. They will not lead the gun. "U. M. C. Ammunition shoots well in any gun."

THE UNION METALLIC CARTRIDGE CO.,

BRIDGEPORT, CONN.

Agency—313-15 Broadway, New York City, N.Y. **Depot—86-88 First St., San Francisco, Cal.**

PLANE IRONS.

English .....per doz. 2 00 5 00

PLIERS AND NIPPERS.

Button's genuine, per doz. pairs, discount 37½ to 40 per cent.
Button's imitation....per doz. 5 00 9 00
German ..... " 0 60 60

PRESSED SPIKES.

Discount 20 per cent.

PULLEYS.

Hothouse .....per doz. 0 55 1 00
Axle..... " 0 22 0 33
Screw ..... " 0 27 1 00
Awning ..... " 0 35 2 50

PUMPS.

Canadian cistern 1 80 3 60
Canadian pitcher spout 1 40 2 10

PUNCHES.

Saddler's .....per doz. 1 00 1 85
Conductor's..... " 9 00 15 00
Tinners', solid.....per set 0 72
" hollow.....per inch 1 00

RAKES.

Wood.....per doz. net 1 20 up.

RAZORS. per doz.

Elliot's 4 00 18 00
Geo. Butler's & Co.'s..... 4 00 18 00
Boker's 7 50 11 00
" King Cutter 12 50 15 00
Wade & Butcher's..... 3 60 10 00
Theile & Quack's 7 00 12 00
Bailey's 6 00 12 00
Bailey's Brantford 10 00 11 00
Carbo Magnetic..... .... 15 00
Griffon Barber's Favorite 10 75
Griffon No. 65..... .... 13 00
Griffon Safety Razors..... .... 13 50
Griffon Stropping Machines.. .... 13 50
Lewis Bros. "Klean Kutter" 8 50 10 50

REGISTERS.

Discount 40 per cent.

RIVETS AND BURRS.

Iron Rivets, black and tinned, discount 60 and 10 per cent.
Iron Burrs, discount 55 per cent.
Extras on Iron Rivets in 1-lb. cartons, ½c. per lb.
Extras on Iron Rivets in ½-lb cartons, 1c. per lb.
Copper Rivets, with usual proportion burrs, 45 per cent. discount. Cartons, 1c. per lb. extra, net.
Copper Burrs only, discount 30 and 10 per cent.
Extras on Tinned or Coppered Rivets, ½-lb. cartons, 1c. per lb.

RIVET SETS.

Canadian, discount 35 to 37½ per cent.

ROPE, ETC.

Sisal..... 0 11½
Pure Manilla 0 14½
"British" Manilla..... 0 12
Cotton, 3-16 inch and larger 0 00
" 5-32 inch 0 00
" ⅛ inch 0 00
Russia Deep Sea 0 15
Jute..... 0 08
Lath Yarn, single 0 11
" double 0 11½
Sisal bed cord, 48 feet.....per doz. 0 65
" " 60 feet ..... " 0 80
" " 72 feet..... " 0 95

RULES.

Boxwood, discount 55 per cent.
Ivory, discount 37½ to 40 per cent.

SAD IRONS.

Mrs. Potts, No. 55, polished....per set 0 80
" No. 50, nickle-plated, " 0 90
Common, plain..... 4 50
" plated 5 50

SAND AND EMERY PAPER.

B. & A. sand, discount, 40 and 5 per cent
Emery, discount 40 per cent.
Garnet (Rurton's), 5 to 10 per cent. advance on list.

SAP SPOUTS.

Bronzed iron with hooks ....per 1,000 7 50

SAWS.

Hand, Disston's, discount 12½ per cent.
S. & D., discount 40 per cent.
Crosscut, Disston's....per foot 0 35 0 55
S. & D., discount 35 per cent. on Nos. 2 and 3.
Hack, complete.....each 0 75 2 75
" frame only 0

SASH WEIGHTS.

Sectional.....per 100 lb. 2 25
Solid ..... " 1 75

SASH CORD.

Per lb..... 0 22 0 25

SAW SETS. per doz.

Lincoln and Whiting 4 75
Hand Sets, Perfect 4 00
X-Cut Sets, " 7 50

SCALES.

Gurney Standard, 40 per cent.
Gurney Champion, 50 per cent.
Burrow, Stewart & Milne—
Imperial Standard, discount 40 per cent.
Weigh Beams, discount 35 per cent.
Champion Scales, discount 50 per cent.
Fairbanks standard, discount 35 per cent.
" Dominion, discount 55 per cent
" Richelieu, discount 55 per cent.
Warren's new Standard, discount 40 per cent.
" " Champion, discount 50 per cent.
" Weighbeams, discount 35 per cent.

SCREW DRIVERS.

Sargent's ....per doz. 0 65 1 00

SCREEN DOORS.

Common doors, 2 or 3 panel, walnut stained, 4-in. style.....per doz. 6 80
Common doors, 2 or 3 panel, yellow and green stained, 4-in. style....per doz. 7 00
Common doors, 2 or 3 panel, in natural colors, oil finish .....per doz. 8 15
3-in. style 20c. per dozen less.

SCREWS.

Wood, F. H., bright and steel, discount 87½ per cent.
Wood, R. H., bright, dis. 82½ per cent.
" F. H., brass, dis. 80 per cent.
" R. H., " dis. 75 per cent.
" F. H., bronze, dis. 75 per cent.
" R. H., " dis. 70 per cent.
Drive Screws, dis. 87½ per cent.
Bench, wood .....per doz. 3 25 4 00
" iron ..... " 4 25 5 00
Set, case hardened, dis. 60 per cent.
Square Cap, dis. 50 and 5 per cent.
Hexagon Cap, dis. 45 per cent.

SCYTHES.

Per doz. net..... 6 00 9 00

SCYTHE SNATHS.

Canadian, discount 40 per cent.

SHEARS.

Bailey Cutlery Co., full nickeled, discou and 2½ per cent.
Bailey Cutlery, Japan Handles, discount 67½ per cent.
Seymour's, discount 50 and 10 per cent.

SHOVELS AND SPADES.

Canadian, discount 45 per cent.

SINKS.

Cast iron, 16 x 24..... .... 0 85
" 18 x 30..... .... 1 00
" 18 x 36..... .... 1 40

SNAPS.

Harness, German, discount 25 per cent.
Lock, Andrews' 4 50 11 50

SOLDERING IRONS.

1, 1½-lb..... per lb. 37
2-lb. or over ..... " 0 34

SQUARES.

Iron, No. 493 .....per doz. 2 40 2 55
" No. 494 ..... " 3 25 3 40
Steel, discount 60 to 60 and 5 per cent.
Try and Bevel, discount 50 to 52½ per cent.

STAMPED WARE.

Plain, discount 75 and 12½ per cent. off revised list.
Retinned, discount 75 per cent. off revised list.

STAPLES.

Galvanized 3 00
Plain 2 80
Coopers', discount 45 per cent.
Poultry netting staples, discount 40 per cent.

STOCKS AND DIES.

American discount 25 per cent.

STONE.

Washita .....per lb. 0 28 0 60
Hindostan ..... " 0 06 0 07
" slip ..... " 0 09 0 09
Labrador..... ..... " 0 13
" Axe..... " 0 15
Turkey ..... " 0 50
Arkansas..... " 1 50
Water-of-Ayr ..... " 0 10
Scythe .....per gross 3 50 5 00
Grind, 2-in., 40 to 200 lb., per ton 25 00
" " under 40 lb., " 28 00
" under 2 in. thick, " 29 00

STOVEPIPES.

5 and 6 inch, per 100 lengths 7 00
7 inch..... " 7 50

ENAMELINE STOVE POLISH.

No. 4, 3 doz. in case..net cash 4 80
No. 6, 3 doz. in case.. " 8 40

TACKS, BRADS, ETC.

Carpet tacks, blued ..... 80 and 15
" " tinned..... 80 and 20
" " (in kegs)..... 40
Cut tacks, blued, in dozens only 80
" ½ weights 60
Swedes cut tacks, blued and tinned—
In bulk..... 80 and 10
In dozens 75
Swedes, upholsterers', bulk....85, 12½ and 12½
" brush, blued and tinned bulk 70
Swedes, gimp, blued, tinned and japanned..... 75 and 12½
Zinc tacks 35
Leather carpet tacks..... 55
Copper tacks..... 50
Copper nails 52½
Trunk nails, black ..... 65 and 5
Trunk nails, tinned..... 65 and 10
Clout nails, blued ..... 65 and 5
Chair nails..... 35
Patent brads..... 40
Fine finishing..... 40
Lining tacks, in papers..... 10
" " in bulk..... 15
" " solid heads, in bulk 75
Saddle nails, in papers..... 10
" " in bulk..... 15
Tufting buttons, 22 line, in dozens only 60
Zinc glaziers' points 5
Double pointed tacks, papers.. 90 and 10
" " " bulk.... 40
Clinch and duck rivets..... 45

TAPE LINES.

English, ass skin .....per doz. 2 75 5 00
English, Patent Leather 5 50 9 75
Chesterman's .....each 0 90 2 85
" steel.....each 0 80 8 00

TINNERS' SNIPS.

Bailey's, discount 25 per cent.

THERMOMETERS.

Tin case and dairy, discount 75 to 75 and 10 per cent.

TRAPS (steel.)

Game, Newhouse, discount 25 per cent.
Game, H. & N., P. S. & W., 65 per cent.
Game, steel, 72½, 75 per cent.

TROWELS.

Disston's, discount 10 per cent.
German.....per doz. 4 75 6 00
S. & D., discount 35 per cent.

TWINES.

Bag, Russian .....per lb. 0 27
Wrapping, cotton, 3-ply 0 19
" 4-ply 0 23
Mattress .....per lb. 0 33 0 45
Staging..... " 0 27 0 35

VISES.

Wright's..... .... 0 13½
Brook's..... .... 0 12½
Pipe Vise, Hinge, No. 1..... .... 3 50
" " " No. 2..... .... 5 50
Saw Vise..... 4 50 9 00

Columbia Hardware Co.

Blacksmiths' (discount) 60 per cent.
" parallel (discount) 45 per cent.

ENAMELLED WARE.

White, Princess, Turquoise, Blue and White discount 50 per cent.
Diamond, Famous, Premier, discount 50 and 10 per cent.
Granite or Pearl, Imperial, Crescent, discount 50, 10 and 10 per cent.

WIRE.

Smooth Steel Wire.

No. 0-9 gauge..... $2 50
10 " ..... 6c. extra.
11 " ..... 12c. "
12 " ..... 20c. "
13 " ..... 30c. "
14 " ..... 40c. "
15 " ..... 55c. "
16 " ..... 70c. "

Add 60c. for coppering and $2 for tinning.
Extra net per 100 lb.—Oiled wire 10c., spring wire $1.25, special hay baling wire 30c., best steel wire 75c., bright soft drawn 15c., charcoal (extra quality) $1.25, packed in casks or cases 15c., bagging and papering 10c., 50 and 100-lb. bundles 10c., in 25-lb. bundles 15c., in 5 and 10-lb. bundles 25c., in 1-lb. hanks, 50c., in ½-lb. hanks 75c., in ¼-lb. hanks $1.
Fine Steel Wire, discount 25 per cent. List of extras: In 100-lb. lots: No. 17, $5—No. 18, $5.50—No. 19, $6—No. 20, $6.65—No. 21, $7—No. 22, $7.30—No. 23, $7,65—No. 24, $8—No. 25, $9—No. 26, $9.50—No. 27, $10 No. 28, $11 No. 29, $12—No. 30, $13—No. 31, $14—No. 32, $15—No. 33, $16 No. 34, $17. Extras net—tinned wire, Nos. 17-25, $2—Nos. 26-31, $4—Nos. 32-34, $6. Coppered, 5c.—oiling, 10c.—in 25-lb. bundles, 15c.—in 5 and 10-lb. bundles, 25c.—in 1-lb. hanks, 25c. —in ½-lb. hanks, 38c. in ¼-lb. hanks, 50c. packed in casks or cases, 15c.—bagging or papering, 10c.
Brass wire, discount 60 per cent. off the list.
Copper wire, discount 60 per cent. net cash 30 days, f.o.b factory.
Galvanized wire, per 100 lb.—Nos. 4 and 5, $3.70 to $3.70—Nos. 6, 7, 8, $3.15 to $3.15—No. 9, $2.55—No. 10, $3.20 to $3.20—No. 11, $3.25 to $3 25—No. 12, $2.65—No. 13, $2.75—No. 14. $3.75 to $3.75—No 15, $4.30—No. 16. $4.30. Base sizes, Nos. 6 to 9, $2.27½ f.o.b. Cleveland. In carlots 12½c. less.
Clothes Line Wire, regular 7 strand, No. 17, $4.65; No. 18. $2.90; No. 19, $2.60. Hollow 6 strand, No. 17, $4.30; No. 18, $2.70; No. 19, $2.35; No. 20, $2.30, f.o.b. Hamilton, Toronto, Montreal.

WIRE FENCING.

Galvanized barb..... .... 2 80
Galvanized, plain twist 2 80
Galvanized barb, f.o.b. Cleveland, $2 55½ in less than carlots, and $2 45 in carlots.

COILED SPRING WIRE.

High Carbon, No. 9..... $2 75
" No. 11 .... 3 40
" No. 12 ..... 2 95

WIRE CLOTH.

Painted Screen, per 100 sq. ft., net.. 1 50
Terms, 3 per cent. off 30 days.

WASHING MACHINES.

Stephenson Washer, per doz..... 45 00

WRENCHES.

Acme, discount 35 to 37½ per cent.
Agricultural, discount 60 per cent.
Coe's Genuine, discount 20 to 25 per cent.
Towers' Engineer.....each 2 00 7 00
" S.....per doz. 5 80 6 00
G. & K.'s Pipe..... " 3 40
Burrell's Pipe.....each 5 00
Pocket .....per doz 0 25 2 90

WRINGERS

Leader .....per doz. 30 00 33 00
Royal Canadian..... " 24 00
Royal American..... " 24 00
Sampson..... " 24 00
Lightning ..... " 27 00
Terms, 4 months, or 3 per cent. 30 days.

WROUGHT IRON WASHERS.

Canadian make, discount 40 per cent.

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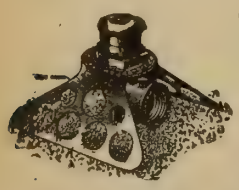

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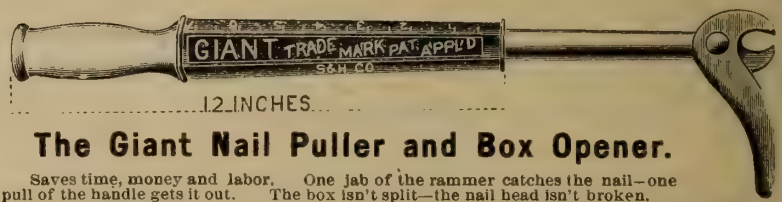

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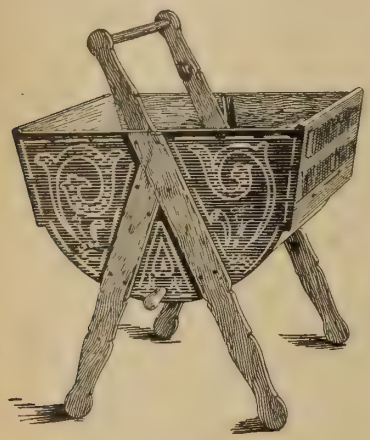

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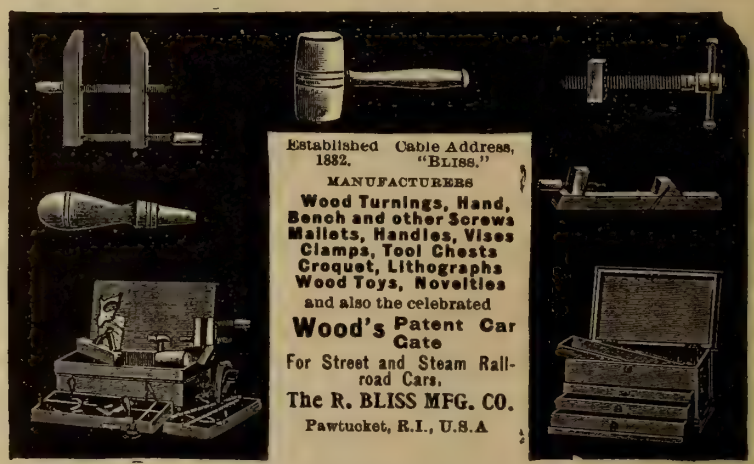

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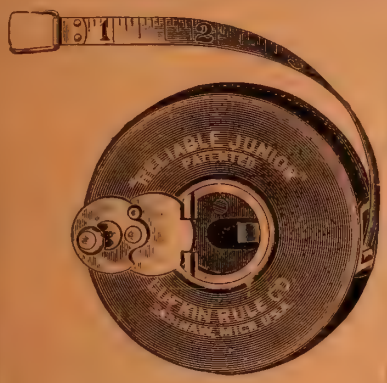

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VOL. XVI. MONTREAL AND TORONTO, JANUARY 30, 1904. NO. 5

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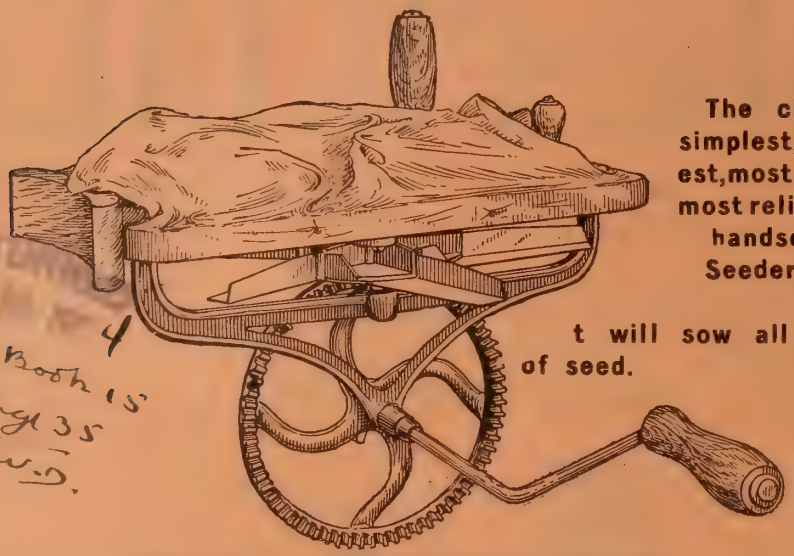

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It will sow all kinds of seed.

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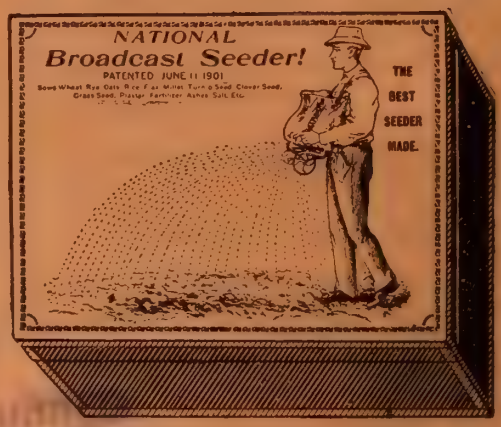

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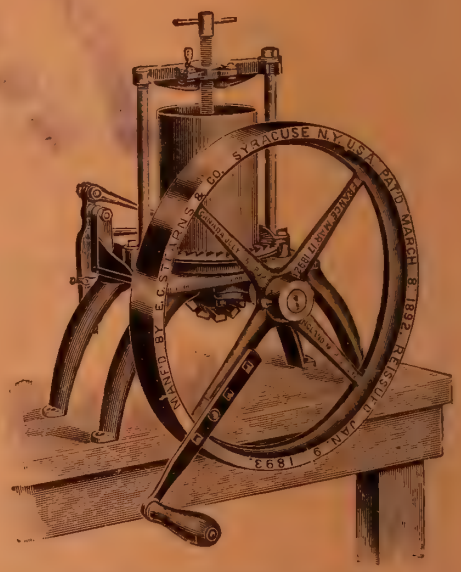

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HORSE SHOE PADS

the best in the market.

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Other Tools are very good Tools, but

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No. 15. "Yankee" Ratchet Screw Driver, with Finger Turn on Blade.

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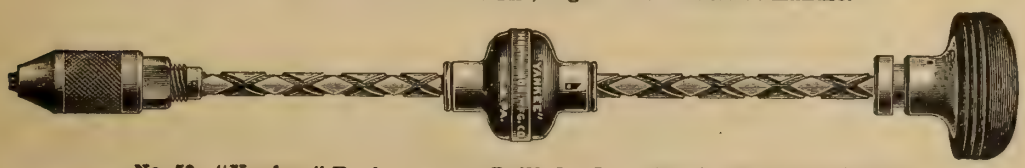
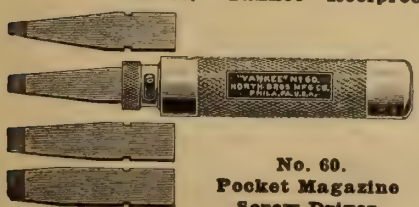


No. 50. "Yankee" Reciprocating Drill for Iron, Steel, Brass, Wood, etc.



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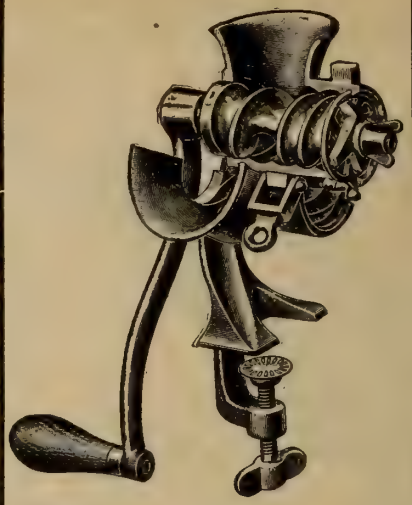

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all in cut Book 15 Page 3 of 3

Binder Twine

BLUE RIBBON,	650	feet	per	pound
RED CAP,	600	"	"	"
TIGER,	550	"	"	"
GOLDEN CROWN,	500	"	"	"
STANDARD,	500	"	"	"
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ARCTIC BUFFALO ROBES

are just such robes. These combine all the good qualities that robes should possess—richness, finish, lined with rubber, wind proof, moth proof—price, too.

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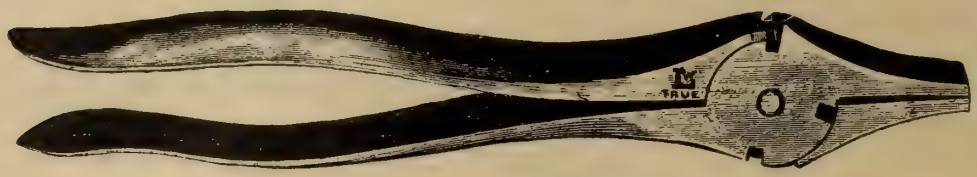

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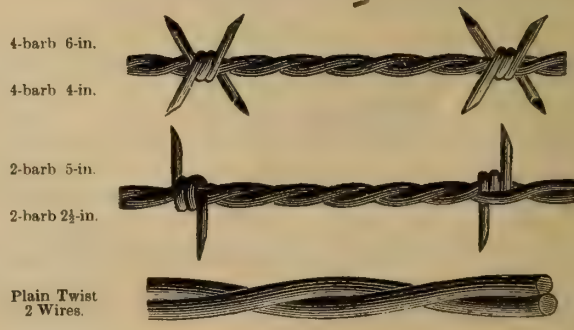

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HAY — PULP — PAPER — RAGS — SHINGLES—ETC.

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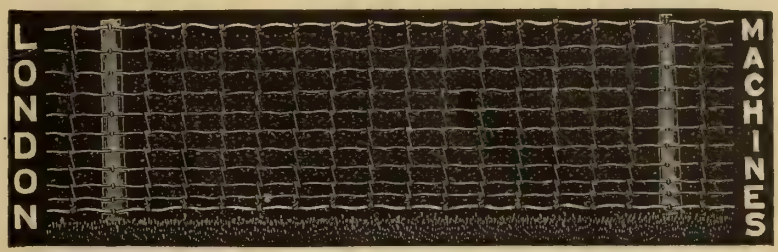

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A CONTINUOUS Metal Strap with a series of raised bosses along the edges, to strengthen same and protect nail heads. Put up in coils of 300 feet each, and packed 20 coils in a case. On each coil we put our patent metal reel frame, making it a complete reel.

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DAVID MAXWELL & SONS

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Steel Frame Churn.

"Maxwell Favorite Churn" Lawn Mowers. High and Low Wheels, from 12 in. to 20 in. widths. Cold Rolled Steel Shafting, Crucible Steel Knives and Cutting Plate.

PATENTED FEATURES: Improved Steel Stand, Roller Bearings, and Foot and Hand Lever Drive, and Detachable Driving Link. Improved for season of 1904. Steel or Wood Frame as desired.

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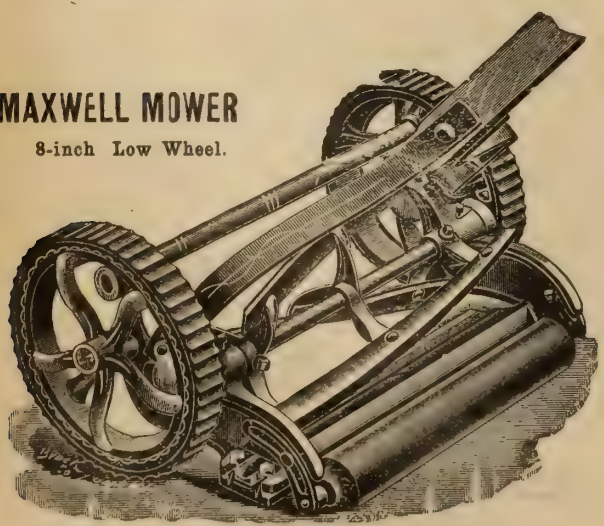

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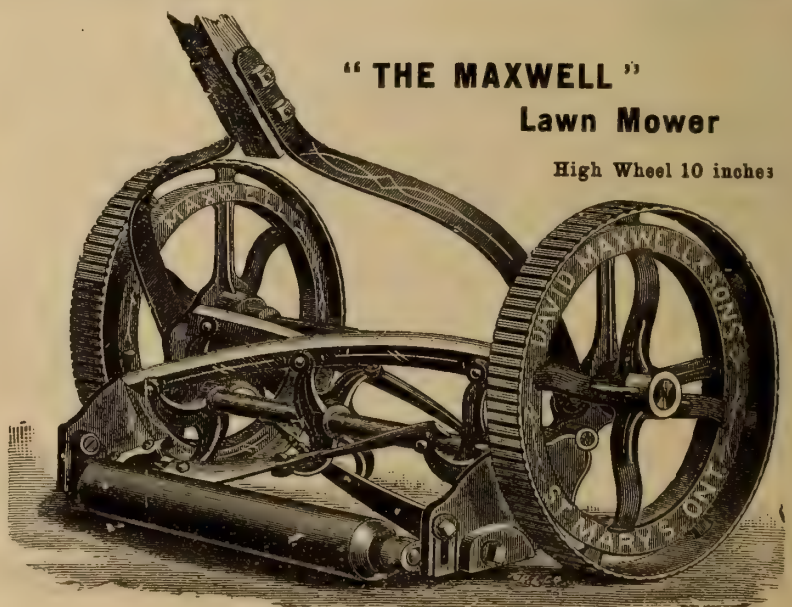
Lawn Mower

High Wheel 10 inches



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Full line Rodgers Pocket knives, single and double blade.

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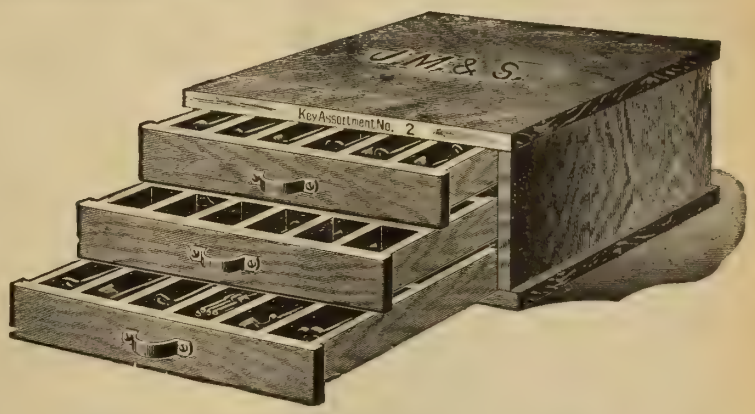

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Sausage Stuffer, Lard and Fruit Press

8 Sizes and Styles

Rapid Grinding and Pulverizing Mills

40 Sizes and Styles for Hand and Power

No. 3, $5.50.

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No. 750, $8.50.

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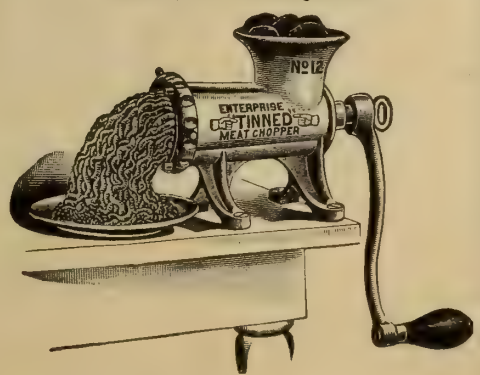
40 Sizes and Styles for Hand and Power from $1.00 to $300.00



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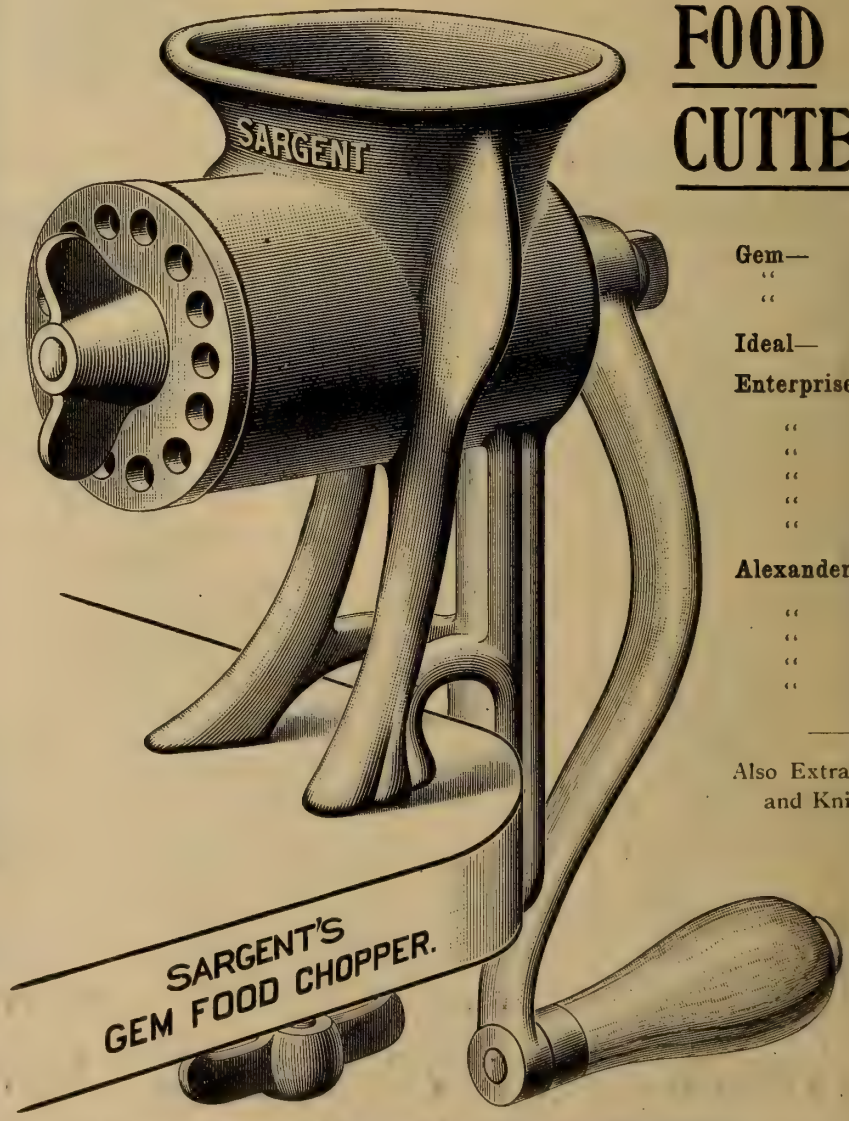

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"	" 22.
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Ideal—	No. 25.
Enterprise—	
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"	" 10.
"	" 12.
"	" 22.
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Also Extra Plates and Knives.

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of all kinds, from the largest to the smallest.

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Binder Twine.

Binder Twine

Royal Manila,	650	ft. to the lb.
Royal Manila,	600	ft. to the lb.
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The latest and finest machinery is operated in this factory and although not the largest, it is the finest mill of its size in the world.

For LOW PRICES and HIGHEST QUALITY, Wire, Write or 'Phone.

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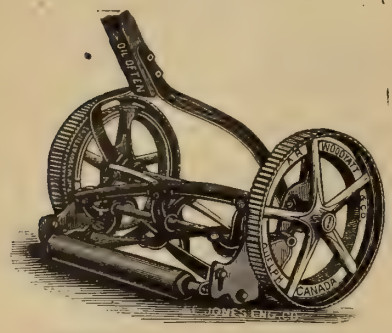

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Patented throughout the world.

These high-grade wheels are known in every land, and are constructed of the very best material that money can buy, with simple adjustments, and easy to operate.

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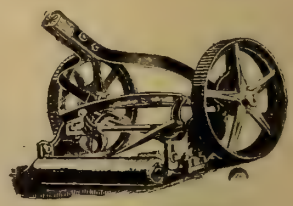

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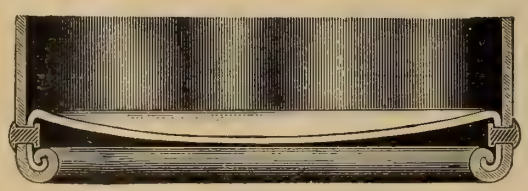
THE BEST RESULTS ALWAYS FOLLOW THE SALE AND USE OF

KEMP'S BROAD HOOP ROLL RIM BOTTOM MILK CAN TRIMMINGS



A criticising public have used them for the past five years and the increasing demand is proof of their superiority, also evidence of the satisfaction which they give.

The Roll Rim Bottom having no sharp turns does not break the grain of the metal or lessen its wearing qualities.

Narrow Top Hoops can be supplied in place of Broad Top Hoops if desired.

For Strength, Durability and Finish our Trimmings are unexcelled.

They cost no more than inferior qualities.

We also carry in stock a full line of **First Quality Tinned Iron,** cut suitable for the different size of Trimmings, which we will supply at the lowest current market quotations.

KEMP MANUFACTURING CO., TORONTO, CANADA.

Business Men in International Affairs.

A FEW Canadians have had the privilege of listening, in the last few days to a very distinguished advocate of international arbitration, and the application of the business man's common sense to questions of high political import, in the person of Dr. Thomas Barclay, of Paris, who on Friday last addressed a meeting in Montreal and who was on Monday a guest at the Canadian Club, Toronto. Dr. Barclay came to America a few weeks ago as a member of the Mosely Eudcational Commission and has remained here devoting considerable energy throughout the Eastern States to the advocacy of a treaty of arbitration between Great Britain and the United States. He has addressed himself particularly to the business classes, convinced that they are ready for such action and are amply able to bring about such a treaty if they once assert their power.

Dr. Barclay has every reason for the faith he puts in the business classes. Dr. Barclay, it should be explained, is a Scotchman, who was educated in the Universities of London, Paris, Bonn and Jena, went to Paris in 1876 as a correspondent of the Times, but since 1882 has devoted himself to the practice of law in Paris. He is a member of the Institute of Intenational Law, vice-president of the International Law Association, and has held many other positions of honor, among them president 1899-1900 of the Britsh Chamber of Commerce in Paris. It was during the occupancy of this office that Dr. Barclay was able to demonstrate what business men could do to pour oil on the troubled waters of international jealousy and misunderstanding and to bring about a reconciliation that augers well for the future peace of Europe.

A representative of "The Canadian Grocer" met Dr. Barclay at the conclusion of his address at the Canadian Club, with a view of learning the part taken by the business communities of France and England in the matter of the Anglo-French treaty of 1903.

Nothing, in the opinion of the distinguished visitor, is more striking in the history of peace than the way in which business men have of late come into the arbitration movement. It is not many years since business men sneered at arbitration as the dream of millennium mongers, cranks, faddists and other people whom practical men are in the habit of steering clear of as long-winded time-wasters.

It is my belief, continued Dr. Barclay, that the change which has come over our business world in its attitude towards arbitration is due to the impending conflicts which were avoided, and thus conflict can, in fact, occasionally claim the function of a power for good.

The one instance I refer to was the Venezuela question in which President Cleveland "put his foot down." The other case was the Fashoda question in which the British Government "put its foot down." In both cases an armed conflict would have been the result if it had

Dr. Thomas Barclay, of Paris.

not been for the real patriotism of the governments which yielded and the certainty that the business world of both countries would have disapproved of fighting for unessential things. If there is anything that distinguishes business methods from other methods, whatever they may be, it is that the business man tries in his mind to reduce every question to its just proportions. The business man has what very often is lacking to the politician, the right sense of proportion. Thus it seems naturally monstrous to the business man to employ a sledgehammer for the execution of a fly, but that sort of consideration does not always appeal to those who are not trained in the world of commerce and industry.

No better instance of the way in which business men can do good by putting their foot down was ever seen than when the Association of the Chambers of Commerce of the United Kingdom took the relations between Great Britain and France into their hands in 1900. At that moment the hostile feeling between the two countries, so far as the press appeared to echo it, was so strong that on the slightest provocation the guns would have gone off, by themselves.

At the danger of being charged with egotism, I must refer here to my own agency in the change of feeling which began at that time. I had the privilege of being at that moment chairman of the Britsh Chamber of Commerce in Paris, and in that capacity was able to take a public attitude towards the subject of Anglo-French relations which I could not otherwise have assumed. I believe that the assistance which was given to me by Mr. W. L. Courtney, the editor of the Fortnightly Review, in that great periodical, at the same period was the beginning of a more reasonable attitude in Great Britain towards France, and that my article in the Fortnightly to some extent influenced the Association of the Chambers of Commerce of the United Kingdom in accepting my proposal to entertain them, as president of the Britsh Chamber of Commerce in Paris, if they would come over and hold their Autumn meeting there, and show the French that the Britsh nation—a nation of shopkeepers, and we are not ashamed of it—entertained none of those antipathetic feelings towards the French with which a too bellicose press seemed to credit the Britsh nation. I pointed out the danger of doing nothing, of standing by and letting a small minority drag the two nations into a conflict. In spite of warnings, dissuasion and poohpoohings by the stormbirds of Pall Mall and Fleet street, I got a unanimous response, and the meeting that was held in the Autumn of the same year was the largest meeting of the Association of Chambers of Commerce ever held, and the reception given by the French to them showed that they appreciated the full force and importance of this unwonted and spontaneous action of the representatives of the business world of the United Kingdom. Every French Minister of State, even the President of the Republic himself, gave me practi-

cally carte blanche to draw up the scheme of their entertainment, and those who came over from Great Britain—there were 800 of them—went home to tell their fellow-citizens in every part of the kingdom that the French and the British peoples meant to be friends, and that so far as seeing any manifestations of hostility towards them in France, they had received nothing but the warmest and kindest expressions of sympathy in spite of the Boer War then raging, about which every English newspaper was daily culling irritating comments by the French press.

That was how the business men of Great Britain started the movement which has since been so successful. When six months later I proposed a treaty of arbitration to stimulate and consolidate the better feeling, I knew the response I should get from the business men of both countries.

All the chambers of commerce of the United Kingdom now pledged themselves to arbitration. All the chambers of commerce of France did the same. These chambers of commerce not only pledged themselves, they used their necessarily practical influence in enlisting in this cause municipal councils and trade unions, thus bringing into the movement employers and employed, capital and labor, and above all, the moving political forces which produce a more direct influence on the opinion of a nation's representatives in Parliament. This combined influence in both countries was so overwhelming that the British and French Governments could not for one moment hesitate to take action when the time came. They took action in direct response to the work I have described. This was done on the 11th of May, after a question had been put in the House of Commons by my friend, Mr. Ernest Beckett, which elicited so friendly a response from the Prime Minister that the following day the French Ambassador called on Lord Lansdowne and asked him if he was prepared to enter into negotiations.

That question was as follows: "Has the Prime Minister given consideration to the numerous resolutions which have been passed by the chambers of commerce in favor of a treaty of arbitration and conciliation between Great Britain and France?" Mr. Balfour replied that he had noted with much interest and sympathy these resolutions.

It is thus seen that it was the direct action of chambers of commerce which brought the two Governments into contact, and thereby was done what the peace conference was unable to do, what the Czar, with all his influence, fell short of doing, what enthusiasts and idealists (God bless them!) have been trying to do for a hundred years or more, and what might never have been done at all had not the practical business men of the two countries insisted upon doing it. That is what business men can do when they put their shoulders to the wheel, and I have shown how they can do it.

Dr. Barclay is enthusiastic and convincing in his advocacy of an Anglo-American treaty along similar lines, and is convinced that if the business men step into the arena of competition for the consolidation, once and for all, of the peace of the world, they will do the work begun on the other side of the Atlantic with all the magnificent speed and effectiveness with which they do everything they undertake on this side.

A FISHING CALENDAR

Connors Bros., packers of sea foods, Black's Harbor, are distributing one of the most interesting calendars that has come to hand this year. The hanger is dark red while upon a white space in the centre is a splendid reproduction of a number of fishing scenes. "Once a fisherman always a fisherman" is the text. At one corner is a line drawing of the angler, at seven and diagonally oppcsite his elder brother of seventy, while in the remaining spaces are a couple of capital fishing scenes from photographic views. Readers of "Hardware and Metal" should write for this calendar. It is worth having.

U. S. COPPER PRODUCTION.

The production of copper in the United States during 1903 is estimated by Mr. Horace J. Stevens at 714,250,000 pounds, an apparent increase over the output of 1902 of 54,529,991 pounds, equivalent to 8¼ per cent., says The Metal Market.

The following table shows the production of the various states and districts for the two years:

State—	1902.	1903.
Montana	288,903,820	260,000,000
Michigan	170,820 593	199,650,000
Arizona	119,944,944	150,000,000
California	25,038,724	28,000,000
Utah	23,939,901	37,000,000
East and South	13,599,047	10,000,000
Colorado	8 422,030	8,000,000
New Mexico	6,614,961	8,000,000
Wyoming	889.228	2,000,000
South Dakota	445,663	700,000
Idaho	227,500	300,000
Washington	209,297	300,000
Nevada	164,301	300,000
Miscellaneous	500,000	1.000,000
Total	659,720,009	714 250,000

CATALOGUES, BOOKLETS, ETC.

HARDWARE AND METAL would be pleased to review catalogues, booklets or other such publications issued by manufcturers or wholesale dealers selling to the hardware, plumbing, machinery or metal trades. Retailers desiring such publications may also have inserted a note to that effect. No charge will be made for these services.

"STEVENS-DURYEA."

The J. Stevens Arms & Tool Co., Chicopee Falls, Mass., have issued a booklet giving the necessary information for an understanding of the various parts of a "Stevens-Duryea" gasolene carriage, also about the proper care and maintenance and economical running of this machine. The booklet will be sent to anyone interested on request.

SMALL SPRINGS.

Any reader of "Hardware and Metal" interested in small springs of any decription and not now in possession of the booklet issued by The Wallace Barnes Co., Bristol, Conn., who have for nearly fifty years been engaged in the production of springs and specialties, and who are now widely reputed for their cold-rolled spring steel from .003 to .250 in thickness, as well as for a line of the cheaper grades of steel, and for steel, brass, phosphor bronze and music spring wire and flattened wire, both tempered and untempered.

A DESK CALENDAR PAD.

The Taylor-Forbes Co., Guelph, Ont., have issued a calendar desk pad which should be appreciated by busy men. Each leaf of the pad is divided into seven spaces for references to engagements for the week. Such a pad should be of great service, should help to develop system and regularity. These will be sent to readers of "Hardware and Metal" on application.

THE THOS. DAVIDSON MFG. CO..

These catalogues issued by The Thos. Davidson Mfg. Co., Montreal, are always clean and attractive, and this year's production is fully up to their high standard. The illustrations of their enamelled ware are all half-tone engravings of unusually high quality.

WIRE NAILS
TACKS
WIRE

Prompt Shipment

The ONTARIO TACK CO.
Limited
HAMILTON, ONT.

Included in the lines mentioned in its 300 pages are enamelled ware, stamped ware and tinware of all kinds. This firm are too well recognized throughout Canada to need more detailed reference to their lines, which are known in every section of the Dominion. No progressive hardwaremen can well afford to be without this book,—a standard work of reference in its line. Write for a copy at once if you have not already received one.

PUMPING MACHINERY.

Rumsey & Co., 35 Dey street, New York, are widely known as manufacturers of hydraulic and pumping machinery for all purposes. Their catalogue is consequently an authority on pumps, etc., as one might judge from the excellence of the illustrations, the heavy cloth binding and other elements of stability in the work. Readers of this paper can secure a copy on request.

BICYCLE ACCESSORIES.

In a few weeks the bicycling season will be well opened, and the hardware trade will be called upon for much repair work. The Canada Cycle & Motor Co., Toronto Junction, Ont., have gotten up a most comprehensive work on bicycle accessories. In this reference is made, in addition to the saddles, handle bars, grips, chains, pedals, spokes and nipples, etc., made by themselves, to the gregt variety of specialties for which they are acting as Canadian agents. No prices are given in this catalogue, it being for general circulation. Hardware dealers desiring a supply of these catalogues for distribution to probable customers and also a trade price list should write for same to the head office, The Canada Cycle & Motor Co., Toronto Junction, Ont.

THE WIRE GOODS CO.

From The Wire Goods Co., of Worcester, Mass., "Hardware and Metal" has received a copy of their export catalogue, which describes a selection of goods from their general line which they consider especially adapted to the export trade. This selection includes a number of useful novelties in wire goods which should be of interest to the hardware trade. This company make a specialty of cases of saleable goods. A sample case of saleable goods (No.10), referred to in this catalogue, contains 1,158 pieces, for which their price is $10, and which they claim should retail for $39.81. A summary of the articles included in this case is given in the catalogue, and, as any hardware man can see who takes the trouble to examine the list, they are useful articles which should meet with a ready sale. This catalogue will be mailed free of cost to any of our readers who write for it. The Wire Goods Co. have also issued their catalogue No. 5, which contains 182 pages. It is devoted to general wire hardware and gives a description of upward of 3,200 different articles. To any of our readers who are interested The Wire Goods Co. will send a copy upon receipt of 50c. to cover transportation charges. The other catalogue will be sent free. Write for it.

A Good Paint that Brings a Good Profit

THE SHERWIN-WILLIAMS FAMILY PAINT should be on the shelves of every progressive dealer.

There is a demand for just such a paint from nearly every household in the Dominion. It's a handy paint for cleanly homes.

Family Paint is for use in the house—to brighten up the little things here and there. For door and window trimmings, shelves, boxes, rough furniture, flower boxes, etc. there is nothing better.

It's easily applied and stands plenty of soap and water. It wears well and dries quickly with a bright gloss.

Comes ready for use in half pint, pint, and quart cans in 26 colors at a price that's right.

It's a spring house cleaning necessity. Stock up now for spring demand. Send for prices and our plans for advertising this specialty today.

THE SHERWIN-WILLIAMS CO.
PAINT AND VARNISH MAKERS.

CLEVELAND, CHICAGO, KANSAS CITY, MINNEAPOLIS, NEW YORK, NEWARK, BOSTON, SAN FRANCISCO, LOS ANGELES, SAN DIEGO, LONDON, ENG. MONTREAL, TORONTO, WINNIPEG,

CANADIAN HEADQUARTERS AND FACTORIES: 21 St. Antoine St., Montreal, Que.

1151

THE CANADA METAL CO.

Hardware dealers who handle solders babbits, etc., might make good use of blotters sent out by The Canada Metal Co., Toronto. These blotters contain illustrations of lead wire, solder bars, stereotype metals, etc., and might be distributed to users of these lines by hardwaremen carrying this firm's lines.

CLING SURFACE.

The Cling-Surface Mfg. Co., Buffalo, N.Y., have issued a small leaflet containing 15 references to the practical value of "Cling-Surface" by leading Canadian manufacturers, all of whom speak very highly of it. These notes should be of interest to many hardware retailers who handle "Cling-Surface" for use in helping to convince manufacturers of its value.

THE JAMES MORRISON BRASS MFG. CO.'S CALENDARS.

"Hardware and Metal" takes much pleasure in mentioning a set of three exceptionally handsome calendars gotten out by The James Morrison Brass Mfg Co., Toronto. One is a veritable work of art, being in the form of an elaborate embossed picture of Cleopatra. The others are colored lithographs with child and animal subjects, and are equally attractive.

Business Changes

ONTARIO.

THE assets of the Wakefield Mica Company, Ottawa, are advertised to be sold May 17.

The Walkerville Wagon Co., Walkerville, are moving to West Lorne.

Thompson & Lorimer, general merchants, Freeman, have been burned out.

J. Graydon, dealer in sawmill and builders' supplies, Streetsville, is dead.

James Swift & Co., coal dealers and forwarders, Kingston, have dissolved partnership.

D. E. Friskin, blacksmith and carriage maker, Napanee, has advertised his business for sale.

J. E. Hoffmann, wagon maker and proprietor of planing mill, Dashwood, has assigned to J. Snell.

The grain warehouse of W. Kerns & Co., general and grain merchants, Burlington, has been destroyed by fire.

The assets of the Hamilton Motor Works, manufacturers of gasoline engines, etc., Hamilton, are advertised for sale by tender by assignee.

The premises of T. C. McGuire & Son, harness maker, and of W. J. Muirhead, hardware merchants, respectively, both of Carleton Place, have been damaged by fire.

The Leishman & Maundrell Co., of Woodstock, lumber, coal and wood dealers, Woodstock, have changed the style of their firm name to the Woodstock Lumber and Manufacturing Co.

QUEBEC.

Guenette Freres, dealers in hardware, paints, etc., Montreal, have registered.

The assets of J. A. D. Annett, general merchant, Gaspe Basin, have been sold.

J. R. Dube, general merchant, Becancour, has assigned to Lamarche & Benoit

J. Dupault, general merchant, Valcourt, has assigned to Chartrand & Turgeon.

The assets of J. O. Lemire & Co., general merchants, St. Guillaume D'Upton, have been sold.

The assets of N. H. Turcotte, general merchant, St. Eulalie, were advertised to be sold 27th inst.

IVER JOHNSON
AUTOMATIC
REVOLVERS

THE REVOLVER THAT DEFENDS OUR REPUTATION.

ABSOLUTELY SAFE,
ACCIDENTAL DISCHARGE IMPOSSIBLE.

SEND FOR FIREARMS CATALOGUE.

Automatic Hammerless.

IVER JOHNSON'S ARMS & CYCLE WORKS,

New York Office, 99 Chambers Street. FITCHBURG, MASS.

Consent of the assignment of J. A. Lamarche, proprietor of a planing mill, Montreal, has been filed.

Wilks & Michaud, have been appointed curators to Rabinowitz Bros., general merchants, St. Guillaume D'Upton.

J. M. Sirois, general merchant, Cacouna, has assigned and V. E. Paradis been appointed provisional guardian.

A petition for a winding-up order for the Montreal Construction Co., Montreal, has been granted. Meeting of creditors announced for 29th inst.

MANITOBA AND N.W.T.

H. Pinesilver, general merchant, Grunthal, has sold out.

Mrs. A. B. Grout, general merchant, Swan River, is dead.

J. A. Clifford, contractor, Edrans, has assigned to J. D. Hunt.

Sharpe & Button, general merchants, Manitou, have dissolved partnership.

J. A. Decosse, general merchant, is opening a branch store at Somerset.

Starkey & Booth, general merchants, Star City, have dissolved partnership.

W. H. Mountgomery, blacksmith, Rounthwaite, has sold out to J. Meniou.

A meeting of creditors of R. Enright, general merchant, Morris, has been held.

L. Goldstein, general merchant, Lowe Farm, has sold out to Abrams & Reimer.

J. W. Morris, general merchant, Edmonton, has sold out to Miller & Maguire.

W. McCue, hardware merchant, Claresholm, has sold out to Loughton & Robertson.

A meeting of creditors of Smith & Turley, general merchants; Blackfalds, has been held.

NOVA SCOTIA.

R. W. Williams, tinsmith, Yarmouth, has made an assignment.

W. N. McNeil, dealer in bicycles, North Sydney, has assigned.

N. Sutherland, contractor, Sydney, has been appointed assignee of J. W. Woodworth.

The premises of W. W. Lewis & Co., general merchants, Louisburg, have been damaged by fire.

BRITISH COLUMBIA.

C. J. Cummins, painter, Vancouver, has assigned to D. M. Buchanan.

H. S. HOWLAND, SONS & CO., LIMITED

WHOLESALE ONLY

37-39 West Front Street, **Toronto.**

ONLY WHOLESALE

Ferrule and Hook.

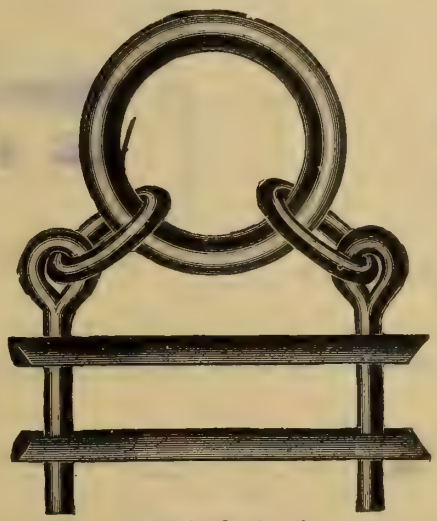
Heavy Doubletree, Second Growth Ash.

Heavy, Round and Oval Whiffletree, Second Growth Ash.

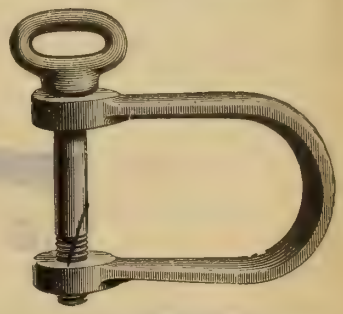
Heavy, Team Neckyoke, Second Growth Ash.

Ferrule and Hook.

Plough Screw Pin Clevise.



Neckyoke Centre, Iron.

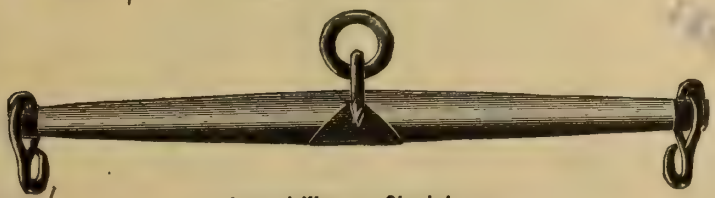


Screw Pin Clevise.

Grab Hook.

Ironed Plough Singletree.

Slide Hook.



Ironed Waggon Singletree.

Ferrule and Ring.

Ironed Waggon Neckyoke.

Welded Centre, Clip and Ring.

SEE OUR HARDWARE CATALOGUE.

H. S. HOWLAND, SONS & CO. LIMITED, Toronto.

OUR prices are right

GRAHAM NAILS ARE THE BEST.
Factory: Dufferin Street, Toronto

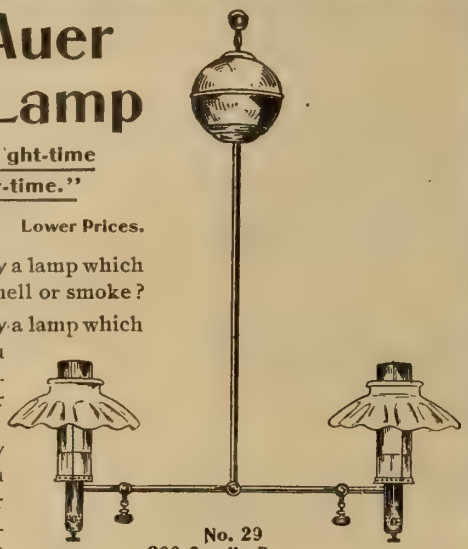
WE ship promptly

All in Cut Book 15

The Auer Gas Lamp

"Turns night-time into day-time."

New Models. Lower Prices.



Would you buy a lamp which doesn't smell or smoke?

Would you buy a lamp which will save you half your expense for coal oil?

Would you buy a lamp which shows your goods in daylight colors?

No. 29
200 Candle Power.

Would you buy a lamp which you can return, for full price, if you don't like it?

That's the kind of a lamp we make.

EVERY LAMP GUARANTEED

Write for our Catalogue and Discounts.

AUER LIGHT CO., 1682 NOTRE DAME ST., MONTREAL.

ALL STANDARD LENGTHS AND DIAMETERS OF DODGE BRIGHT STEEL SHAFTING

are in continual demand throughout the Dominion. Many enterprising hardware dealers are making money carrying this line. Are you one? If not write for our proposition.

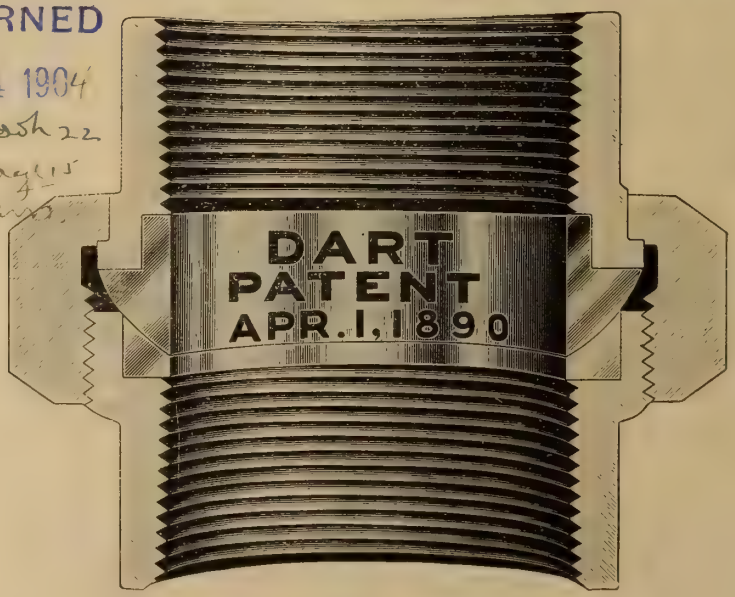
The Dodge Mfg. Co., of Toronto, Limited,

TORONTO, ONT.

Does it Look Familiar, Eh?

RETURNED
AUG - 4 1904

DART PATENT UNIONS.



Bronze, Ball-Joint No Packing

SEE THAT JOINT?

SOLE CANADIAN AGENTS

THE FAIRBANKS COMPANY

MONTREAL. TORONTO. WINNIPEG. VANCOUVER.

MACHINERY

The Machinery Market.

TORONTO.

THERE are no very important features on the machinery market this week. On the whole the demand for all lines of machinery holds steady at last week's report. There are, however, a few exceptions to be noted. There has not been the number of orders for sawmill outfits, shingle-mill machinery and wood-working machinery in general, placed this week that there were during last week or the week before. There has, however, been a slight picking up in the electrical machinery line and altogether there is a brighter outlook for this class of machinery this week than there has been so far this month. The number of orders booked has been larger, and more enquiries have been received than during any previous week this year. The demand for engines, boilers, shafting and belting continues very good, and is quite up to that of last week. Machine tools and iron working machinery in general hold firm, the ordinary amount of business being done in those lines. The demand for gas and gasoline engines has been fairly good, but nothing remarkable. The market for motor vehicles and like machinery has been steady, with no important features. On the whole this week has only been a fairly good one for machinery men. Perhaps enquiries have been more frequent than during the previous week, but the actual amount of business done has been less.

The A. R. Williams Machinery Co. report the market in much the same condition as last week. They find the demand for wood-working machinery fairly good, the demand for iron-working machinery steady and the demand for engines and boilers good, being quite as good as it has been during the past two weeks. Otherwise this has been rather an uneventful week in the machinery market.

The Levy, Weston and McLean Machinery Co. have no important feature of the market to note this week. The demand for engines and boilers continues to be good, and this is the only line in which there has been anything but the very ordinary business done. The orders for saw-mill, shingle-mill and planing-mill machinery have fallen off this week, and only a fair amount of business has been done in these lines. There has been a fair demand for machine tools and like machinery. They have noticed a larger number of enquiries coming in during this week than during the week previous, but other than that the market has been rather featureless.

The Jones & Moore Electric Co. report a slightly brighter market this week for dynamos, motors and generators. This brightness consists both in a slight increase in the actual business transacted, and also in an increase in the number of enquiries received. It is hoped that this may start the ball a-rolling, and that it is significant of a busy market during the weeks to follow.

The last Ontario Gazette contains a notice of the granting of a license by the Ontario Government to the Fairbanks Company to carry on their business in Ontario. They have been given the right to manufacture and deal in scales and all kinds of weighing instruments and to manufacture and deal in all kinds of machinery, machine tools and implements. The capital to be used by the company is limited to $100,000.

The Consolidated Electric Co. report a continual good demand for their electrical machinery, especially for medium sized motors and for generators for small electric lighting systems. They report that they are still trying to catch up on booked orders.

The Dominion Motor Machine Co. report the market for motor machines steady this week, with no special features. There has not been so many enquiries for gasoline or gas engines this week as the two previous weeks, but business done in that line his been fair

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MONTREAL.

Conditions in the Montreal machinery markets show a considerable improvement this week as compared with last. In several lines the inquiries noted for several weeks past are now beginning to show substantial results and some good orders have been booked during the latter part of last week and the early part of this. This is particularly true of saw-mill machinery, in which there has been considerable activity. The principal drawback has been the very deep snow in the lumbering districts which has hindered operations very much. Nevertheless business in this class of machinery is now quite satisfactory and a big improvement is expected during the next month. There has been a good number of actual sales this week and several inquiries for instant delivery are reported by diffrent houses.

The market for iron-working machinery and particularly machine shop tools is by no means so active as might be desired or expected. A number of buyers seem to be holding off in the expectation of a drop in prices. There are a number of concerns, large and small, which are certain to be in the market for machine shop tools before long. For example, both the Canadian Pacific and Grand Trunk railways have built extensive shops which they have as yet scarcely commenced to equip with tools. They must buy very soon. Various other smaller concerns whose orders in the aggregate will amount to large sums are in the same position. It is evident that some good business may be expected very soon. But a number of large buyers have been delaying to place their orders in the hope that prices will be reduced. This hope has been due entirely to alarmist reports from the United States machinery and metal markets and has not been in any case due to the conditions prevailing in Canada. Canadian manufacturers are not disposed to make any concessions as they consider business prospects here quite satisfactory and during the past year many of them have had more orders than they could conveniently fill. Buyers have hoped, however, for a break in prices because of the "dumping" of American machinery on our markets.

For this " dumping " process they have waited in vain and it seems probable that if they continue to wait their waiting will still be in vain. It is quite true that an unusual number of American machinery travellers have been in Canada during the last two or three months but price concessions of a startling nature are yet to be heard of. Their presence here has unsettled the market although they have really done little or nothing in the way of price cutting to disturb local conditions. Meanwhile a continued improvement has been noticed in the New York machinery markets and good judges of the situation think there is now nothing to be feared from American competition.

A feature of the week's business has been an improved demand for gas and gasoline engines. Actual business in these engines has been satisfactory and as in so many other lines of machinery there have been a number of inquiries.

In heavy engines and large boilers there has been little if any actual business this week. Some inquiries calling for immediate delivery have been reported, but local makers have been unable to fill them. Buyers should remember that Canadian makers were very busy all through 1903 and their capacities wer taxed to the utmost. Small engines are usually carried in stock, but large engines have to be made to order in almost all cases.

W. H. Nolan, of the Canadian Machinery Agency, reports that the inquiries received during the last six weeks are now commencing to bring results. During the latter part of last week and fortnight he has made several good sales have been made of wood-working machinery, engines and boilers. Mr. Nolan considers that trade has opened up very satisfactorily for January and he is looking forward confidently to a good year's business. Inquiries continue to come in and these coupled with the satisfactory volume of actual business are the basis for his confidence. He finds that buyers who, a month ago, were disposed to hold off for lower prices are now on the market and likely to place their orders very shortly.

E. Leonard & Sons report that the season's trade is opening up nicely. Manager H. Plant says that he has no reason to complain. During the last fortnight he has made several goor sales and he thinks that prospects are good for a prosperous season. These sales have been principally of engines and boilers although some small sales of mining machinery have also been made.

Williams & Wilson say that business is showing an improvement this week as compared with last. Nevertheless retail business is still on the quiet side and is not quite as large as they had hoped for. Inquiries continue to come in for engines, boilers, and wood-working machinery and a number of good sales seem on the point of being closed.

The Laurie Engine Company report actual business this week in large engines and boilers as being very light. They have work on hand in these lines which will keep them busily employed until the middle of the Summer. Consequently they have been obliged to refuse some orders which called for instant delivery. Some good business has been done in iron and wood-working machinery, particularly the latter, as buyers of the former still seem disposed to hold off. Some mining machinery has been sold recently and further sales are looked for very soon. In saw-mill outfits there is still a gratifying activity and increased business may be looked for next month.

The Fairbanks Company report some improvements this week in conditions as compared with last. Actual business is now on the increase as the inquiries noted for weeks back are now showing results. In machine tools some good sales seem likely very soon, although buyers are still holding off. The Fairbanks Company find that their gas and gasoline engines are meeting with a fair demand.

Alfred Rubra, of the Machinery Exchange, reports some business this week in saw-mill outfits and a number of inquiries for same, two of which are from the Gaspe Peninsula. In machine tools he finds actual business light although prospective buyers are still making inquiries. Two large buyers have been holding off for a couple of months in the hope of lower prices, but Canadian manufacturers are not making any concessions and unless some unexpected competition comes from the United States prices are bound to be firmly maintained. The Canadian machinery market is now very firm.

NEW YORK.

The American Machinist says that taking things all in all the feeling in the machinery trade at the present time is more satisfactory than could be recorded a few weeks ago. There are some sources of trade which have been quite barren for several months past, but which are slowly but surely beginning to look more promising. One of these is the cement industry. Inquiries are beginning to come in a little more frequently, and are said to be largely made up of those which hold out excellent hopes for resulting business.

CHICAGO.

Generally speaking, says the American Machinist, the demand for machinists' supplies is more active than that for machine tools, especially those which go principally to large and modern shops. The large machinists' supply houses in the city are unanimous in saying that the trade for January has been satisfactory, and when compared with January of last year shows little or no loss. It is a fair statement of the situation to say that shop activities are normal, but that there is a hesitation in the placing of contracts for future requirements, due principally to the unsettled state of values.

Machinery Trade in England.

MATHESON & GRANT, London, Eng., in their Engineering Trades Report for January have the following to say of the machinery situation:

Machine tool makers are only moderately employed; but, while they have to share in the vicissitudes of the engineering trades, they have, on the other hand, the advantage of supplying—according to their skill—the improved designs and new tools which dull times and keen competition call for. The extraordinary cutting power of high-speed self-hardening tool steel can only be utilized in machines of corresponding strength. Instead, therefore, of classifying tools, as formerly, by the size of article they can deal with, it is becoming usual to rate them according to the weight of iron or steel they can remove in a given time. This condition applies mainly to planers, milling machines and lathes, while in drilling machines the strength of the feed-gear and other parts to resist the thrust of high-speed tools is of special importance. The power demanded from hydraulic machines for pressing or manipulating steel ingots, plates and forgings is still increasing.

Electrical Machinery in its design and manufacture is fully established as a separate and most important branch of mechanical engineering. This country can now compete successfully with those

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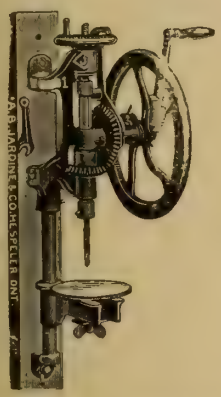

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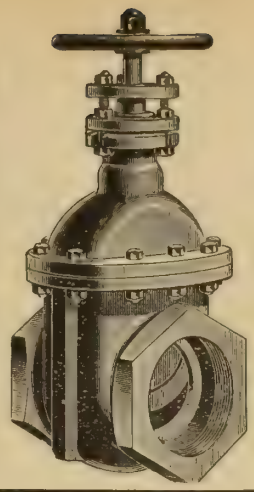

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in Germany and America, who at an earlier date than England had free scope for their inventions; but there are here fewer opportunities for utilising water power than are presented to the engineers of Italy and Switzerland Owing to its greater flexibility and convenience for power distribution, the electric current affords now a substitute for hydraulic mains. In England and on the Continent, at railway goods stations and wharves, where capstans and cranes have for the last 30 years been operated from a central accumulator as the only available method, electricity is being substituted or added with advantage. In America, although hydraulic distribution is as common at all steel works as it is in Europe, the railway goods stations have only in few cases been fitted with hydraulic power mains, and therefore electricity will have a freer field. Experience in the driving of machines, tools and cranes by electric motors is showing, among other results, where direct connection by toothed wheels is effective, and where belt driving is preferable. Familiarity with the use and advantage of electric motors in paving the way for the central power companies who have acquired statutory rights in Yorkshire and elsewhere for distributing current for sale.

Locomotives and Rolling Stock—The leading makers who are well employed on important contracts still in hand, Jo not yet see where sufficient orders are to come from as the year advances. The diminished traffic returns of the home railways, have as is usual in such cases restricted purchases, and on some of the lines to such an extent as will probably cause a too hurried demand when trade revives. The Scotch locomotive firms who have endeavored to check excessive competition by amalgamating their interests, are at present occupied on engines for India, Japan, South Africa and Canada as well as for home railways. When low first cost, rather than durability and economical working is of chief importance, locomotives of equal hauling force to those made in this country may be obtained more cheaply abroad. But such a condition seldom obtains in Great Britain or India, and past experience with American engines in the colonies and South America does not encourage repetition. Wagon and carriage builders are not fully occupied, though the combination of the leading firms has tended to uphold prices. It is probable that extensive works may soon be established in India by some of the English firms so as to utilise native labor for, at any rate, the lighter structural parts and fittings.

Vibration of Electric Pump.

RESIDENTS of Montreal residing on McTavish street and immediate vicinity have been much annoyed by the vibrations of an electric pump recently installed to pump water to the reservoirs on the mountain. They applied for an injunction to restrain the city from using this pump on the ground that it was a public nuisance and was depriving the citizens of the neighborhood of their sleep.

The water department have hastened to explain that they were not to blame and in proof of their contention Mr. Janin has produced a letter from the contractors written May 6th, 1902, when they submitted their tenders. The contractors explained that as the ground at McTavish street station is "made up" it is peculiarly liable to vibration. Hence they warned the water department that particular care should be exercised in selecting proper pumping machinery. They had themselves noticed quite a heavy vibration when testing some boilers and running a pumping engine at that station at fast speed for full capacity. It was very important, therefore, that only very heavy slow moving pumping engines be installed. These they were prepared to furnish and they believed there would be no vibration from them.

That the intentions of the contractors were good there can be no doubt and probably in any position but that on McTavish street where the ground is "made" the pumping engine would have given good satisfaction. In this case the vibration disturbed a whole residential neighborhood. The contractors when interviewed state they agreed to erect a pump that would be as noiseless as possible. It should be remembered that they did not build the foundation for the pump; that duty was undertaken by outside parties. On account of this it was inexplicable to the company how it could be alleged by the superintendent of the water department that everything had not been done to provide a pump that would be satisfactory in every particular. If the ground had been satisfactory and had the foundation been what it should be there would have been no vibration and no complaint against the company.

Citizens living in the vicinity were not particularly interested in the question as to where the blame should lie. They wanted the engine stopped and application was made to Justice Davidson for an interim injunction to prevent the city from operating this electric pumping plant. Among those who gave evidence to the effect that their whole household was upset—some of them saying that they would have to move away from the neighborhood—were the following: H. V. Meredith, Samuel Ward, E. B. Greenshileds, James A. Gillespie, Principal Peterson of McGill University; Professor McLeod, Professor Ruttan, Dr. Stewart, Dr. Shirres. After reviewing the evidence at considerable length, his Lordship gave judgment as follows:

"There is no dispute that the respondents can pump water up to the high level reservoir without using an electrical pump of this kind. They have committed themselves to a pure experiment, and they cannot be permitted to work this out at the cost of the health and suffering of an extended neighborhood. If express and statutory concessions or authority existed for the use of such a pump, then whatever the results, they would need to be borne. But no such law exists.

"A public duty authorized by statute must be distinguished from the manner of its execution. In regard to the latter, it only includes, to use the words of Vaughan, J., in the Harrison case: 'All things reasonable necessary for the execution therof.'

"I am impressed with the fact that respondents assert the existing condition of affairs to be within their right, and that their purpose is, unless restrained, to continue working the pump. They claim the right to go on inflicting the great and widespread resulting injury. Thus. the matter is of immediate and pressing necessity.

"Only the doctrine of greater convenience remains for reference. Evidently respondents can still supply the upper reservoir without this pump, for it is to be rejected if not up to contract. Barring accident, the existing plant can meet, twice over, the requirements of that limited source of supply. It appears from the evidence of Mr. Janin that nearly four years have elapsed since the council were advised to secure other than the present machinery. The contract was only signed two years later. These delays are inconsistent with a crisis. The questions involved do not affect the water supply to the city generally.

"I grant the interlocutory order of injunction, but qualify it by permitting respondents to use the electrical pump if pressing necessity arises from the breaking down of the present plant; and also by permitting them for a brief daily period, to test any improvements that may bring about a cessation of present difficulties. Details as to these conditions, and the settling of security will be arranged in chambers." Costs to follow final determination of the proceedings.

Machinery and Electrical Notes.

The Le Roi mine at Rossland, B.C., is increasing its facilities in regard to electrical power.

The second new boiler for the pumping station at North Sydney, N.S., has arrived from the Robb Engineer Co.'s works at Amherst, N.S.

The last Ontario Gazette contains the notice of the granting of a license by the Ontario Government to the Canadian Westinghouse, Limited, to carry on their business in Ontario.

The Guelph Foundry Co., Guelph, Ont., at a recent meeting of the direc-

tors, decided to erect a large four-storey addition to their foundry on Paisley street. This was found necessary on account of their large increase in business.

The Manitoba Iron Works, Limited, Winnipeg, have secured the exclusive handling of the business of the Madison Williams, manufacturer of sawmill machinery and equipment, Port Perry, Ont., and hereafter they will keep a full line of Port Perry machinery in stock.

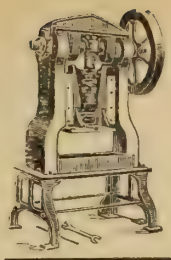
A new 125 horse-power engine has just been installed in the Cape Breton Electric Co.'s power house at North Sydney. It replaces an old 80 horse-power which has been in use during the past year. This old one will be taken to Sydney to be thoroughly repaired, after which it will replace one of the smaller engines now in use.

A report in the St. James' Gazette says that another tube railway has been completed in London and will be opend shortly. It is that of the Great Northern and City Railway and is claimed to be the finest underground railway in the world. The tunnel is 16 feet in diameter, which is 4 feet 2 inches larger than any other tube railway in London. The coaches are equal in width to the widest coaches run on any British railway. All underground structures are fireproof.

A large bridge of cantilever structure, the main open of which will be 1,800 feet, the longest in the world, is to be built over the Strait of Canso, N.S., between Hastings and Cape Porcupine. The total length of the bridge will be 3,300 feet, and it will be 150 feet above the high-water level to allow the passage of the largest ships. About 3,800 tons of steel will be used in its construction which will be supplied by the Dominion Iron and Steel Co. The estimated cost is $5,500,000.

The recent departure of F. S. Pearson, F. Q. Wanklyn and other Canadian capitalists for Mexico, where the construction of the immense electric plant for the Mexican Light and Power Co. again attracts attention to Canadian enterprise in other countries. The main generating station of the Mexican Co. will be situated at the falls of Necaxa, where at least 45,000 horse-power will be generated, while the plans provide that ultimately the plant will generate 80,000 horse-power. The contract for the genrators has been placed in Germany.

The Board of Governors of McGill University have at present under their consideration the establishment of a school of railroad engineering and transportation in connection with the university. This step has the support and advocacy of Sir Thomas Shaughnessy and Mr. C. M. Hays, and the Canadian Pacific and Grand Trunk Railways have taken joint action in promising an annual subsidy of $3,000 each. Also Messrs. Mackenzie & Mann, on behalf of the Canada Northern, have engaged to advance an annual subsidy of not less than $2,000.



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THE PROPOSED ONTARIO BUSINESS TAX.

A REPRESENTATIVE of "Hardware and Metal" some days ago interviewed J. C. Forman, the assistant assessment commissioner of Toronto, for the purpose of getting an expression of opinion from him in regard to the proposed new assessment law of Ontario, and particularly that part of it relating to the taxation of business houses. In effect, he said :

"Personal property will cease to be assessed when the new assessment comes into force. A loss of over $10.-000,000 occasioned by the annulment of the personalty tax and in addition, a large loss on income now assessed for taxation at 4½ mills, are to be made up by what is known as the house tax, the business tax and the income tax, respectively.

"The business tax is a tax of from 7½ to 10 per cent. on the annual value of the premises occupied by a business man for business purposes, the said annual value being ascertained by applying 7 per cent. on the assessed value of the property, i.e., on property assessed at $10,000 the business tax on a 7½ per cent. basis is $52.50. The civic authorities may fix the rate of taxation, but must restrain themselves between 7½ and 10 per cent.

"Merchants are liable to assessment on income derived from that other than their business. There is no exemption on this income, but the rating under the new act is from 5 to 7 mills on the dollar. In addition, every person is liable to assessment on his respective income ; those in receipt of a fixed income are assessable on the excess over $1,000. A professional man, i.e., doctor, lawyer, broker, etc., becomes liable if his income is over $4,000, but it must be remembered that he as well as the merchant is also assessed on the annual value of premises occupied.

"The House Tax. Here there is exemption on the annual value (rental) in towns and cities, graded according to population. In Toronto, the exemption is $245, or 7 per cent. on house and land valued at $3,500. Thus every dwelling of $3,500 and under is not liable for the tax. All property over $3,500 becomes liable after the deduction of $245 exemption, and is assessable at from 5 to 7½ per cent. on annual value.

"This is not a heavy tax, since property valued at $4,000 would contribute only $2.63 at the maximum rate of 7½ per cent. on annual valuation."

* * *

Since the above was written Hon. J. M. Gibson, Attorney-General for Ontario, has introduced in the Legislature amendments which radically change the proposed measure. In introducing his amendments, according to the report in The Toronto Globe, Mr. Gibson opened with an explanation of the changes he proposed as compared with the text of the measure recommended by the Assessment Commission. The following was suggested as the clause defining machinery to be exempted :—"All machinery used for manufacturing purposes only, except that owned, operated or used by a person having right, authority or permission to maintain, or operate within Ontario in, under, above, on or through any highway, road, street, lane, public place or public water, any structures or other things for the purposes of bridges, tramways or street railways, or for the purpose of conducting steam, heat, water, gas, oil, electricity, or any property, substance or product capable of transportation, transmission or conveyance, for the supply of water, light, heat, power, transportation, telegraphic, telephonic or other service."

The chairman remarked that it would be a disappointment if the immense amount of machinery in Toronto would be exempted ; therefore, he suggested the clause which made specific instructions that the exemptions would not apply to the machinery of street railways, telegraph, telephone and like companies.

BUSINESS TAX SCALE.

The changes proposed in the business tax were rather revolutionary. The chairman said there was plenty of elasticity in their opportunities, but he favored a graded tax, by which the following for business tax purposes would be added to the ordinary assessment of the following classes, and in the following proportions :—

Distillers, 125 per cent. This would work out so as to reduce somewhat the taxation hitherto paid by them.

Brewers, 100 per cent.

Wholesale merchant, insurance company, loan company or a trust company, as defined by the act ; express company, land company, bank, banker or any other financial business, 75 per cent.

Departmental store or retail merchant dealing in more than five branches of retail trade or business in the same premises or in separate premises under the same roof or connected premises, where the assessed value of the premises exceeds $20,000 ; manufacturer, lithographer, printer or publisher, or hotel or club, 50 per cent. of the assessed value.

EFFECT ON THE BIG STORES.

Mr. MacKay : Will that assess departmental stores heavily enough ?

The chairman : I think it will ; it will make some of them pay a good deal more than they are paying now, and will make one of them somewhat less—Eaton slightly less and the other two considerably more.

Mr. Lee : That will hit every storekeeper in the country who keeps a small store, carrying all lines.

The chairman : No ; the provision respecting $20,000 exemption was designed especially to meet their case.

The assessment of barrister, solicitor, notary public, conveyancer, physician, surgeon, oculist, aurist, medical electrician, dentist, veterinarian, civil or mining or consulting or mechanical or electrical engineer, surveyor or architect, 50 per cent. of the assessed value.

The assessment of retail merchants, photographers, theatre, concert hall, curling or skating rink, or other places of amusement, boarding stable, livery or letter of vehicles or other property for hire, and restaurant, eating-house, or other place of public entertainment, or any trade or commercial business not before specially mentioned, 25 per cent. of the assessed value.

Every person carrying on business of telegraph or telephone company, or tramway or street railway, transmission of oil or water, or of steam, heat, gas, or electricity for the purpose of light, heat or power, 25 per cent. of the assessed value, other than a highway, road, street, lane or public place or water, occupied by such person exclusive of the value of any machinery, plant or appliances erected upon, in, over, under or affixed to such land.

That, the chairman explained, would make public utility companies pay a business tax. Another provision made $100 the minimum assessment under this business tax.

EXEMPTIONS ON INCOME.

The income tax was adjusted to provide exemptions up to $1,000 of personal earnings and to $400 in the case of income derived from other sources than personal earnings. It was provided that every person not liable to business assessment and every person liable to business assessment in respect of income not derived from the business in respect of which he is assessable shall be liable to income tax.

The chairman here pointed out a difficulty arising in the case of a secretary or manager of an incorporated company owning the most of the stock, who would pay the business tax through the company and an income tax as an individual. The result would be to encourage dissolving the company and forming a partnership.

Mr. Hoyle : There will not be a clause but will impose hardship in some cases.

The chairman suggested a clause covering the objection he noted by providing that persons personally engaged in the management of a company shall not be assessed on income.

Mr. Foy agreed that this was a wise provision, but at Mr. Hoyle's suggestion that the members "be allowed to sleep over that clause," it stood over.

TAX ON CORPORATIONS.

The proposed taxation of telegraph and telephone companies was next explained. In cities, towns and villages they are to be assessed on a percentage of their gross receipts. In every township they shall be assessed at $200 for every mile of one wire, and $7.50 per per mile for each mile of additional wire placed or strung, with exemptions in townships from other municipal taxation, and in cities for all structures, on, over or under or fixed to any highway, road, street, lane, or public place or water.

Provision was also made for a full annual statement by the companies to the Provincial Secretary and to the municipality concerned of the gross receipts and mileage of wire in every township municipality in the province in the year past.

SMALL PLACES TO SUFFER.

Mr. Latchford: I think there should be a distinction between places where there is very little business and those where there is a lot of business. The result of this will be the closing up of the offices in the remote districts.

The chairman said it was true there were many little lines running into farm houses in the country. He believed the proposed provision would wipe out one of the most annoying, nagging and distressing sources of quarrel between the so-called public corporations and the municipalities.

Mr. Latchford: How would it be to make an exception in the case of remote places where the receipts are less than $50 or $100.

The chairman: I would sooner give the municipalities authority to reduce the assessment or exempt them.

Mr. Hoyle: The principle of the bill is a sound one.

The clause compelling employers to state the wages of all their employes receiving over $1,000 was altered so as to include all employes.

TWO TAXES DROPPED.

The chairman then announced that it was proposed to drop the provisions for a house tax and for a Provincial Board of Assessment. The bill made certain provisions for taxing the property of ordinary steam railways when running along roads or streets in a municipality, the assessment of steam railways in respect of right of way, and so on.

It was the intention of the Government that a very substantial addition to the tax of railways to the province should be passed at the present session. With that provision and the one for the telephone company's tax there did not seem to be any necessity for the Provincial Board. They had considered the matter fully, and there did not seem to be any necessity for trying to get at such an intangible thing as a special franchise.

The chairman then quoted sections from the Assessment Act passed within the last two or three years, which he desired to have incorporated. The principal clause was that providing that the property of companies having structures on the public highways be assessed at their actual cash value. Provisions were also read to make it incumbent on railways to forward each year full returns of their mileage, lands, vacant lands, etc.

WILL MAKE INGOT COPPER.

The Syracuse Smelting Works, Montreal, intend starting about the 1st of February to produce ingot copper. Their capacity will be 10 tons every 24 hours, their brand name "M.C.C." This is a departure which will be appreciated, as it marks another step forward in Canadian industry, as ingot copper is not now being made in Canada.

NEWMARKET PLANT TO START.

THE great fly-wheel, weighing 20,000 pounds, has been placed in the Newmarket factory of United Factories, Limited, and once more Newmarket's principal industry and the largest exclusive woodenware factory in Canada is running to its full capacity.

On November 18, through the explosion of a boiler, this factory, where Cane's woodenware is manufactured, was partially wrecked. The boiler house was completely demolished and the engines buried under tons of bricks, while adjacent buildings were damaged to more or less extent. With the usual enterprise shown by this company, before sunset on the day of the explosion they had workmen busily engaged in removing the debris, and every effort was put forth to place the factory in runnin condition at the earliest possible date without regard to the question of expense. In replacing the damaged machinery and rebuilding necessary, the opportunity was taken to make considerable increase in the plant, which a constantly growing business has made necessary.

The four old boilers, of a combined capacity of 400 horsepower, were replaced with Babcock & Wilcox's water-tube boilers, of the very latest type, with a capacity of 750 horsepower. The chimney, which it was at first thought could be repaired, but which a more thorough examination showed must come down, has been replaced by a new one, which stands 100 feet high, and has an outlet capacity 300 per cent. greater than the old chimney, the old having an outlet of 9 square feet and the new one 30 square feet.

In face of the constant discouragements in the way of delays in delivering of machinery and extreme cold weather, which interfered with such work as the building of the huge chimney, on which the workmen could work but a few hours at a time, the work has been pushed with a never faltering energy.

The property lost at the time of the explosion was considerable, but the loss in business through their inability to fill orders, was far greater. The factory had been pushed to its utmost capacity for months past, and it was only by the greatest effort that orders were kept up with, and, at the time of the explosion, a great number of unfilled orders were on hand, the shutting down of the factory for nearly three months was, therefore, a very serious matter. The cutting off of such a large percentage of Canada's supply of woodenware as represented by the United Factories', Limited, output, placed many large consumers at their wits' ends to get what was necessary for their immediate requirements, and importations from the United States was in some cases resorted to.

Anticipating the early resumption of work, orders have been freely taken during the past few weeks, so that the factory will start up at full capacity in every department, but with increased facilities it is expected that orders will be promptly filled.

PREFERENCE FOR CANADIAN CEMENT.

The Toronto Board of Control have taken a radical step in manifesting their preference for Canadian-made goods. At a recent meeting, when a discussion re the purchase of cement came up, a majority of the Board decided to recommend to the City Council that Canadian cement be used notwithstanding the fact that the lowest price on the tender under consideration was made by a United States concern. Last year Toronto used about 8,000 barrels of cement, and the difference was about 11½c. a barrel, or about $1,000

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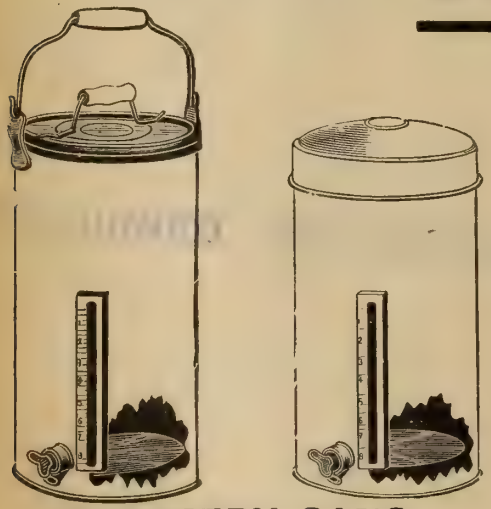

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A JUG-HANDLED PURCHASE.

IN times of low prices, such as at present with linseed oil at 50c. for boiled, it is often of great advantage for a retailer to be able to place his order for future delivery, and thus secure himself against a probable rise in the market. This has always been the custom with keen buyers, but so frequently has the privilege been abused by some dealers that the manufacturers are becoming opposed to selling in this way, and one could not blame them if they come to some agreement to protect their interests against those who do not keep faith with them.

Briefly, the case is this. A merchant orders oil from a manufacturer during a period of low prices, at the current market price. The order is placed, say in January, and it is to be delivered in May or June, the purchaser agreeing to notify the seller when he wants it shipped. April comes, and the manufacturer having received no word from his customer as to shipping the oil, writes to him inquiring when he desires it.

The merchant's reply is to the effect that he wishes to cancel the order, as he had been able to purchase elsewhere more advantageously. The manufacturer has the law on his side if he wishes to hold the merchant to his order, or agreement. But perhaps the oil is only a comparatively small part of the merchant's purchase at that factory, and should the manufacturer stick up for his own rights, he will probably lose all future business from that customer.

This is rather a mean advantage to take. The manufacturer runs his risk and his customer should run his also. Should the market rise, the manufacturer loses money on that sale, (for in that case the customer religiously stands by his agreement); but should it go lower, the manufacturer is asked to meet the price, or lose the sale—not of this one purchase, for it would be to his benefit if he were to lose it, but of other of his lines in the future.

We must conclude that this sort of "buying" for future delivery is one of the best things we know of—for the merchant.

THE COMPENSATION FOR DULL TRADE.

SO trade is dull! The roads for miles about the town are blocked and buyers only come in to do business when they literally need the goods!

To some merchants this condition of affairs will be most depressing; others will welcome the slackening of responsibilities which is the usual accompaniment of the quiet weeks; others, again, will find the compensation for dull trade in the opportunity provided for planning, for reconstruction, for improving the store's appearance, the business system—in short, to introduce the reforms which they have desired for some time to institute.

It has been said that it is to the man who thinks that the plum falls; in equal degree it is to the merchant who plans and who carries out his plans that the plum of profitable trade descends. He so prepares his plans that by a law as immutable as the law of gravitation increased business and a better margin of profit follows each step he makes towards his business ideal.

Some hardwaremen are content. For the contented man, the person who is so satisfied with existing conditions that he will not try to change them in the hope of improving them, one cannot help feeling pity.

Some hardwaremen are hopeless. For the man who has been so often defeated in his efforts to "get ahead," who has become seized with the conviction "My business is as large as it ever will be in this town," one can extend sympathy but little advice, for the latter would be wasted.

Some hardwaremen are lazy. To the man who has got into the rut, who has done his business in the same way, in the same store, and without ever giving the store a good overhauling, one can neither give sympathy nor extend pity.

To all hardwaremen, the dull times offer one great compensation. Are you content? Spend two hours in a fair examination to see if your store is what it might be. Then go about for two days and ask your neighbors for suggestions as to how to improve your store and your business methods. You may get a surprise. Are you hopeless? Cheer up! No matter how little capital you have, no matter how hard you have worked in the past, you can make your life better, yourself more useful to the world, to your family and yourself if you will "plan your work and work your plan." Don't try to attend to every detail yourself. Possibly it might be wise to hire a boy or a girl to mind the shop so that you can get out more about town, so that you can get out after trade if it does not come in to you.

Are you lazy? It will take all your candor, all your fairness of spirit to admit it. It would be easier to admit that you are not as energetic as some other business men in the town. But the question is, are you as energetic as you could be and should be? If you are not then the message of dull trade to you is to either get out and hustle or stay in and fix up. Start in to-day to do something different to what you are in the habit of doing, something calculated to

increase the attention and respect paid your store by the buyers in your town and district. Trade comes to the merchant who works for it, who deserves it.

MUD SLINGING IN ONTARIO POLITICS.

UNTIL recently there was good ground for the hope that the mud-slinging school of politics which prevailed some 25 or 30 years ago, was happily a thing of the past. It is the more to be regretted therefor that this sort of thing should be revived as it has been revived in the Province of Ontario. Within the last few months there has been a growing disregard of the amenities of public life both within and without the Legislative chamber. Public questions of the day, instead of constituting the topics of political discussion have been systematically ignored and honorable gentlemen from both sides of the house have addressed themselves to unelevating trivialities and degrading personalities until the general public are, to a great measure, disgusted and heartily sick of the whole unedifying spectacle.

The climax was reached at Woodstock Saturday last when the depth of coarseness and indecency were sounded by Mr. R. R. Gamey. It is time a halt was called when not content with besmirching the characters of honorable judges, holding them up to ridicule and contumely, he must violate the scantity of the family, ignore the most ordinary consideration due to woman and outrage the rights of private life by dragging in the names of two young married people who by no logical process could be connected with the matter under discussion, but for the sole malevolent purpose of inflicting pain upon their families.

The vulgar abuse which Mr. Gamey has for some months been hurling at the Chancellor and Mr. Justice Falconbridge, calling one of them a "cabbage head," was bad enough, but this latest outbreak marks him as a man incapable of appreciating what is demanded by ordinary decency.

No matter what may be thought of the Gamey charges and there are many who think that despite the finding of the commissioners the man was bought, his conduct of late has been a public scandal. The Globe alone of the Toronto papers printed the offensive language used at Woodstock, setting up as its plea the necessity for calling a halt to Mr. Gamey's excesses. The Mail and Empire denounces the Globe for publishing the cruel personality. But if it is reprehensible for the Globe to publish such matter in its columns is not the author of the outrage deserving of still more vigorous denunciation?

Mr. Whitney has taken a creditable course in refusing to be in any way associated with Mr. Gamey in his public speeches. Mr. Whitney can do Ontario public life an invaluable service and strengthen at once, we believe, himself and the Conservative party in Ontario by insisting that Mr. Gamey desist from a repetition of his scandalous speeches touching the life and movements of private individuals.

The great majority of errors are made through carelessness; learn to care; be exact; strive to have it absolutely right—making a mistake in business is like falling down in a foot race; it is a set-back.—The S.W.P.

The low tone of public life was reflected in the House on Wednesday last when the Speaker was compelled to appeal to the members for a better observance of parliamentary dignity.

None should be more concerned in the elevation of public life in this country than the business men. And it is to be hoped that those in Ontario who have any influence with Mr. Whitney will insist that he discipline the member for Manitoulin who seems to have lost all appreciation for the demands of either public or private life.

THE GRUMPY MERCHANT.

CHEERFULNESS has a commercial value. Customers have troubles enough of their own. They don't care to have those of their hardwareman inflicted upon them, and the man who insists upon recounting his tales of woe or what is practically the same thing, wearing a long face, will soon be recounting his woes to the sheriff and have valid reason for wearing a long face.

Yet there are some men in the business whose appearance and conversation is a standing invitation to a customer to return no more.

It is not necessary for a merchant to be facetious. That sort of thing is dangerous. Where one man succeeds ten will succeed only in making themselves rediculous. But one should always be cheerful. Be sunny, to quote a popular expression. A cheerful greeting changes the whole atmosphere of a store. The customer who came in with the purpose of spending as little as possible, inspired by the spirit of geniality will be disposed to take a more optimistic view of the world at large and himself in particular. He will be better friends with himself and the merchant and will, nine times out of ten, do a good turn for each by making purchases which had he been met with a long face he would not have entertained for a moment.

CAUTIOUS BUYING.

THE hardwareman should ever be careful about his buying, particularly of special lines. There is no loss which is more serious, more discouraging than the loss ensuing from unsalable or shopworn goods or from the sale of goods which are so inferior as to annoy and even drive away customers buying them.

Yet while the merchant should be cautious he should be aggressive. If he offered goods which should yield good returns if up to what is claimed for them he should, unless convinced of their inferiority, secure enough of them to give them a fair trial. And then, if he finds them to possess real merit he should not, in any case, wait for "the other fellow" to stock them first.

Should Retail Hardwaremen Organize?

IT is quite evident that the hardware trade are widely interested in the suggestion that the retail hardwaremen of Canada should organize an association to look after their welfare, to adjust differences between themselves and the jobbers or manufacturers and to hold conventions at which business methods can be discussed, and plans can be laid for securing desirable legislation, either Dominion or provincial.

On another page of this issue of HARDWARE AND METAL is given a report of a matter of serious import to business men all over Ontario. There should be a representative committee, composed of progressive, energetic hardwaremen, to make a study of the amendments to the Assessment Act which Hon. J. M. Gibson is introducing before the Ontario Legislature.

C. D. Ten Dyck.

Mr. Ten Eyck has been appointed Canadian representative of E. C. Atkins & Co., Indianapolis, Ind.

It may be said that there is to-day a "Merchants' Association," which hardwaremen may join. But this association has attempted too much, has been too general in its scope, to be of the greatest service to its members. The hardware section in Toronto has included some of the strongest men in the trade, yet it has not been able to do the work it might have done if these men represented the hardwaremen of Canada, or even of Ontario. Efforts have been made to extend the association beyond Toronto, but such efforts have lacked consistency and strength, with the result to discredit rather than increase confidence in the organization. It is clear that the hardwaremen of Ontario, if they are to do effective work, must secure their own organization and must unite to secure the most progressive and representative men to speak for them. Such men are not hard to find in the hardware trade, a body of men who, for intelligence, industry and progressiveness, would compare to advantage with any class or profession in Canada.

Last week were published letters from officials of two hardware associations in the United States. This week attention is drawn to the following:

Editor HARDWARE AND METAL:—

I am pleased to note there is a proposition to form a hardware association in your section, and shall be pleased to do anything possible to assist you. I enclose herewith a copy of our constitution and by-laws together with minutes of our organizing convention. Our association is young but aggressive. We have negotiations pending looking to a closer alliance with the hardware jobbers, and feel that we will be able to accomplish considerable for the benefit of the craft. I trust you will be able to get the dealers of your section together.

F. C. MOYS,

Secretary Colorado Retail Hardware Dealers' Association.
Boulder, Colorado.

* * *

Editor HARDWARE AND METAL:

In regard to the benefits of our state and local associations, we have felt great advantage in coming together and agreeing to maintain uniform prices on all staple articles in hardware and implements.

As an instance, we formerly sold sash weights, nails, building paper, parlor door hangers and many other articles classed as rough hardware at about cost. To-day with our signed agreements as to prices to ask we are selling as many goods, with as good satisfaction to the consumers, and much better profits to ourselves than formerly.

We keep our expences down, the only salary man being the secretary. The Executive Committee is paid railroad fare and $2 for attendance at every meeting. We meet once per month, and act on any complaints coming from our members. These appear to grow less at each meeting. We believe it a good plan to have members of the state organization have their local organizations in every city of two or more thousands or where there exists excessive competition, by coming together, they in time learn of the benefits derived and form acquaintance with their competitors, and which they find not so bad a fellow after all. In other words, they are taught to believe in each other. The pamphlets sent you will impart further instructions.

C. W. Damerel

Southern California Retail Hardware Association.
Los Angeles, California.

Mr. Damerel expresses in terse language many advantages which have followed the formation of the state association in California and the local organizations in connection therewith. Could similar results be expected in Canada? Beyond question, yes! There are the grievances, there is the desire, the strength and the ability to correct them, and there would be the same success if the efforts were guided by the best minds, the most representative hardwaremen in the country.

Is this a live issue? Are hardwaremen sufficiently interested in the matter to express their views, to show their interest in the matter? If so, HARDWARE AND METAL would be pleased to publish such expressions of opinion.

What do you think about it?

The late W. H. Lindsay.

Formerly of the advertising staff of The MacLean Publishing Co., whose sudden death was recently chronicled in these columns.

PERSONAL MENTION.

H. Macaulay, hardware dealer, Chatham, Ont., writes: "'Hardware and Metal' is always welcome and appreciated."

Mr. Geo. H. Macfarlane, who for many years has represented the E. W. Gillett business in Manitoba, Northwest Territories, and British Columbia, has been appointed assistant general managre of E. W. Gillett Company, Limited. Mr. Macfarlane's long experience in the business and knowledge of the requirements of the trade, fit him for this responsible position. His many friends in the West and elsewhere will be pleased to hear of his promotion.

MARKETS AND MARKET NOTES

QUEBEC MARKETS.

Office of HARDWARE AND METAL,
232 McGill Street.

Montreal, Jan. 29, 1904.

Hardware.

TRADE again shows an improvement over the previous week, in spite of the continued severe weather, and general orders for shelf goods are coming in as well as for the same period last year. Most of the factories which were behind in deliveries last year, have been able to keep up with them this season, but they report that orders have begun to flow in as fast as they did a year ago. The American manufacturers of builders' hardware have given notice of an advance to take place on February 1, which will average about 10 per cent. Canadian jobbers have fairly good stocks on hand, but it is altogether probable that a good many leading prices will be advanced on these lines. Orders for April delivery are coming in freely for lawn mowers, sprinklers, hose and nozzles, garden harrows, lawn rakes, freezers, etc. A few orders for harvest tools have also been received. Taking all things into consideration prospects for Spring business are bright indeed; collections are very satisfactory, and money seems plentiful. Sleighbells, skates, hockey sticks and snow shovels are now practically at a standstill and are dropped from our list.

Spring Hinges—There is still a fair movement in hinges for future delivery, and prices are steady. We quote the following prices: No. 5, $17.25 per gross; No. 10, $18 per gross; No. 20, $10.50; No. 120, $20; No. 51, $9.25; No. 50, $27.50.

Game Traps—The market is very quiet. The discount is 72 1-2 per cent. on "Victor" and 60 and 2 1-2 per cent. on "Hawley & Norton."

Poultry Netting—A few orders are coming in for Spring delivery. The discounts for 2-inch 19-gauge standard extras are 60 and 5; for 2-inch 16-guage, the discounts are 55 and 5 per cent.

Wire Nails—There is no change in the price of these. Considering the season the trade doing is fairly satisfactory. We quote the following prices: $2.40 per keg in carlots, and $2.45 per keg in small lots f.o.b. Gananoque, Montreal, London, Hamilton, Toronto, Brantford, Windsor, Ont., and St. John.

Cut Nails—The demand is somewhat better. For immediate shipment orders are better than this time last year, and it appears that stocks in the country are very small. The price remains at the quotations of last week, $2.30 per keg, f.o.b. Montreal, Toronto, Hamilton, and St. John.

Fence Staples—There is light demand. We quote: $3 per 100-lb. keg for galvanized, and $2.80 for bright; 25 to 50-lb. packages, 25c. extra.

Pressed Spikes—The discount is 25 per cent.

Horsenails—There is a fair demand, an improvement over last year at this time. Our quotations are as follows: "M" brand, "Oval" and "New City" heads, 55 per cent.; "Countersunk" heads, 55 per cent.; "C" brand, 40, 10 and 7 1-2 per cent. off; "Monarch," 50 and 7 1-2 per cent. and "Peerless," 50 per cent.

Horseshoes—A few orders are being received. Prices are unchanged. We again quote as follows: Iron shoes, light and medium pattern, No. 2 and larger, $3.65; No. 1 and smaller, $3.90; snow pattern, No. 2 and larger, $3.90; No. 1 and smaller, $4.15; light steel shoes, No. 2 and larger, $3.80; No. 1 and smaller, $4.05; featherweight, all sizes, 0 to 4, $5.35; toe weight, all sizes, 1 to 4, $6.60. Shoes more than one size in a keg, 10c. per keg extra f.ob. Montreal onlv.

Fire Shovels—These are falling off considerably in demand though for the time of year there is still a fair trade doing. We quote: No. 70, 39c. per dozen; No. 55, 55 to 82c. per dozen; No. 57, 82c. to $1.10 per dozen; No. 60, 70 to 88c. per dozen; No. 65, $1.10 to $1.23 per dozen; Duplex, No. 7, 96c. per doz.; No. 9, $1.20 per dozen; No. 11, $1.54 per dozen.

Snow Shovels—These are still going well. We quote: "Habitant," $2.50 to $2.75 per dozen; "Victor," 30 per cent. off; steel railroad shovels, 45 per cent. off.

Screen Wire Cloth—A few orders for Spring delivery are coming in. The price is $1,50 per 100 square feet.

Galvanized Coil Spring Wire—There is a fair trade at unchanged prices. We quote: Nos. 6, 7 and 8, $3.20; No. 9, $2.70; No. 10, $3.30; No. 11, $3.35; No. 12, $2.95; No. 13, $3.10. Car lots 5 cents less. Freight prepaid in less than car lots to extent of 25 cents and in car lots to extent of 20 cents. For following factory points freight is equalized: Montreal, Hamilton, London, Welland, Windsor, Stratford.

Galvanized Wire—The market is fairly active with orders for Spring delivery. We quote: No. 5, $3.65; Nos, 6, 7, and 8, $3.10; No. 9, $2.45; No. 10, $3.15; No. 11, $3.20; No. 12, $2.60; No. 13, $2.70; No. 14, $3.70. In carlots f.o.b. Cleveland, No. 5, $2.15; Nos. 6, 7, 8 and 9, $2.10; No. 10, $2.15; No. 11, $2.20; No. 12. $2.25; No. 13, $2.35; No. 14, $2.45. In less than carlots, 12 1-2c. extra per 100 lbs. will be charged.

Barb Wire—There is not a great deal doing, though a few good orders have been recived. We quote as follows: $2.75 per 100 lbs. f.ob. Montreal and $2.50 f.o.b. Cleveland. Carlots of 15 tons, $2.40 f.o.b. Cleveland.

Smooth Steel Wire—There is no change. Prices are as follows: Bright and annealed, $2.50 per 100 lb. f.o.b. Montreal, Toronto, Halifax, London, Hamilton and St. John. Net extras per 100 lb. are now as follows: Coppered wire, 60c.; tinned wire, $2; oiling, 10c.; spring wire, $1.25; best steel wire, 75c.; bright soft-drawn, 15c.; hay-baling wire, 20 to 25c.

Fine Steel Wire—There is little doing. The discount continues 25 per cent. with net extras as follows: 1 and 2-lb. hanks, 25c. per 100 lb.; 1-2-lb. hanks, 37 1-2c., and 1-4-lb. hanks, 50c.

Brass Wire—Trade quiet; discount 60 per cent.

Copper Wire—Little doing; discount 60 per cent.

Rivets and Burrs—There is not much doing except for a few orders for future delivery. Discounts are: Best iron rivets, section carriage and wagon box, black rivets, tinned do., coopers' rivets and tinned swede rivets, 60 and 10 per cent.; swedes iron burrs are quoted at 55 per cent. off; copper rivets with the usual proportion of burrs, 45 per cent. off and coppered iron rivets and burrs,

in 5-lb. carton boxes are quoted at 60 and 10 per cent. off list.

Bolts and Nuts—All report a fair trade with bright Spring prospects. Our quotations are as follows: Carriage bolts, common ($1.00) list, 3-16 and 1-4 diameter, 60 per cent.; carriage bolts, common ($1.00) list, 5-16 and 3-8 diameter, 55 and 5 per cent.; carriage bolts, common ($1.00) list, 7-16 diameter and up, 55 per cent.; carriage bolts, full square ($2.40) list, 60 per cent.; carriage bolts, Norway iron ($3.00) list, 60 per cent.; machine bolts, 3-8 diameter and under, 60 per cent.; machine bolts, 7-16 diameter and larger, 55 and 5 per cent.; plow bolts, 55 and 5 per cent.; blank bolts, 55 and 5 per cent.; bolt ends, 55 and 5 per cent.; sleigh shoe bolts, 70 per cent.; coach screws, cone point, 70 per cent.; nuts, square, all sizes, 4c. per lb. off; nuts, hexagon, all sizes, 4 1-4c. per lb. off.

Washers, 45 per cent. off.

Screws—There is a fair trade. Discounts are: Round head bright, 82 1-2 per cent.; flat head bright, 87 1-2 per cent.; brass, round head, 75 per cent.; brass, flat head, 80 per cent.

Shot—The market is very quiet. Our quotations are as follows: Ordinary drop shot, A.A.A. to dust, $6.50 per 100 lb.; chilled, Nos. 1 to 10, $7 per 100 lb.; buck and seal, $7.50 per 100 lb.; ball, $8 per 100 lb. Trade discount 17 1-2 per cent. f.o.b Montreal, Toronto, Hamilton, London. St. John, N.B., and Halifax.

Lanterns—Some business is doing at unchanged prices. We again quote: Lift, hinged or tilt, $4 to $4.25 per doz.; cold blast No. 2, $7 to $7.50; painted dashboard, $6.50 to $6.75; plain dashboard, $6 to $6.25; searchlight, $20 to $24 doz.; brass cold blast, small, $9.75 to $10.

Cordage—The market is quiet for cordage. Cotton goods continue very firm as last quoted. Prices are: Pure manila, 14 1-2c.; British pure manila, 12c.; sisal, 11 1-2c.; double lathyarn, 11c.; single lathyarn, 10 1-2c.; Russian tarred spunyarn 13 1-2c.; jute rope, 3-8-in. in diam. and upwards, 9c.; cotton rope, 22 to 27c.; cotton twine, 22 to 24c. for 3 and 4 ply. Cotton bedcord, 90c. to $1.70, according to length. Sash cord 30c.; cotton candle wick, 21c.

Building Paper—There is little doing in this line at present. We quote: Tarred felt, $1.85 per 100 lb.; 2-ply ready roofing, 90c. per roll; 3-ply, $1.15 per roll; carpet felt, $2.25 per 100 lb.; dry sheathing, 40c per roll; tar sheathing, 50c. per roll; dry fibre, 55c. per roll; tarred fibre, 65c. per roll; O.K. and I.X.L., 70c per roll; heavy straw and sheathing, $35 per ton; slaters' felt, 65c. per roll.

Cement—There is nothing doing. We quote as follows: Canadian cement, $1.90 to $2.25; German, $2.25 to $2.40; English, $2.15 to $2.25; Belgian, $1.70 to $1.95 per bbl., ex store, and American, $2.20 to $2.40 ex-cars.

Firebrick—Market dull. English are quoted at $16 to $22 per 1,000, and Scotch at $17 to $22.

PLUMBING GOODS.

There continues to be a fairly good demand for iron pipe, which has been brought on by the exceedingly cold weather. Prices have been steady all round.

Lead Pipe—There is nothing new in this item. Composition and waste are worth 8c., and ordinary 7c. Discount 35 per cent.

Iron Pipe—A fairly good demand prevails. We quote: Standard pipe, per 100 feet, in lengths under 19 feet—black, 1-8-in., $2.30; 1-4-in., $2.30; 3-8-in., $2.55; 1-2-in., $2.85; 3-4-in., $3.65; 1-in., $5.20; 1 1-4-in., $7.35; 1 1-2-in., $8.95; 2-in., $12.55. Galvanized—1-4-in., $3.20; 3-8-in., $3.45; 1-2-in., $3.90; 3-4-in., $5; 1-in., $7.20; 1 1-4-in., $10.05; 1 1-2-in., $12.20; 2-in., $16.85. Extra heavy pipe, plain ends, are quoted per 100 feet as follows: Black, 1-2-in., $4.20; 3-4-in., $5.25; 1-in., $7.55; 1 1-4-in., $10.55; 1 1-2-in., $12.75; 2-in., $17.60. Galvanized—1-2 in., $5.20; 3-4-in., $6.65; 1-in., $9.55; 1 1-4-in., $13.25; 1 1-2-in., $16; 2-in.. $21.

Soil Pipe and Fittings—Trade continues fair. The discounts are: Light soil pipe, 3 to 6-in., 50 and 10 per cent.; medium and extra heavy soil pipe, 2 and 6-in., 60 per cent.; extra heavy soil pipe, 8-in., 45 per cent. Light fittings, 2 to 6-in., 50 and 10 per cent.; medium and extra heavy fittings, 2 to 6-in., 60 and 5 per cent.; extra heavy fittings 8-in., 45 per cent.

Solder—There has been no change in prices, but the market is firm at 18c. for wire solder and 17 1-2c. for bar.

METALS.

The local metal market has been, as is usually expected at this time of year, quiet, and what movement there was, was confined to one or two lines. In England some advances are quoted, which will likely have a slight effect here, but locally no actual change in prices has taken place. A cable from England on Tuesday announced a stiffening in sheet lead and a rising market.

Pig Iron—Trade very quiet. We quote: Summerlee, $19.25 to $19.75; Carron, No. 1, $21; do., No. 3, $18.50 to $19; Middlesboro', No. 3, $17 to $17.50; Ayersome, No. 1, $20; do., No. 3, $19.40.

Bar Iron—We quote: Merchants' bar, $1.80; horseshoe iron, $2.05; forged iron, $2.

Black Sheets—There is some improvement in the demand this week, but the market is still on the quiet side. We quote as follows: 28-gauge, $2.35; 26-gauge, $2.30; 22 to 24-gauge, $2.25; 18 to 20-gauge, $2.30, and 8 to 10-gauge, $2.40.

Galvanized Iron—There is no change. We again quote as follows: Gorbal's "Best Best," $4.30; 28 Queen's Head, $4.30; Apollo, 10 3-4 oz., $4.30; Fleur-de-Lis, $4; Comet, $4; Bell brand, $4. In less than case lots 25c. extra.

Tinplates—The market is still firm here. In England an advance of from 1 1-2d. to 3d. per box has been made. Locally, cokes sell for $3.75, and charcoals for $4.

Ingot Tin—This is firmly held at 32 to 32 1-2c.

Terne Plates—There is no change in the price. We quote $6.75 to $7.

Coil Chains—The prices remain as follows: No. 6, 10c.; No. 5, 9c.; No. 4, 8 1-2c.; No. 3, 7c.; 1-4-in., $6.10; 5-16-inch, $4.70; 3-8-inch., $4.00; 7-16-inch, $3.80; 1-2-inch, $3.70; 9-16-in., $3.55; 5-8-in., $3.35; 3-4-in., $3.30; 7-8-in., $3.25; and 1-in., $3.20, with 10c allowance on carlots.

Canada Plates—There is a fair movement. A cable from England on Tuesday quoted an advance on one line of 5s. per ton. The local market is stiffening in sympathy, and buyers are advised to place orders early. We quote: 52s.. $2.30; 60s., $2.40; 75s., $2.55; full polished, $3.60, and galvanized, $4 to $4.10; galvanized 60s., $4.25 to $4.35.

Steel—Trade quiet. We quote: Sleighshoe, $1.90; tire, $1.95 to $2.10; spring, $2.75 to $2.95; toe calk, $2.55; machinery (iron finish), $2.45; square harrow, $2.45.

Tool Steel—The demand is fairly good. We quote: Black Diamond, 8 to 9c.; Sanderson's, 8 to 9c., according to the grade; Jessop's, 13c.; Jonas & Colver's, 10 to 20c; "Air Hardening," 50 to 65c. per lb.; Conqueror, 7 1-4c.

Ingot Copper—No change. Price firm at $13.50 to $13.75 per 100 lbs.

Pig Lead—Quiet at $3.20 to $3.30.

Sheet Zinc—There is a fair demand. Prices are unchanged. We quote: $6.15 to $6.25 in cask lots, and $6.50 for smaller.

Zinc Spelter—We quote 6c.

Scrap Metals—Very little is doing in this line, and prices are unchanged. We quote Heavy copper and wire, 9 1-2 to 10c per lb.; light copper 10c.; heavy red brass, 10c.; heavy yellow, 8 1-2c.; light brass, 5 1-2c.; lead, 2 1-4 to 2 1-2c.; zinc, 2 3-4 to 3c.; iron, No. 1 wrought, $11 to $12; machinery scrap, $13 to $15; stove plate, $12; mallable and steel, $6; mixed country rags, 60 to 70c. per 100 lb.; old rubbers 6 to 6 1-2c. per lb.

Ashes.

Prices are well mantained. There is a good demand, and the volume of business is fair. We quote:

First pots, per cwt	6 00	6 10
Seconds	5 60	5 65
Pearls, per 100 lb	7 00	7 25

Hides.

There has been no change in prices. Receipts have improved but slightly We quote:

No. 1 beef hides	0 08	0 08½
No. 2 "	0 07	0 07½
No. 3 "	0 06	0 06½
Lambskins	....	0 75
No. 1 calfskins	....	0 10

ONTARIO MARKETS.

Office of HARDWARE AND METAL.
10 Front Street, East.

Toronto, Jan. 30, 1904.

Hardware.

WEATHER conditions are having more effect on market conditions than any other influence at the moment. Travellers find it practically impossible to cover the territory and the wholesale houses and manufacturers are unable to ship their goods. One manufacturer complains, in fact, that he expects to have to shut down on account of lack of fuel. The railroads have been working at the disadvantage of more business than they can properly handle for some time and the excessive snow fall of resent weeks seems to have found them totally unable to cope with the situation. The result has been unsettling to a large degree, though the situation is infinitely better than during the tie-up and coal scarcity last year. During the last half of the present week there has been some improvement but there is still room for lots more. There is no pessimism, however, as an active season is anticipated by retailers. Prices are steady throughout, the only change being in cotton goods which continue to stiffen.

Screen Wire Cloth—Orders are coming in fairly well at the new prices, $1.50 per 100 square feet.

Spring Hinges—A fair business is reported. Prices are steady as follows: No. 5, $17.25 per gross; No. 10, $18 per gross; No. 20, $10.50; No. 120, $20; No. 51, $9.25; No. 50, $27.50.

Galvanized Wire—There is a fairly good trade at steady prices. Prices are now steady as follows: No. 5, $3.65; Nos. 6, 7 and 8, $3.10; No. 9, $2.45; No. 10, $3.15; No. 11, $3.20; No. 12, $2.60; No. 13, $2.70; No. 14, $3.70. In carlots f.o.b. Cleveland, No. 5, $2.15; Nos. 6, 7, 8, and 9, $2.10; No. 10, $2.15; No. 11, $2.20; No. 12, $2.25; No. 13, $2.35; No. 14, $2.45. In less than carlots, 12 1-2c. per 100 lbs. extra charged.

Barb Wire—Not many orders are coming in, but what do come are of large proportions as a rule. We now quote as follows: $2.75 per 100 lbs. f.o.b. Toronto, and $2.50 f.o.b. Cleveland. Carlots of 15 tons, $2.40 f.o.b. Cleveland.

Coiled Spring Wire—A fair trade for later delivery is reported. Prices are now as follows: No. 9, $2.70 per 100 lbs. f.o.b. Cleveland, freights equalized with factory points at Hamilton, London, Welland or Windsor and allowance to other points up to 25c.; carlots, $2.65, freight allowance to 20c.

Wire Nails—There is a moderate future order business doing with the base price for ordinary lots firm at $2.45 per keg f.o.b. Toronto, with carlots $2.40.

Cut Nails—The market is not strong and there is not much doing even at the reduced price, $2.30 per keg f.o.b. Toronto and Hamilton.

Horseshoes—A nice trade for future delivery is reported, with prices fairly steady. We again quote as follows: Iron shoes, light and medium pattern, No. 2 and larger, $3.80; No. 1 and smaller $4.05; snow pattern, No. 2 and larger, $4.05; No. 1 and smaller, $4.30; light steel shoes, No. 2 and larger, $3.95; No. 1 and smaller, $4.20; featherweight, all sizes, 0 to 4, $5.50; toe weight, all sizes, 1 to 4, $6.75. If shipped from factory 15c. less.

Horsenails—Very little doing this week. We quote discounts as follows: "M" brand, "Oval" and "New City" heads, 55 per cent.; "Countersunk" heads, 55 per cent.; "C" brand, 40, 10 and 7 1-2 per cent. off; "Monarch," 50 and 7 1-2 per cent. and "Peerless," 50 per cent.

Screws—Business is not active. Prices are steady. We quote as follows: Flat head bright, 87 1-2 per cent. discount; round head bright 82 1-2 per cent.; flat head brass, 80 per cent.; round head brass, 75 per cent.; round head bronze, 70 per cent.: flat head bronze, 75 per cent.

Rivets and Burrs—Business is improving at steady prices. Our quotations are: Iron rivets, 60 and 10 per cent. discount; iron burrs, 55 per cent.; copper rivets, with usual proportion of burrs, 45 per cent.

Bolts and Nuts—A fairly strong situation is reported, with a fair trade doing. We quote the following prices: Carriage bolts, common ($1 list), 3-16 and 1-4-in., 60 per cent.; 5-16 and 3-8-in., 55 and 5 per cent.; 7-16 and up, 55 per cent.; carriage bolts, full square ($2.40 list), 60 per cent.; carriage bolts, Norway iron ($3 list), 60 per cent.; machine bolts, 3-8 and less, 60 per cent.; 7-16 and up, 55 and 5 per cent.; coach screws, cone points, 66 2-3 and 10 per cent.

Cordage—Cotton prices continue to go skyward and cordage makers are following the advances in all lines in which cotton enters. We quote as follows: Pure manila, 14 1-2c.; British pure manila, 12c.; sisal, 11 1-2c.; double lathyarn, 11 1-2c.; single lathyarn, 11c.; double shingleyarn, 11 1-2c.; single shingleyarn, 11c.; sashcord "Hercules," 29 to 30c; "Star," 36 to 38c.; cotton rope, 3-16-in. and up, 20 1-2 to 22c.; 5-32-in., 25 to 27c.; 1-8-in., 25 to 28c.; cotton twine, 3-ply, 23 to 24c.; 4-ply, 27 1-2 to 28c.; calking cotton, 16c.; cotton waste, colored, 6 3-4c.; white, 10 to 12c.

Winter Lines—The skate and small sleigh trade has been an active one but is over to all intents. A few sorting orders for sleighbells, horse robes, carriage heaters, etc., come in. Snow shovels are still in demand. Prices are steady on all these lines.

Woodenware—It is not expected that there will be much change in prices this season. Lumber is still very high, but it is not likely an advance will result. We quote per dozen: Washboards, Victor $1.35; Crown, $1.45; Improved Globe, $1.60; Standard Globe, $1.70; Original solid Globe, $2; Superior Solid Back Globe, $2.15; Jubilee, $2.10; Pony, 95c.; Dominion King (glass), $3.10. Tubs, No. 0, $10.50; No. 1, $8.50; No. 2, $7.50;

PORTLAND CEMENT

CANADIAN, ENGLISH, GERMAN and BELGIAN.

FIRE BRICKS, FIRE CLAY, ENAMELLED BRICKS, all colors. BUILDING BRICKS.

SEWER PIPES, CULVERT PIPES, WHEELBARROWS, FOUNDERS' and CONTRACTORS' SUPPLIES.

F. HYDE & CO.

31 WELLINGTON ST., MONTREAL

. . FULL STOCK . .

Salt Glazed Vitrified

SEWER PIPE

Double Strength Culvert Pipe a Specialty.

THE CANADIAN SEWER PIPE CO.

HAMILTON, ONT. TORONTO, ONT.
ST. JOHNS, QUE

Deseronto Iron Co.

LIMITED

DESERONTO, ONT.

Manufacturers of

CHARCOAL PIG IRON

BRAND "DESERONTO."

Especially adapted for Car Wheels, Malleable Castings, Boiler Tubes, Engine Cylinders, Hydraulic and other Machinery where great strength is required: Strong, High Silicon Iron, for Foundry Purposes.

"MIDLAND"

BRAND

Foundry Pig Iron.

Made from carefully selected Lake Superior Ores, with Connellsville Coke as Fuel, "Midland" will rival in quality and grading the very best of the imported brands.

Write for Price to Sales Agents

Drummond McCall & Co.

MONTREAL, QUE

or to

Canada Iron Furnace Co.

MIDLAND, ONT. Limited

No. 3, $6.50. Pails. No. 1. 2 hoops, $1.75 and $1.90.

Building Paper—The market in building paper continues quiet as usual at this season. Our quotations are: Tarred felt, $1.85 per 100 lbs.; 2-ply read roofing, 90c. per roll; 3-ply, $1.15 per roll; carpet felt, $2.25 per 100 lb.; dry sheathing, 40c. per roll; tar sheathing, 50c. per roll; dry fibre, 55c. per roll; tarred fibre, 65c. per roll; O.K. and I.X.L., 70c. per roll; heavy straw and sheathing, $35 per ton; slaters' felt, 60c. per roll.

Cement—Cement is flat this week. Last week's prices continue unchanged. We again quote as follows: Canadian Portland at $2.05 to $2.65 Toronto, and $1.65 to $1.90 at the works; American Portland, $2 Toronto.

Firebricks—Firebricks are quiet. We quote English and Scotch each at 28 to 35c.

PLUMBING GOODS.

There is not much doing, the trade being under much the same influences which are curtailing activity in hardware lines. Discounts on soil pipe and fittings are slightly higher. Otherwise thare is no change.

Lead Pipe—Business is quiet as usual at this season. Our quotations are: Lead, 7c.; lead waste pipe, 8c.; discount 35 per cent.

Soil Pipe and Fittings—Trade is fair in soil pipe and fittings. Discounts from list prices have advanced since last week. We quote as follows: Light soil pipe, 50 per cent.; light soil pipe fittings, 50 and 10 per cent.; medium and extra heavy pipe and fittings, 60 per cent.; 7 and 8-in. pipe, 40 and 5 per cent.

Iron Pipe Fittings—Trade is quiet but steady in iron pipe fittings. We quote the following discounts: Malleable fittings, 15 per cent.; cast iron (standard), 57 1-2 per cent.; headers (not standard), 52 1-2 per cent.; flanged unions, 52 1-2 per cent.; bushings and plugs, 57 1-2 per cent.; nipples, up to 2-in., 65 per cent.; nipples 2 1-2 to 6-in., inclusive, 60 per cent.

Copper Range Boilers—Trade is steady. Last week's discounts at 15 per cent. continue.

Brass Goods—Fairly good trade doing in steamfitters' brass goods, with prices steady.

Iron Pipe—A fair business is doing in iron pipe this week. We quote f.o.b. Toronto: 1-8-in., $3.25; 1-4-in., $2.30; 3-8-in., $2.55; 1-2-in., $2.85; 3-4-in., $3.65; 1-in., $5.20; 1 1-4-in., $7.35; 1 1-2-in., $8.95; 2-in., $12.55; 2 1-2-in.,

"DOMINION CROWN"

A guarantee of quality on

Bar and Hoop Iron,
Best Horseshoe Iron,
B.B. Charcoal Tinplates,
Polished Steel Sheets,
Polished Canadas, etc.

A. C. LESLIE & CO.

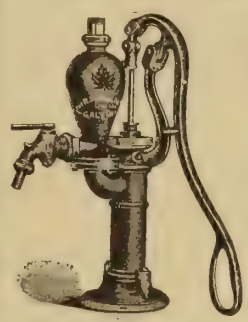
509-512 Merchants Bank Building,

MONTREAL.

FOR HARD WORK

When a man wants a pump to stand hard usage recommend the

McDOUGALL STANDARD PUMP.



It's guaranteed to give perfect satisfaction, and if it doesn't, return it and we will make it right, or refund the purchase price.

Catalogue is free.

McDougall Pumps Made in Canada

The R. McDougall Co. Limited Galt, Ont.

OAKEY'S 'WELLINGTON' KNIFE POLISH

The original and only Genuine Preparation for Cleaning Cutlery 6d. and 1s Canisters.

JOHN OAKEY & SONS, LIMITED

MANUFACTURERS OF

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MONTREAL

NOVA SCOTIA STEEL & COAL CO., Limited

NEW GLASGOW, N.S.

Manufacturers of

Ferrona Pig Iron

And SIEMENS MARTIN

OPEN HEARTH STEEL

$19.25; 3-in., $22.75; 3 1-2-in., $28.75; 4-in., $35.25.

METALS.

Orders for forward delivery are coming in more freely, evidencing a more confident tone on the market. The heavy snow is interfering with deliveries, causing a great deal of extra correspondence and leading to an unusual amount of shipping by express, some such shipments reaching as high as half a ton. Prices are steady throughout. The pig situation in the United States is not strong but the quotations here are fairly well maintained. Bar iron prices are easy, cutting being frequent on large orders. Other lines are firm.

Pig Iron—An easier feeling is manifested in the United States and lower quotations are reported. There is not much disposition on this market, however, to quote below ruling quotations which are nominally $18.50 for No. 1 and $18 for No. 2, f.o.b. Toronto.

Bar Iron—Prices are nominally unchanged, but there is a greater disposition to cut prices for large orders. Our quotations are as follows: $1.80 f.o.b. Toronto for extras cut to length while rolling; 2 ft. and over, 10c. per 100 lb.; 1 ft. and under 2 ft., 15c.; under 1 ft. 20c., over 20 ft. by special agreement according to length and size.

Black Sheets—Prices are unchanged, a fair business doing. We quote: 10 to 16 gauge, $2.50; 18 to 20 gauge, $2.70; 22 to 24 gauge, $2.90; 30 gauge, $3.

Canada Plates—A good movement is recorded at fairly steady figures. A small quantity of U. S. plates is being imported. We quote: All dull, $2.50; half-polished, $2.60; and all-bright, $3.50.

Tin—The London and New York markets show considerable fluctuations but the genral tendency is still upward. There is more business coming in for futre delivery. We now quote prices at $30.50 to $31.50.

Galvanized Sheets—Orders for future delivery more generous. We quote: Queen's Head, $4.25 to $4.50 for 28 gauge; American, $4.40 for 24 gauge; Bell brand, $4.25 for 28 gauge; Gordon Crown, $4.25 for 28 gauge.

Tinplates—The situation is stronger and orders are coming in more freely. We quote as follows: Coke plates, bright, 14x20, $3.75; charcoal plates, $4.25.

Copper—There is a fair movement. Prices steady as follows: Ingot copper, $14, and sheet copper, $20 per 100 lbs.

Brass—There is a fair trade, with the discount steady at 15 per cent.

Don't Tie Yourself Up

by contracting for one year's (or more) supply of **Electric Lamps.**

No possibility of an advance in price during 1904.

We have made preparations to meet the ever-increasing demand for **Shelby** and **Brilliant** Lamps.

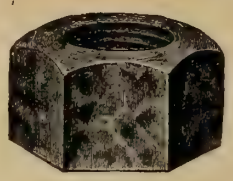
Warranted for **Efficiency, Long Life** and **Economy.**

The Shelby Lamp, in 5 and 10 candle-power, produces More Useful Light from the Same Amount of Current Consumed than any other.

Made in Canada, and for sale by all prominent Electrical Supply Houses.

WRITE FOR PRICES.

WALTER GROSE, Sole Selling Agent, **MONTREAL.**



THE JOHN MORROW MACHINE SCREW COMPANY, Limited

Manufacturers of

Set and Cap Screws, Special Milled Work, Engine Studs, Etc. Cold Punched Nuts of every variety of finish.

INGERSOLL, ONT.

NEW

RAILS

12, 14, 16, 18, 20, 24, 30, 35 and 56 lbs. to the Yard—carried in STOCK for prompt shipment. TRACK REQUISITES.

Sessenwein Bros., 103 Shannon St. .. MONTREAL.

Lead—Business is good and quotations steady. We quote: $3.30 per 100 lb. for pig lead and $3.65 for bar lead.

Zinc Spelter—Prices show an upward tendency at primary market, but the local situation is unchanged at 6 to 6 1-2c. per lb.

Zinc Sheets—The market is firm and a fair business doing. We quote: Cask lots, $6.75 to $7, and part casks, $7 to $7.25.

Solder—Good trade doing. Prices are still stiffening. We quote: Guaranteed half-and-half at 18c., and wiping, 17c.

Petroleum—There has been a decrease of 1-2c. in Canadian water white, American prime white and American water white. Barring this price change nothing special is noted. We quote as follows: Canadian prime white, 19 1-2c.; Canadian water white, 21c.; American prime white, 20c.; American water white, 21 1-2c., ex-warehouse.

Old Material—Trade in old material is decidedly quiet this week. Declines of from 1-4 to 1-2c. are noticeable in red brass, lead and old rubbers, while some dealers quote an advance of 1-4c. in heavy yellow brass. We quote as follows: Heavy copper and wire, 10c. per lb.; light copper, 9c. per lb.; heavy red brass, 9 1-2c. per lb.; heavy yellow brass, 8 to 8 1-4c. per lb.; light brass, 5c. per lb.; lead, $2.35 per cwt.; scrap zinc, 3c per lb.; iron, No. 1 wrought, $10.50; No. 2 wrought, $4; machinery cast scrap, $13 to $14; stoveplate, $10; malleable and steel, $4; old rubbers, 5 1-2 to 6c. per lb.; country mixed rags, 50c. per 100 lb.

Hides, Skins and Wool.

The market is much the same as last week. Tallow is showing up a little brisker, a slight advance of 1-4c. being noted. We quote:

HIDES.

No. 1 green, per lb.	0 07½
" 2 " "	0 06½
" 1 " steers, per lb.	0 08
" 2 " " "	0 07
Cured, per lb.	0 08½

CALFSKINS.

Veal skins, No. 1, 6 to 12 lb. inclusive	0 09
" " " 2 " " "	0 07
" " " 1 15 to 20 lb "	0 08
" " " 2 " "	0 06
Deacons (dairies), each	0 60 0 70
Lamb and sheep skins	0 90

WOOL.

Unwashed wool, per lb.	0 09 0 10
Fleece wool, "	0 16 0 17½
Pulled wools, super, per lb.	0 17 0 19
" " extra "	0 20 0 21
Tallow, per lb.	0 04½ 0 05

The Department of Railways and Canals has awarded the contract for the construction of the swing bridge over the Lachine Canal, at the present site of Brewster's bridge, to Messrs. John Quinlan & Co., Montreal.

The Pittsburg Iron Market.

THE Iron Age in its issue to-morrow will say: "The volume of business, with the exception of some branches is disappointing, although at times hope is buoyed up by a temporary freer movement. The tonnage is not these, and the industry must simply adjust itself to the prevailing conditions.

"In pig iron, the weakest section is now the Central West, where foundry iron is offering at low figures, while ther is practically no sale of Bessemer or basic pig. At the Lake Erie points No. 2 foundry has sold as low as $12.50, which is relatively much lower than the figures at which Southern makers are holding. Some of the latter appear to be growing uneasy at the loss of business. The efforts to get together have met with very scant encouragement, and there is very little hope of co-operation in any form.

"In the East, special circumstances have led to a moderate advance in basic pig, which may hold for some time and may evne gain headway; but there is no pretense that the condition of the steel trade or the general situation warrants it. The advance is purely local.

"The market for steel billets continues very narrow, but complaints continue to crop up of important concessions from the nominal official price, and particularly low figures are quoted on axle billets. Makers of axles claim that they must secure cheap steel in view of the very low figures at which axles have been selling lately—namely, on the basis of 1 20 and 1 25c. per lb. Pittsburg."

THE COPPER MARKET.

London, Jan. 27.—Spot copper opened firm £56 12s. 6d., futures at £56 10s. 0d., and after sales of 250 tons of spot and 450 tons of futures, closed firm at £56 15s. 0d. for spot and £56 12s. 6d. for futures, making price as compared with yesterday 10s. higher on spot and 12s 6d. higher on futures.

New York, Jan. 27.—London prices 10s. higher for spot G.M.B.'s and 12s. 6d. higher for futures.

The New York market is dull and quiet, there is very little new business reported. The exports for the month will amount very close to 25,000 tons.

Prices are unchanged.—The Metal Market.

Eastlake Steel Shingles

The popular choice.

Because they can be so quickly and easily laid —are lightning proof—prevent fire—and are the most economically durable shingles made.

Either Galvanized or Painted.

In demand in all parts of Canada.

The Metallic Roofing Co., Limited

TORONTO MONTREAL WINNIPEG

BUSINESS CONDITIONS IN NOVA SCOTIA.

By Regular Correspondent of HARDWARE AND METAL.

TRAVELLERS' orders have hardly been as good during the present month as at the same date last year, but it is expected that when the territory is next covered better results will be shown. The severity of the weather and the desire of merchants to hold off for a while to see what price changes the turn of the year would bring, have caused Spring orders to be smaller than they would otherwise nave been. The outlook for Spring is considered excellent, as all industries are in a prosperous condition. The decline in the price of lumber will have no immediate effect upon trade, although it will affect operators' profits. As it came after all arrangements for the season's work had been completed the cut and number of men employed will be larger than usual, and the distribution of money correspondingly great.

* * *

Markets here keep very steady. The changes during January have been less than for many years, and all important lines appear firmly held. Fishing supplies for the next month or two will comprise a large proportion of the trade of our hardware houses. In this department remarkably strong conditions exist, and scarcely 24 hours passes in which jobbers do not receive advice of some advances. Cotton lines, etc., have advanced a number of times in the last three months, and duck also is very firm.

* * *

Another line that is higher is woodenware. A local jobber who had not occasion to follow the market closely recently gave an order for this line and was surprised to find that the goods required when landed in Halifax would cost nearly one-third over what the cost would have been twelve months ago. Tool handles of all kinds are higher, especially ash goods. As a result of the high cost of rubber, jobbers anticipate an advance in wringers and possibly in rubber hose before the season ends.

* * *

An article that is receiving some attention at present is turpentine. The southern markets have boomed of late, and Montreal has advanced prices 10½c. per gallon in the last two weeks. The price at Halifax is regulated by the association, and there has been no change here as yet, although there probably will be an advance before this gets into the hands of the printer. The Montreal price at present in barrel lots is 94½c., while the Halifax quotation is 88c., an anomaly that cannot long continue.

Halifax Jan. 25, 1904.

TRADE CONDITIONS IN BRITISH COLUMBIA.

By Regular Correspondent of HARDWARE AND METAL.

THERE is much interest being taken in trade circles at present in the efforts to secure from the Provincial Government a revision of the Assessment Act, passed at the present session of the Legislature. At the time it was carried through the House, just before the Christmas recess, there was a strong protest entered by members, even on the Government side of the House, but the necessities of the Government in providing revenue were such that their friends were appealed to to give their support to the measure, a promise being given in return that the Government would appoint a commission to take up the question of assessment and taxation. This is now being pressed for by the Boards of Trade and other bodies of Victoria and Vancouver. A delegation is now in Victoria from the Vancouver Board of Trade, which will join with others in impressing on the Government the importance of immediate action, as well as pointing out the inequitable manner in which the new act bears upon business men established here.

* * *

Right after securing from the C.P.R. the concession so long sought in freight rates east from the coast to points such as Calgary and similarly situated places in the Territories, the business men are brought face to face with the proposed increase of 17½ per cent. increase in all commodity rates west. The suggestion of the Vancouver Board of Trade is that the west-bound tariffs of the Trans-Continental Freight Bureau be made to apply to British Columbia coast terminals. The Board's Freight Rates Committee also recommended that the services of a freight rate expert be secured to check the changes in the new tariff.

Some of the members thought the matter was purely one of interest to the wholesale men, as not all members of the Board of Trade were shippers. Another member suggested that it would be a good matter for the railway commission appointed by the Dominion Government to inquire into. The scope of the commission was not definitely known, and, besides, as some of the members pointed out, it would be necessary to prepare a case for submission to the commission.

* * *

The bearing of the new tariff, if it goes into effect as anticipated, will be seen from the remarks made by business men when they tell of prices which are quoted from the east. This is especially true on heavy machinery. One eastern representative, in calling on a sawmilling firm last week, said that he could not make the quotations on his line of machinery as low as last year, simply because the freight rates had gone up so appreciably.

* * *

In the outlook for trade in the coming season there is looming large a strong possibility of big demand for all sorts of mining tools, machinery and similar supplies for White Horse and the Alsek district, the new field 175 miles from the terminus of the White Pass Railway. Already there has been considerable inquiry for goods, and some figures on outfits asked for. At least, as one merchant says in describing the inquiries he has received, "It looks like outfitting." The number of people who are preparing to go north in anticipation of the new find turning out, on further development, as good as it seemed on prospect, is very large. There have been nearly 1,700 claims in the various localities recorded with the gold commissioner, and it is expected that a large number of the people who have taken up these claims will at least do some prospecting if not work them actively. In any case it is anticipated that there will be a big rush for the season. The chances of a very big yield of gold from the new field seem to be excellent.

* * *

Vancouver is already shaping away for another big year in building. During the year 1903 there was nearly $1,500,000 spent in new buildings, according to the building permits taken out, and, from these figures and the fact that the activity in house building still continues, and the demand for residential property is still as great as ever, the outlook for the building trades is splendid for the coming season. There has been no cessation of building operations, as there are at least 250 new houses under construction at the present time. There was a little flurry of Winter weather on the coast during this week, but it has all gone again, the snow and frost staying but two days.

* * *

The City of Vancouver last year used in making cement sidewalks 2,581 barrels of Portland cement. This year it is anticipated that at least double that quantity will be required. The price paid last year was $3.25 net to the city, but it is the expectation that this figure will be bettered considerably. It is the intention to get figures from various makers. At the present time there is none being made in British Columbia. There was a factory in this city, but it shut down a year or two ago. The sailing vessels usually bring large quantities from the Old Country, and there have also been shipments from Hong Kong and Japan.

* * *

In the lumber trade, the two export mills, Chemainus and Hastings (the latter at Vancouver), which have been in the Export Lumber Association, of the Pacific Coast, are up against hard competition by reason of the Export Association going to pieces. It included all the mills on the coast of British Columbia, Washington and Oregon, in the export trade, and for years the prices, so far as possible, the output and the proportion sold by each, was regulated by the association. Increasing keenness in competition has caused the break-up, and there seems to be no chance of settlement. Locally, the shingle trade, which has been rather overdone in the past year, is very quiet. It is the off year and the stocks are heavy yet. The chance is that better conditions will prevail this year.

Vancouver, Jan. 23, 1904.

THE TIN MARKET.

London, Jan. 27.—Spot Tin opened firm at £128 5s, 0d., futures £129 0s. 0d., and after sales of 100 tons of spot and 300 tons of futures closed easy at £127 15s. 0d. for spot and £128 5s. 0d. for futures, making price as compared with yesterday 5s higher on spot and 2s. 6d. lower on futures. Singapore quotation for tin to-day was equal to £129 0s. 0d. London, £2 10s. higher than yesterday's closing.

New York, Jan. 27.—The foreign market opened firm at an advance, as was expected, after the Banca sale, but the decline in the second cable and dull conditions here have put the New York market back to yesterday's closing figures, but with easier tendency at that as compared with the bullish feeling which ruled yesterday evening.—The Metal Market.

GERMANY'S PIG IRON OUTPUT.

Germany's pig iron production for 1903 was 10,085,634 tons, an increase of 1,682,974 tons, thus outstripping Great Britain for the first time in history.

The coal production of Germany for 1903 was 116,664,376 tons, an increase of 9,215,842 tons.

MAC LEAN
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Nothing adds to the value of an "ad." more than a suitable Illustration

We can furnish designs at Very Slight Cost.

BUSINESS CONDITIONS IN MANITOBA.

Office of HARDWARE AND METAL,
Room 208, McIntyre Block.

Winnipeg, Jan. 25, 1904.

AS indicated last week there has been a revision of the price list, and quite a number of changes are to be noted. The changes are mostly in the line of reductions, and some are quite important. Bar iron is 10c. lower; wire nails are reduced 10c.; sheet zinc is 50c. lower per cask; coil chain has declined 1c. per pound. There has also been a change in the price of Mrs. Potts' sad irons, plain being quoted at 90c. and plated at $1. There has been no decline in barbed wire, although one has been talked of, and may come later. Stocks here are heavy, and it is not likely that prices here will decline, at least until the opening of navigation, as even at the recent decline in the east wire could not now be brought in to sell at the figures that have been quoted all Fall and Winter for barbed wire. In view of the constant talk of depression in the United States and the cry that Canada will be made a dumping ground for their surplus, it is rather interesting to note that several of the largest hardware manufacturing concerns of the United States have notified western Canadian jobbers that all prices will be advanced 10 to 15 per cent. next month. No reason is assigned beyond the fact that they find difficulty in keeping up with their orders. The advance in turpentine has not yet been reflected here, but it is quite possible it will be before the end of the week. Paints, oils and glass show a steady trade, without change of prices.

* * *

The Stewart Machinery Co., of Winnipeg, are considering the advisability of opening a branch at Calgary.

* * *

The City of Winnipeg will very shortly call for tenders for cars and equipment for hauling their own stone from the city quarry the coming season. It is expected that civic improvements will absorb even a larger quantity of stone than last year.

* * *

Building permits issued to date amount to $31,800. For the whole month of January last year permits only amounted to $12,400.

* * *

The Winnipeg Paint and Glass Co. will shortly move into their new premises on Notre Dame street east. This is one of the few solid stone warehouses in Winnipeg, and when quite completed will be three storeys high on a lofty basement. The 50-foot front up to the top of the first storey, is of massive cut stone. The Tyndall stone is particularly handsome when cut, and there is nothing finer in Winnipeg to-day than this building. Owing to cold weather coming earlier than usual, it was not possible to get the building up past the second floor, which has been closed in. The offices, which are being handsomely finished in hardwood and bevel glass, are on the ground floor, and are now nearly finished. The stock of the company is now being moved into the basement and ground floor, and no better proof of the growth of the house can be given than the rapid development of this business, which in so very short a time is requiring such greatly enlarged premises. The stock carried is a very fine one, particularly along the line of fancy stained glass.

We quote as follows :

Barbed wire, 100 lb.	$3 15
Plain galvanized ... 6 to 8	3 39
" ... 9	2 50
Plain galvanized ... 10	3 50
" ... 12	3 10
" ... 13	3 20
" ... 14	3 90
" ... 15	4 45
" ... 16	4 60
Barbed wire, 100 lb.	3 25
Plain twist	3 25
Staples	3 65
Oiled annealed wire ... 10	3 42
" ... 11	3 48
" ... 12	3 56
" ... 13	3 66
" ... 14	3 76
" ... 15	3 91
Annealed wires (unoiled) 10c. less.	
Horsenails, 40 per cent. discount.	
Horseshoes, iron, No. 0 to No 1	$4 75
No. 2 and larger	4 45
Snow shoes, No. 0 to No. 1	4 60
No. 2 and larger	4 45
Steel, No. 0 to No. 1	4 45
No. 2 and larger	4 20

Cut Nails—		Wire Nails—	
2d 1 in.	$4 10	1 in.	4 15
3d Fin. 1⅛ in.	4 10	1⅛ in.	4 10
3d 1¼ in	3 75	1¼ "	3 70
4d 1½ in	3 50	1½ "	3 50
5d 1¾ in	3 50	1¾ "	3 50
6d 2 in	3 40	2 "	3 40
8d 2½ in	3 25	2½ "	3 25
10d 3 in	3 20	3 "	3 20
20d 4 in	3 15	3½ "	3 15
30d 4½ in	3 10	4 "	3 10
40d 5 in	3 10	4½ "	3 10
50d 5½ in	3 10	5 "	3 10
60d 6 in	3 10	5½ "	3 10
		6 "	3 10

Bar iron (basis)	2 50
Swedish iron (basis)	4 75
Sleigh shoe steel	2 85
Spring steel	3 25
Machinery steel	3 50
Tool steel, Black Diamond, 100 lb	8 50
Jessop	13 00
Sheet iron, black, 10 to 16 gauge, 100 lb.	3 50
18 to 22 gauge	3 75
24 gauge	3 90
26 gauge	4 00
28 gauge	4 10
Galvanized Iron, Apollo, 16 gauge	4 00
18 and 20 gauge	4 00
22 and 24 gauge	4 25
26 gauge	4 25
28 gauge	4 50
30 gauge or 10¾ oz	4 75
Extra sheets, 36 in. wide an advance of 25 p.c. per 100 lb.	
Queen's Head, 24 gauge	4 25
26 gauge	4 50
28 "	4 75
Extra sheets, 36-in. wide, an advance of 25 p.c. per 100 lb.	
Genuine Russian, per lb	11
Imitation " "	07 to 08
Tinned, 24 gauge, 100 lb	8 00
26 gauge	8 50
Tinplate, IC charcoal, 20 x 28, box	10 00
" IX "	12 00
" IXX "	14 00
Ingot tin	35
Canada plate, 18 x 21, 18 x 24 and 20 x 28.	3 25
Canada plate, full polished	4 00
Sheet zinc, cask lots, 100 lb	7 00
Broken lots	7 50
Pig lead, 100 lb	5 50
Black iron pipe, ⅛ inch	3 30
" ¼ "	3 30
" ⅜ "	3 40
" ½ "	3 70
Black iron pipe, ¾ inch	4 35
" 1 "	6 25
" 1¼ "	8 70
" 1½ "	10 50
" 2 "	14 50
Rope, sisal, 7-16 and larger, basis	11 75
Manila, 7-16 and larger, basis	15 25
Lathyarn	11 25
Solder	20
Axes, chopping	$ 6 75 to 12 00
" double bitts	12 00 to 18 00
Bluestone	5 50
Screws, flat head, iron, bright	85 and 10 p.c.
Round " "	80 p.c.
Flat " brass	75 and 10 p.c.
Round " "	70 and 10 p.c.
Coach	70 p.c.
Bolts, carriage, 3-16 and ¼	60 p.c.
" 5-16 and ⅜	55 and 5 p.c.
" 7-16 and up	55 p.c.
Bolts, machine, ⅜ and under	50 and 5 p.c.
" 7-16 and over	55 and 5 p.c.
Bolts, tire	60 and 5 p.c.
Bolt ends	55 and 5 p.c.
Sleigh shoe bolts	70 p.c.
Machine screws	70 p.c.
Plough bolts	55 and 5 p.c.
Square nuts, case lots	3c. discount.
" " small lots	2½c. "
Hex " case lots	3c. "
" " smaller lots	2½c. "
Rivets, iron	50 and 10 p.c.
Copper, No. 8	32
" No. 12	36
Coil chain, 3-16 inch	9½
" ¼ inch	7¼
" 5-16 inch	5¾
" ⅜ inch	5
" 7-16 inch	4⅞
" ½ inch	4¾
" ⅝ and ¾ inch	4½
Spades and shovels	40 and 5 p.c.
Harvest tools	60 p.c.
Axe handles, turned, s. g. hickory, doz.	$3 15
No. 1	1 90
No. 2	1 60
Octagon extra	2 30
No. 1	1 60
Files common	70 and 10 p.c.
Diamond	60 p.c.
Building paper :	
Anchor, plain	65c.
" tarred	70c.
Pure fibre, plain	65c.
" " tarred	80c.
Ammunition, cartridges, Dominion R.F.	50 p.c.
Dominion, C.F., pistol	30 p.c.
" military	15 p.c.
American R.F.	30 p.c.
C.F. pistol	5 p.c.
C.F. military	10 p.c. advance

Loaded shells:	
Eley's soft, 12 gauge black	15 00
chilled, 12 gauge	10 50
soft, 10 gauge	19 50
chilled, 10 gauge	21 50
Shot, Ordinary, per 100 lb	6 00
Chilled	6 50
Powder, F.F., keg	4 75
F.F.G	5 00
Tinware, pressed, retinned	70 and 10 p.c.
" " plain	75 and 2½ p.c.
" pieced	
Japanned ware	37½ p.c.
Enamelled ware, white	45 p.c.
" Famous	50 and 10 p.c.
" Imperial	50 and 10 p.c.
Green Wire Cloth	1 55

PETROLEUM.

Water white American	27½c.
Prime white American	25½c.
Water white Canadian	25½c.
Prime white Canadian	24½c.

SCRAP.

No. 1 cast iron	$14 to 15
No. 2 "	7
Wrought iron scrap	5
Copper (heavy)	8½c. per lb.
Yellow brass (heavy)	7½c. "
Light brass	5c. to 6c. "
Lead pipe, or tea lead	2c. to 2½c. "
Zinc scrap	1c. "

PAINTS, OILS AND GLASS.

White lead	$6 00 to $6 50
Putty in bladder, 2½ lb., in keg of 100 lbs.	0 02¾
Turpentine, pure in barrels	$ 0 90
Less than barrel lots	0 95
Linseed oil, raw	0 57
Boiled	0 60
Lubricating oils, Eldorado castor	0 28½
Eldorado engine	0 27½
Atlantic red	0 33½
Renown engine	0 42
Black oil, per gal	25 to 30
Cylinder oil (according to grade)	53 to 78
Harness oil	0 65
Neatsfoot oil	1 00
Steam refined oil	0 85
Sperm oil	2 00
Pure castor oil, first pressure	0 11½
Lubricating oil	0 11½

WINDOW GLASS.

Single 1st break, up to 25 miled inches, $3.75; 26 to 40, $4; 41 to 50, $4.50; 51 to 60, $5; 61 to 70, $5.50, in 100-ft. boxes.

INCREASED COKE DEMAND.

The improvement in the coke trade, which started two weeks ago, continues, the weekly reports showing a steady increase in the output over the last few weeks.

While the present improvement in the coke trade is due mainly to the resumption of work at the furnaces of the United States Steel Corporation, the fact that outside furnaces are preparing to resume operations makes it certain that further increases in the region's output will be noted weekly.—American Metal Market.

BAR IRON AT NEW YORK.

New York, Jan. 27.—There seems to be rather better demand but prices show no improvement and there are always three or four sellers to every inquiry. It is hard to get business and prices are kept at around the lowest point. For strictly best refined 1.37 1-2 to 1.42 1-2 covers the market here and these prices could probably be shaded.

PAGE LAWN FENCE

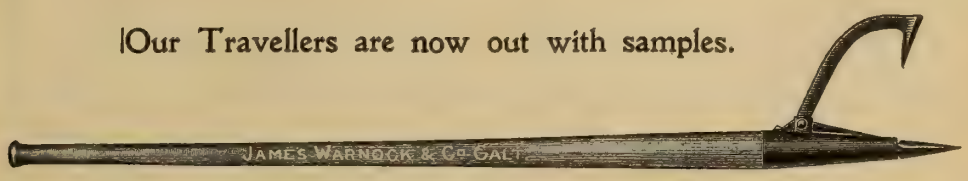
Indestructible Handsome, Perfect. Only 20 cents per running foot.
Supplied by us or local dealer. 202

THE PAGE WIRE FENCE CO. Limited, - Walkerville, Montreal, Winnipeg, St. John

AXES and . . .

LUMBERING TOOLS

Our Travellers are now out with samples.



Our prices are right and a Warnock Tool is the accepted standard of quality.

See our axe samples before buying.

JAMES WARNOCK & CO.
GALT, ONT.

NEW ZEALAND'S PREFERENTIAL TARIFF.

ITS PURPOSE AND EFFECT.

THE adoption of a preferential tariff in favor of British-made goods by our sister colony of New Zealand is a matter of very considerable interest to Canada, particularly as our trade with the Antipodes promises to assume no small proportions in the future. "The Grocer" is therefore pleased to give our readers the benefit of a letter, explaining the operation of the new Tariff Act, just received from Manson & Barr, Palmerston North, New Zealand, and which reads as follows :

The Government of this colony having just adopted a preferential customs tariff giving preference to British-made goods, it is now necessary for Canadian exporters to this colony to make a declaration on each invoice in the form as shown on slip we enclose. An individual member of the exporting house or company must make this declaration in his own name but on behalf of his firm.

Will you kindly mention this in your valuable paper, so that it may come under the notice of all Canadian exporters.

We post you under separate cover a copy of this customs act, and you will notice that the preference given takes the form of increasing the duties on all non-British goods coming under the different schedule. The first schedule is practically a dead letter, as all cement imported here is English Portland with very trifling exceptions.

The second schedule is mostly made up of goods at present paying 20 per cent. ad valorem duty, and on all goods coming under this schedule and not being British made the amount of duty payable will be increased by 50 per cent., making it practically 30 per cent. on these lines.

The third schedule is made up of goods that are at present free, but which, if not British made, will now have to pay 20 per cent. duty.

This third schedule will be the hardest on foreign goods, as it gives the British goods a clear 20 per cent. preference, as they will still be free.

We trust you will point out that it will be necessary for all Canadian exporters to this colony to have the declaration on their invoices to get the benefit of the preferential treatment, and, that if they omit this there will be a lot of delay and red tape here till the consignee can prove that the goods were made in Canada.

The act itself, beginning at the second section, reads as follows :

2. From and after the passing of this Act there shall be leviable on the several articles mentioned in the First and Second Schedules hereto imported into New Zealand and not being the produce or manufacture of some part of the British dominions, in addition to the duties authorized under any tariff for the time being in force in New Zealand, the following duties :—

(a.) On the article specified in the First Schedule hereto, an amount equal to the amount payable under the said tariff ;

(b.) On the articles specified in the Second Schedule hereto, an amount equal to one-half of the amount payable under the said tariff.

EXPORTERS' DECLARATION.

I, [full name], of the firm of , do hereby certify that this invoice, amounting to , for goods exported to New Zealand on account of [Name of person or firm to whom invoiced], is true and correct, and that the goods specified therein are bona fide the produce or manufacture of [Name of the part of the British dominions in which the goods have been produced or manufactured].

[Signature.]

Dated at , this day of , 190 .

NOTE.—This declaration to be made and signed by an individual member of the firm or company invoicing the goods.

3. From and after the passing of this Act there shall be leviable on the several articles mentioned in the Third Schedule hereto imported into New Zealand, and not being the produce or manufacture of some part of the British dominions, duties of Customs equal to twenty per centum of the value for duty as defined by the principal Act, or by any Act amending the principal Act.

4. The provisions of sections two and three hereof shall not be applicable in the case of—

(a.) Goods imported on or before the thirty-first day of March, one thousand nine hundred and four, if it is proved to the satisfaction of the Collector that an order for the goods was sent from New Zealand on or before the sixteenth day of November, one thousand nine hundred and three.

(b.) Printing papers imported by and for the use of the proprietors of any registered newspaper, if it is proved to the satisfaction of the Collector that they are imported under a valid contract for the supply of such papers for a period not exceeding three years, entered into prior to the sixteenth day of November, one thousand nine hundred and three.

(c.) Rails for tramways and other goods mentioned in the Schedules hereto directly imported before the thirty-first day of March, one thousand nine hundred and six, for use in the construction or equipment of any tramway for which plans and specifications have been completed or are in course of preparation on the passing of this Act.

5. The duties authorized under this Act shall be levied, collected, and paid on importation into New Zealand, on or before clearance from any warehouse for home consumption, at the time of making import entry or home-consumption entry therefor.

6. On the importation of any articles mentioned in any of the Schedules hereto, the importer or his agent, in addition to the particulars required by the principal Act to be given on the entry of dutiable goods, shall state, to the best of his knowledge, information, and belief, the country of which such goods are the produce or manufacture, and shall satisfy the Collector, by declaration or otherwise, of the truth of such statement.

7. If a Collector has reason to believe that any goods are not the produce or manufacture of the country stated on such entry, he may detain them for examination ; and if, after due inquiry, he is satisfied that such statement was false, the goods shall be forfeited and dealt with as directed by the principal Act in the case of forfeited goods.

8. With respect to all articles mentioned in the Schedules hereto imported into New Zealand after the thirtieth

day of June, one thousand nine hundred and four,—

(a.) The full duty under this Act shall be payable unless there is produced to the Collector an invoice of the goods having written or printed thereon a certificate signed by the sender or consignor, in such form as may be prescribed by the Commissioner, stating that the goods are bona fide the produce or manufacture of some part of the British dominions named in the certificate.

(b.) No such invoice shall relate to any goods other than those to which the certificate refers.

(c.) Where such goods are imported in packages, such packages shall not contain any goods other than those specified in the invoice, and if any other goods are found in any such package they shall be forfeited.

(d.) Every importer or agent of an importer who produces any invoice or certificate under this section knowing the same to be false in any particular is liable to a fine not exceeding one hundred pounds, or, at the option of the Commissioner, to treble the value of the goods specified in such invoice.

9. (1.) From and after the thirty-first day of March, one thousand nine hundred and four, no duty shall be leviable on tea grown in any part of the British dominions, except on tea packets not exceeding one pound in weight.

(2.) The provisions of sections six to eight hereof shall apply to every importation of tea after the date last mentioned.

10. In any proceeding arising under this Act the onus of proof that any goods are the produce or manufacture of any part of the British dominions shall be on the importer.

11. The Governor may from time to time, by Order in Council gazetted, make regulations for carrying this Act into effect, and may impose fines for the breach of any such regulation not exceeding one hundred pounds.

RECIPROCAL TRADE.

12. Where any country being part of the British dominions reduces or abolishes, or proposes to reduce or abolish, the duty on any product or manufacture of New Zealand, the Governor may enter into an agreement with that country to reduce or abolish the duty on any article or articles the produce or manufacture of such country to an extent that the estimated revenue so remitted shall equal as nearly as possible the estimated revenue remitted by that country :

Provided that no such agreement shall have effect until ratified by Parliament.

13. Where any country not being part of the British dominions reduces or abolishes, or proposes to reduce or abolish, the duty on any product or manufacture of New Zealand, the Governor may, subject to or by virtue of a treaty with His Majesty, negotiate with such country for an agreement with that country to reduce or abolish the duty on any article or articles the produce or manufacture of such country to an extent that the estimated revenue so remitted shall equal as nearly as possible the estimated revenue remitted by that country :

Provided that such agreement shall not have effect or be operative until ratified by an Act of the Parliament of New Zealand.

SCHEDULES.

First Schedule.

CEMENT.

Second Schedule.

Basket and wicker ware, n.o.e., not being furniture.

Bicycles, tricycles, and the like vehicles ; also finished or partly finished or machined parts of same, n.o.e., including weldless steel tubing cut to short lengths.

Boots, shoes, and slippers, n.o.e.; goloshes, clogs, pattens, vamps, uppers, and laces.

Candles.

Carriages, carts, drays, wagons, and perambulators, and wheels for the same.

China, porcelain, and parian ware.

Clocks.

Cordage and rope, n.o.e.

Cream of tartar.

Earthenware, stoneware, and brownware.

Fancy goods and toys.

Firearms, all kinds.

Fish, potted and preserved.

Furniture and cabinetware, n.o.e., and other than iron.

Glass, crown, sheet, and common window.

Glassware ; also plate glass, and glass polished, colored, and other kinds, n.o.e.; globes and chimneys for lamps.

Hardware, ironmongery, and hollowware.

Hops.

Iron nails.

Iron pipes and fittings for same, including main-cocks.

Lamps, lanterns, and lamp-wick.

Musical instruments—viz., pianos.

Paperhangings.

Paper, wrapping,—viz., blue candle, glazed cap, glazed casings, small-hand, lumber-hand, and tissue.

Paper, wrapping, other kinds, including brown, cartridge, and sugar papers.

Plate and platedware.

Pumps and other apparatus for raising water.

Third Schedule.

Bicycles and tricycles, fittings for—viz., rubber tires, pneumatic tires, outside covers, and inner tubes ; rubber and cork handles, and pedal-rubbers ; also drop-forgings and stampings, ball-bearings, weldless steel tube in full lengths, rims, forks, and spokes in the rough.

Gas-engines and hammers, and oil-engines.

Gumboots.

Iron and steel cordage.

Iron, plain black sheet, rod, bolt, bar, and plate.

Printing-paper.

Rails for railways and tramways.

Sailcloth, canvas, and unbleached double-warped duck.

Surgical and dental instruments and appliances.

IRON AND STEEL HOCKEY LEAGUE

THE fourth game of the Iron and Steel Hockey League of Montreal was played on the night of Friday, January 22nd, on the Prince Arthur Rink. The contesting teams were those representing Drummond, McCall & Co., iron, steel and metal importers, and Thos. Robertson & Co., metals and plumbers' supplies. As the score indicates, the game was keenly contested, and was won by Thos. Robertson & Co. only after the keenest kind of contest by the narrow margin of 2 goals to 1. The opposing teams lined up as follows :

Thos. Robertson & Co.—E. Bouchard, goal ; E. Gerow, point ; P. Dunberry, cover point ; H. D. Browne (captain), centre ; H. Orsali, rover ; T. Robertson, right wing ; T. R. Lessard, left wing.

Drummond, McCall & Co.—J. Gouldthorpe goal ; K. Andras (captain), point ; R. Tait, cover point ; L. A. Holland, centre ; A. Brophy, rover ; H. O. Wilkinson, right wing ; L. Martel, left wing.

Umpires—F. C. Mavor and Thomas B. Reed.

Timekeepers—W. H. Tait and W. J. Todd.

Referee—A. R. Vallance, of Westmount.

The Manitoba Builders' Supply Co., Winnipeg, have been incorporated with a capital of $45,000.

THE DOMINION CRUISER.

THE Polson Iron Works, Toronto, are at the present time engaged in the building of the Dominion cruiser for fiseheries protection on Lake Erie. The new cruiser will be a flush deck vessel having a ram bow and elliptic stern of somewhat similar type to the smaller cruisers in the Britsh navy. She will be faster than any fishing tug on the lakes.

The hull of the cruiser will be of open hearth, mild steel. The dimensions are: Length on load water line, 176 feet; beam. molded, 22 feet; depth from top of keel to top of main deck, 14 feet 3 inches; draught, loaded with 50 tons of coal, 8 feet; bunker capacity 75 tons. The vessel will have eight watertight bulkheads.

She will be fitted with two sets of triple-expansion engines, having cylinders 13 1-2, 22 and 36 inches diameter by 21-inch stroke. The steam will be supplied by two Scotch boilers, 11 1-2 feet in diameter and 13 feet long, built for a working pressure of 200 pounds, and fitted with forced draft. Of auxiliary machinery she will have a steam steerer of ample capacity, a complete electric light oufit, including a powerful searchlight. The work will be entirely the product of the Polson Iron Works' staff, and when completed will have a very handsome appearance.

NEW ZEALAND FLAX FOR CANADA

Some considerable quantity of New Zealand flax is now used in Canada for the manufacture of binder twine. Up till recently the fibre has been going to Canada by way of London, but owing to the low freights now quoted by the Canadian railway companies and the steamers trading to Vancouver from Australia, most of the material is being sent to Vancouver by way of the South Pacific. Recently a firm shipped from Wellington 450 bales to Sydney for transhipment to the next steamer for British Columbia, and a week later the same firm despatched another lot via Auckland and Fiji to catch the same steamer.—Textile Mercury, Manchester.

THE FUTURE SALESMAN.

When the head of a big western manufacturing concern was asked wherein the salesman of the coming ten years would differ from the salesman of the past or of to-day, he said :

"Sobriety, a great capacity for work, physical endurance and keeping everlasting at it will mark the successful salesman of the future. There are many salesmen to-day who possess those qualities. I think conditions will demand more of them in the future."

Another said :

"It is becoming a difficult problem. Where we find one man that will work hard, who will do everything in his power to make the best of his possibilities we find nine who fail to come up to this standard. The whole solution of the salesman problem in the future lies in that word 'work.' To-day there are too many men who are doing other things when they ought to be selling goods."—Stoves and Hardware Reporter.

WINNING THE FARMERS' FAVOR.

Hardware dealers who are enterprising and who expect manufacturers who do business through them to be the same. will appreciate the progressiveness of the International Stock Food Co., Toronto, who offer a cutter or wagon to dealers who make a special effort to win the trade of farmers and stock raisers. Dealers are invited to write the company for literature and for the particulars of this unusual offer.

THE COLONIAL STOCK FOOD CO.

Attention is called to the announcement in this issue of The Colonial Stock Food Co., of Toronto. The policy of this company in assisting the sale of their brand of goods is to work in conjunction with the retailer all the way through, rather than by general advertising. They quote low figures to the retailer, thus enhancing his profits, and then, by a follow-up system of mailing cards, accompanied by samples of their food, sent out to possible consumers, the names of which the retailer provides, there is developed a demand for the food that it is hoped will be permanent. The Colonial Stock Food Co. believe that their advertising methods are better for themselves and for the retailer than if they spend money in local newspaper advertising.

A LARGE ORDER OF BRUSHES.

The United Factories, Toronto, are steadily extending their connection in the Northwest. Last week they shipped a car of brushes to Winnipeg, and they expect to send another car this week. The magnitude of this order, the largest they have ever had from the West, can only be understood when one considers what a great number of brushes is necessary to make up a car.

CONDENSED OR "WANT" ADVERTISEMENTS.

Advertisements under this heading, 2c. a word first insertion; 1c. a word each subsequent insertion.

Contractions count as one word, but five figures (as $1.000) are allowed as one word.

Cash remittance to cover cost **must** accompany all advertisements. **In no case** can this rule be overlooked. Advertisements received without remittance cannot be acknowledged.

Where replies come to our care to be forwarded, five cents must be added to cost to cover postage, etc.

SITUATIONS VACANT.

CARRIAGE WOODWORKER—Good on repairing; steady work year round; state wages wanted. Box 20, HARDWARE AND METAL, Toronto. (f)

CARRIAGE WOODWORKER—Steady job. Box 21, HARDWARE AND METAL, Toronto. (f)

GOOD general tinsmith ; state wages. Box 22, HARDWARE AND METAL, Toronto, (f)

HARNESSMAKERS WANTED — Five ; at once. Box 23, HARDWARE AND METAL, Toronto. (f)

LOOM FIXER—For Crompton looms. Apply, stating experience and giving references to Box 18, HARDWARE AND METAL, Toronto. (f)

MACHINISTS—We want some more first-class machinists ; none other need apply ; state wages and expertence. Box 19, HARDWARE AND METAL, Toronto. (f)

WANTED—Hardware clerk. Apply, stating experience and salary expected, to J. S. Moir, Anprior, Ont. (6)

SITUATIONS WANTED.

AS all-round saw mill machinist ; or would take charge of modern mill. Box 24, HARDWARE AND METAL, Toronto. (f)

SITUATION WANTED — As traveller by a hardware merchant. Apply to Box 94, HARDWARE AND METAL, Toronto. (5)

FOR SALE.

HARDWARE and tin busness in a town of 700 people ; surrounded by a good agricultural and dairy country ; ill health cause of selling , about $2,000 worth of stock. Apply, box 96, HARDWARE AND METAL, Toronto. (5)

HARDWARE businesa in one of the very best locations in Ontario ; stock about $8,000 ; a decidedly successful business ; owner retiring to engage in other business in the Nortqwess. Address, P.O. Drawer 45, Hamilton, Ont.

TO EMPLOYERS.

The undersigned labor agent is prepared to forward help to employers who are short-handed. Picked hands of any trade procured on shortest notice, paying own passage. Over 800 registered, Terms moderate. F. C. SMITH, 22 Penton street, London, Eng. (14)

R. E. THORNE, 768 Craig St., MONTREAL

Wholesale Agent and Importer

Dry Colors, Ochres, Bronze Powders, Aluminum Powder, Schlag Metal, Bronze Liquids and Varnishes.

Toronto Office—29 Melinda St.

ARE YOU
IN
BUSINESS
TO
MAKE
MONEY?

IF SO,
SELL

INTERNATIONAL
STOCK FOOD.

INTERNATIONAL STOCK FOOD is being handled more and more every year by the hardwareman because he can sell it to an advantage, being constantly thrown in touch with the farmer. It will pay **YOU** to sell **INTERNATIONAL STOCK FOOD** for there is no other line you can carry that will prove such a rapid seller and at the same time net you such a large percentage of profit, and it is more extensively advertised than any other Stock Food on the market. **Write at once to the Canadian Factory, No. 4 Bay Street, for special offer and catalogue.**

INTERNATIONAL STOCK FOOD CO.,

Largest Stock Food Factories in the world.	**MINNEAPOLIS and TORONTO.**	CAPITAL PAID IN $2,000,000.00

Colonial Poultry Food

For Poultry Only.

Will positively make hens lay, and will keep poultry in a healthy condition.

Packed in 3 dozen and 6 dozen cases, 1-lb. cartons, and retails at 25c.; costs the retailer $1.25 per doz.

We prepay the freight on all orders of Poultry and Stock food of $25.00 and upward.

Colonial Stock Food

For Horses, Cattle, Sheep and Hogs.

It is the best, safest, and cheapest to use.

Positively guaranteed to invigorate the entire system, give perfect digestion and very rapid growth.

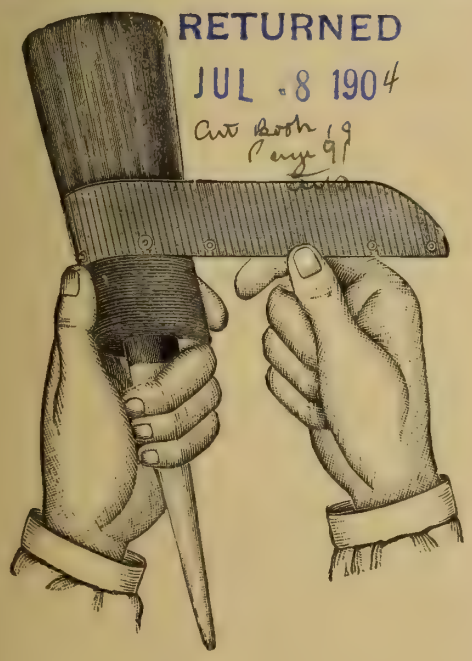
Packed and priced as follows:

6-doz. 10c. pkgs., @ .75 doz.
3-doz. 25c. " @ 2.00 "
Holds almost 3 lbs.
2-doz. 50c. pkgs., @ 4.00 doz.
Holds 6 lbs.
25-lb. Pails, - @ 1.30 each.
Retails for 2.25.

The Colonial Stock Food Co. makes Poultry and Stock Foods that are positively the best made in America, proved by use. These foods are advertised direct for the retailer by the Company making them, by special literature addressed to a list of users supplied by the retailer. No costly newspaper advertising for which the retailer pays. Colonial Stock Foods pay generous profits. One agent to a town. How about your town?

THE COLONIAL STOCK FOOD COMPANY
TORONTO.

Want Trade?



If so, you doubtless realize that the goods must be the best of their kind in quality and workmanship. This is especially true of Paint Brushes. For nearly half a century

Boeckh's Toronto,
and Bryan's London, Brushes

have been upon the market. They are in the very front rank as ready sellers because their manufacturers' highest and constant aim is to please both dealer and purchaser. Larger facilities in making now enable us to manufacture better goods than ever, and at lower prices, with the widest margin of profit to dealers.

WRITE FOR NEW ILLUSTRATED CATALOGUE.

OPERATING:
Boeckh's Toronto Factories.
Bryan's London Factories.
Cane's Newmarket Factories.

UNITED FACTORIES,
Head Office: TORONTO, ONT. LIMITED.

MONTREAL BRANCH: 1 and 3 DeBresoles St. LONDON BRANCH: 71 Dundas St.

PAINT, OIL AND BRUSH TRADES

Prospects Bright in Paint Trade.

ALTHOUGH January is ordinarily reckoned a quiet month in the paint trade there are indications that business this month among the manufacturers and jobbers is very satisfactory. A Montreal manufacturer the other day showed a representative of "Hardware and Metal" a sheaf of orders from his agent in an Ontario city aggregating over $1,100 in a single day. This total was not swelled by one or two exceptionally large orders the equal of which might not be secured for another month or two. It was made up of a number of moderate orders such as might be placed any day during a brisk season. Moreover these orders were not placed for white lead, the present low prices of which might be expected to induce large buying. We noticed only one hundredweight of lead in the whole list. The orders were for general painting supplies, varnishes, shellacs, and prepared paints. A number of orders were from industrial establishments such as carriage and implement works, and the balance were from retailers who are looking ahead and are already planning an active paint campaign next Spring.

There is good reason to believe that the experience of this manufacturer is not exceptional. From other manufacturers come reports of an unusually satisfactory January trade and of the receipt of enquiries from all parts of the country. The outlook is very promising. If the manufacturers can come to some agreement to stop the present ruinous competition in staple lines the season of 1904 should be a money maker.

Glass Trust in Belgium.

WORD comes from Charleroi, Belgium, that a Belgian glass trust has been formed, says Richard Guenther, U.S. Consul General at Frankfort, Germany. This is the result of propositions made to Belgian glass manufacturers about two years ago by an American syndicate which wanted to acquire all the Belgian glass works at a certain price, allowing the Belgian manufacturers an interest in the new enterprise. Now the Belgians have determined to exclude the Americans and to leave it to a committee to fix prices and distribute orders for a term of six years as a starter.

If this is a success then the glass manufacturers will form a company with a capital of 60,000,000f. ($11,580,000), of which a part will be distributed among the members, the other part to be used as working capital. The association is to be subject to the determinations of a committee with reference to selling prices, purchasing raw materials and fixing wages. The by-laws of the association have met with the approval of all the manufacturers except one.

Other industrial circles urge interested parties not to place too high hopes in this trust plan, for, as formerly, the selling prices will be influenced by German, French, Italian, English and American competition. If the result would be to get better prices in Belgium similar enterprises would be created competing with the trust.

The German glass works some years ago established a single sale station and accomplished a rise in prices for the home demand. Then the Belgian company "Glass Nationale Belges" established works at Porz-Urbach, near Cologne, which successfully competed with the German glass syndicate.

A new American mechanical blowing process is furthermore likely to cause a complete revolution in the entire mode of manufacture, which may affect the business of the proposed trust. It is easily comprehended, the correspondent states, that the owners of glass works are looking for ways and means to escape the "tyranny of the socialistic labor unions," but whether this will be accomplished by this trust is yet greatly doubted.

Thomas Edward Lucas.

A FINE tribute to the memory of the late T. E. Lucas, Philadelphia, is paid in the following references made to him in a letter from John Lucas & Co., paint manufacturers :

"It is with deep regret that we announce to our friends, to the trade in general, and to his many old friends in particular, the death of Thomas Edward Lucas, nephew of the late founder of the house. He was taken ill on New Year's Eve, and, after a brief week, succumbed to the attacks of pneumonia on Saturday, January 9.

"Mr. Lucas was born in Stone, Staffordshire, England, October 27, 1849, arrived in America April 15, 1869, and was for several years employed at the Color, Paint and Varnish works, located at Gibbsboro, New Jersey. In 1873 he entered our Philadelphia office, where he was gradually advanced to the posi-

Hollywood Paint

Paste---Ready Mixed---Floor

Since notifying the trade 1st of this month that we have secured the exclusive sales agency in Canada and Newfoundland for this celebrated brand of paint, we are daily in receipt of letters from Merchants who have been handling it, advising us that they are well pleased with the agency and would not like to loose it. Here are samples of what they say :

"I anticipate a good season, have great faith in the Paste Paint. I have sold a great deal of————————make, but it is not in it. I am better satisfied now."

"Have worked up a big trade, customers well satisfied, and do not wish to loose the agency."

Be wise, secure the agency in your town.

THE IMPERIAL VARNISH & COLOR CO., Limited,

TORONTO, ONTARIO. CANADA.

LINSEED OIL

Raw and Boiled

"GUARANTEED PURE"

MANUFACTURED BY

Canada Linseed Oil Mills, LIMITED.

MONTREAL.

☞ **BARRELS WANTED!!**

We are open to **buy good sound, oak** Linseed Oil, Turpentine, Varnish, and Machine Oil Barrels.

McArthur, Corneille & Co.

MONTREAL

Glue and Gelatine

An extensive assortment, to suit all requirements.
WILL BE PLEASED TO SUBMIT SAMPLES AND PRICES

MANUFACTURERS AND IMPORTERS OF . . .

White Lead, Oils and Colors, Prepared Paints, Window Glass, Varnishes, Etc.

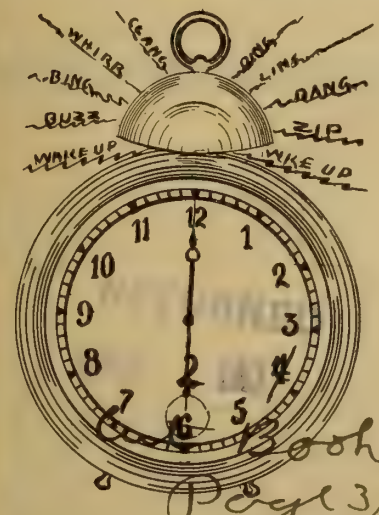
SELLING AGENTS IN CANADA

For the GENUINE
Imperial French Green
of JOHN LUCAS & CO., PHILADELPHIA.

And CELEBRATED
English Varnishes
of CHAS. TURNER & SON, LONDON.

Please mention HARDWARE AND METAL when writing.

NOW IS THE TIME



to put in a line of

"ARK" BRAND PAINTS

and increase the business in your paint department.

There is no better agency you can secure. It means increased trade in all lines. It will bring customers to your store. It means that you will be selling the best paint made to-day.

Read what our Ottawa customer says :

OTTAWA, Jan'y 18, 1904.

Messrs. The Francis-Frost Co.,
Toronto.

Gentlemen,—We have your favor of recent date, and in reply to your enquiry about "ARK" BRAND PAINT would say that we are well pleased with our results from same.

Since taking the agency for your paint we estimate that our sales in the paint line have increased from 15 to 20 per cent., and we believe that the good name your paint bears was largely instrumental for above.

Yours truly,
THE OTTAWA HARDWARE CO.

Write us for further information. WRITE TO-DAY.

Francis-Frost Co., Limited
TORONTO, CAN.

Canadian Distributing Agents for Grippin's Crack Filler and "Muresco" Wall Finish.

tion of the head of the Order Department. In business, Mr. Lucas was always loyal to the motto of the firm, 'Look well to the end.' He set a high example to those associated with him for diligence, faithfulness and thoroughness. Socially inclined, he will be sadly missed by all who had the good fortune to know him personally and to enjoy his open-hearted and general hospitality.

"It is a worthy record for any man to have maintained faithfully and loyally the duties and responsibilities of a position to the entire satisfaction of his employers for 35 years, and we gladly take this opportunity to record our deep and sincere appreciation of his faithfulness."

Paint and Oil Markets.

MONTREAL.

A typographical error last week made us quote 96 3-4c. instead of 95 3-4c. for turpentine in single barrels; and 95 3-4c. instead of 94 3-4c. for 2 to 4 barrels. Since then the market went up to 96 1-2c for single barrels and 95 1-2c. for 2 to 4 barrels, and showed an upward tendency until Wednesday, 20th inst., when there was a sudden drop of 3 1-2c. all round. At present the cause of the reaction is hard to find, though it is doubtless due in great measure to the unprecedented high prices under a very small demand. Whether it will lead to further reductions or not it is impossible to say. Turpentine is still the same uncertain quantity it has been for the past two months. Linseed oil remains steady under a light demand for immediate delivery, but many dealers are taking advantage of the low prices to order for forward supplies. There is plenty of linseed oil to be had, but manufacturers are loath to meet prices, especially since in some cases there is danger of these being cancelled in case of a drop in the market. In white lead there is some improvement in the demand, Spring business commencing to open up. There is little else to note in this item, except that there is perhaps less cutting as dry white lead is held firm in the Old Country, and with the Spring demand coming on an element of firmness is imparted to this market. As usual at this season of the year there is more or less inquiry for Paris green, which is quite steady, and orders are being placed in moderate quantities. The demand for paints from country points is, however, small, on account of the" blocked roads, delayed mails and snow-bound customers " as a doleful dealer puts it. This, however, does not hinder the factories from operating to the fullest extent. We quote:

Ground White Lead--Best brands, Government standard, $4.60 to $4.75; No. 1, $4.25 to $4.40; No. 2, $4 to $4.10; No. 3, $3.67 1-2 to $3.77 1-2; No. 4, $3.30 to $3.40, all f.o.b. Montreal.

Dry White Lead.—$4.25 in casks, and in kegs $4.50.

Dry White Zinc.—Pure dry, in casks, 6 1-4c.; in 100-lb. kegs, 6 3-4c.; No. 1, zinc, in casks, 5 1-4c.; in 100-lb kegs, 5 3-4c.

White Zinc (ground in oil)—Pure, 25-lb. irons, 8c.; No. 1, 7c.; No. 2, 6c.

Putty.—We quote: Bulk, in barrels, $1.50; in 25-lb. tins and irons, $1.85; bladded putty in barrels, $1.75.

Orange Mineral.—Casks, 7c.; 100-lb. kegs, 7 1-4c.; smaller quantities, 8 1-4c.

Red Leads.—Genuine red lead, in casks, $4.25; in 100-lb. kegs, $4.50; in less quantities, $5.50 per 100 lb. No. 1 red lead, casks $3; kegs, $4.25, and smaller quantities, $5.25.

Litharge.—Ground, casks, 5c.; in less quantities, 5 1-2c.; flake litharge, casks, $5; smalls, $5.50 per 100 lb.

Linseed Oil—Raw, 1 to 4 barrels, 47c.; 5 to 9 barrels, 46c.; boiled, 1 to 4 barrels, 50c.; 5 to 9 barrels, 49c. Delivered in Ontario between Montreal and Oshawa at 2c. per gallon advance.

Terms 2 per cent. 30 days; 90 days net.

Turpentine—Single barrels, 93c.; 2 to 4 barrels, 92c. Standard gallon of 8.6 pounds. Terms 2 per cent. 30 days; 90 days net.

Benzine.—25 to 26c.

Shellac Varnish.—Pure white, $2.60 to $2.80; pure orange, $2.60 to $2.80; No. 1 orange shellac, $2.40 to $2.60.

Mixed Paints.—$1.20 to $1.40 per gallon.

Castor Oil.—8 3-4 to 9 1-4c. in wholesale lots, and 1-2c. additional for small lots.

Canadian Paris Green — Barrels, 14 1-4c.; arsenic kegs, 14 1-2c.; 50 and 100 lb. drums, 15c.; 25-lb. drums, 15 1-4c; 1-lb. packages, 16c.; 1-2-lb. packages, 18c.; 1-lb. tins, 17c. Terms 2 per cent. discount for cash in 30 days or 90 days net.

English Paris Green.—50 and 100 lb. drums, 15c. per lb.; 25 lb. drums, 15 1-2c; 1-lb. paper boxes, 16c.; 1-lb. tin boxes, 17c. Terms, 2 per cent. 30 days; 90 days net.

TORONTO.

Turpentine is still the centre of attention. The Southern market has manifested an unexpected weakness, a small reduction in price having resulted since our last report. Local jobbers are confident of higher prices, however, and are disposed to keep up their quotations unless the present weakness in the South is maintained. Paris green quotations are also attracting attention. Manufacturers seem disposed to keep prices at unchanged figures, but the jobbers are still selling 1c. below these prices. The sales seem to be small. Less disposition to cutting is manifested in white lead, but there is not much doing. Linseed oil is advancing in Chicago but as the British prices show no change local prices are but steady. Other lines are unaltered with business quiet.

White Lead—Ex-Toronto, pure white lead, $4.75; No. 1, $4.30; No. 2, $4; No. 3, $3.60; No. 4, $3.35 in packages of 25 lb. and upwards; 1-2c. per lb. extra will be charged for 12 1-2-lb. packages; genuine dry white lead, in casks, $4.87 1-2.

Red Lead—Genuine, in casks of 560 lb., $4.25 to $4.50; ditto, in kegs of 100 lb., $4.75; No. 1, in casks of 560 lb., $4;

Litharge—Genuine, 6 to 6 1-2c.

White Zinc—Genuine, French V.M., ditto, in kegs of 100 lb., $4.25.
in casks, $6 to $6.25; Lehigh, in casks, $6 to $6.25.

Shingle Stain—In 5-gallon lots, 60 to 85c. per gallon.

Paris White—90c. to $1 per 100 lb.

Whiting—60 to 65c. per 100 lb.; Gilders' whiting, 75 to 80c.

Shellac—Pure orange, in, barrels $2.45; white, $2.60 per gallon; No. 1,

ADVERTISING

is a great help to the dealer in selling ready-mixed paint, but unless the quality of the paint is the best, the advertising counts for nothing. A customer will shun a store that supplies inferior goods, after they have been loudly advertised.

ANCHOR LIQUID PAINT

is not only advertised well, but the paint itself is unsurpassed. It is the only one in Canada containing the world famous white lead—BRANDRAM'S B. B. GENUINE. Our thirty years of experience should count for something, and with us it does.

TRADE MARK

"The proof of the pudding is in the eating."

Send us a post card and let us tell you all about it.

BRANDRAM BROS & CO. BRANDRAM'S B. B. WHITE LEAD REGISTERED TRADE MARK MANUFACTURERS LONDON ENGLAND

HENDERSON & POTTS, Limited, Halifax.
HENDERSON & POTTS CO., Limited, Montreal.

CHURCH'S COLD WATER

ALABASTINE.

ALABASTINE, ALABASTINE, ALABASTINE, ALABASTINE, ALABASTINE, ALABASTINE
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Above are good impressions—in type—we put them in that form to attract

YOUR MIND

and attention to the subject of ALABASTINE, and impress upon you that now is the time to order. Don't wait until the Spring rush "Do it now," either direct or through your jobber. Price and terms the same in either case.

THE ALABASTINE CO., Limited, PARIS, ONT.

STANDARD PAINT & VARNISH WORKS,
LIMITED

Makers of High-Grade Varnishes, Japans, Paints, Colors and Enamels.

Windsor, Ont.

GABRIEL & SCHALL,
205 Pearl St., NEW YORK.
IMPORTERS

LITHOPONE, Red and Green Seal
OXIDE OF ZINC, " " "
SULPHATE OF BARYTES (CRUDE and POWDERED)
CARBONATE OF BARYTES (PRECIPITATED)
BLANC FIXE (DRY and PULP).
DRY COLORS,
DRIERS, for PAINT AND VARNISH

"BRUNSWICK" ASPHALTMASTIC AND BITUMEN

HARDWARE AND METAL is the only journal in Canada concerning itself with the paint, oil and glass interests. Its markets are trustworthy and full.

TRADE MARK

Nobles & Hoare,
CORNWALL ROAD STAMFORD STREET.
LONDON, ENG.
Manufacturers of
HIGH-CLASS VARNISHES ONLY
Which can be obtained direct from the works or from the principal Color Dealers in Canada.

Paints and Paints

Some are good, some poor. If GLOBE PAINTS were poor they wouldn't be 9 years on the market. It takes a good article to live as long as that. We are not only living, but growing. That means a good deal.

—When our salesman calls on you, pay good heed to what he has to say.

The Globe Paint Co., Limited
422-424 Adelaide St. W., Toronto.

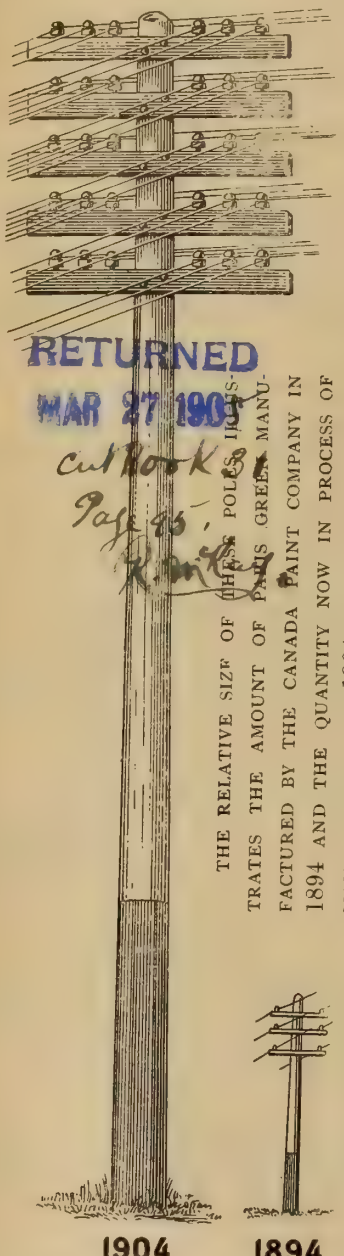
"Island City" Paint and Varnish Works

Our "Island City" Enamel Paints are the best in the market—17 artistic shades.

Our "Island City" Aluminum, Gold and Silver Paints can be used with great satisfaction on Furnaces, Radiators, all sorts of Furniture and Ornaments that require renovating.

P. D. DODS & CO., Proprietors, Montreal, Toronto, Vancouver.

"SAVE DUTY."
"SAVE MONEY."



RETURNED
MAR 27 1905
cut Book 81
Page 45
R. Smith

PURE PARIS GREEN.

THE CANADA PAINT COMPANY'S PARIS GREEN is noted everywhere for **purity** and **strength.** For the protection of the Agriculturist, the Canadian Government calls for a very high standard. The PARIS GREEN manufactured by this Company is always **in advance** of the Government standard.

THE CANADA PAINT COMPANY'S PURE PARIS GREEN is a rich deep shade, in very fine powder and is sold with guarantee as a deadly insecticide.

15c. less; in less quantities 30c. extra, including price of can.

Pumice Stone—Powdered, $2.50 per cwt. in bbls., and 4 to 5c. per lb. in less quantity; lump, 10c. in smal lots and 8c. in bbls.

Linseed Oil—Raw, 1 to 2 bbls., 50c.; boiled, 53c.; 3 to 5 bbls., raw, 49c.; boiled, 52c.; 6 to 9 bbls., raw, 48c.; boiled. 51c., delivered. To Toronto, Hamitlon and London, 2c. less.

Turpentine—Single bbls, 96c.; 2 to 4 bbls., 95c., delivered; 5 bbls. and over, open. Toronto, Hamilton and London, 2c. less. For less quantites than barrels, 5c. per gallon extra will be added, and for 5-gallon packages, 50c. and 10-gallon packages, 80c. will be charged.

Glues—Broken sheet, in 200-lb. bbls., 8 to 8 1-2c. per lb.; cabinet glue, in bbls., 11 1-2 to 12c.; emery glue, in bbls., 17c.; bookbinders', ground, 10 1-2c.; finest American, white, 19c.; No. 1 American white, 15c. per lb.

Putty—Common, $1.65; pure ,bladders in barrels, $2.25; bladders, in 100-lb. kegs, $2.40; bulk, in barrels, $2.05; bulk, less than barrels and up to 100 lb., $2.95.

Plaster Paris—New Brunswick, $2 per bbl.

Liquid Paints—Pure, $1.20 to $1.40 per gallon; No. 1, $1.10 per gallon.

Barn Paints—65 to 70c. per gallon.

Castor Oil—English, in cases, 7 1-2 to 8c. per pound, and 8 1-2 to 9c. for single tins.

English Paris Green—Petroleum bbls., 14 1-4c.; arsenic kegs, 14 1-2c.; 50 to 100-lb. drums, 15c.; 1-lb. packages, 16c.; 1-lb. tins, 17c.; 1-2-lb. packages, 1-2-lb. tins, 19c.

Canadian Paris Green (present delivery)—Petroleum bbls., 14 1-4c.; arsenic kegs, 14 1-2c.; 50 and 100-lb. drums, 15c; 1-lb. packages, 16c.; 1-lb. tins, 17c.; 11 1-2 to 12c.; emery glue, in bbls., 17c.; 1-2-lb. packages, 18c.

WINDOW GLASS.

MONTREAL.

There is some improvement in the demand for glass since last week, and a fair amount is now moving out. There have been no changes in prices. We quote as follows: First break, 50 feet, $1.70; second brake, $1.80 for 50 feet. First break, 100 feet, $3.25; second break, $3.45; third break, $3.95; fourth break, $4.20.

TORONTO.

Business for import is getting well under way. Prices are steady at a basis slightly below that of last season. Stock prices are irregular as cutting is frequent, but nominally there is no chance. We quote: Star, under 26 in., $3.10; 26 to 40 in., $3.30; 41 to 50 in., bookbinders', ground, 10 1-2c.; finest American, white, 19c.; No. 1 American white, 15c. per lb.

THE PASSING OF THE BROOM.

AN ingenious and portable air-pump will probably take the place of the old-fashioned broom in house-cleaning operations. The carpet renovators are of various sizes, ranging from 12 to 36 inches in width. They consist of a steel framework which lies flat on the surface of the fabric. This is termed a hood, and contains an expanded nozzle connecting with the hose. In the bottom of the hood is a slot about 1-100 inch in width, through which the air passes in what might be termed a sheet. It is forced into the fabric at various pressures, according to the thickness of the latter and the amount of dirt which has accumulated. The usual pressure varies from 60 to 70 pounds to the square inch. This is sufficient to blow the dirt out of and from under the covering. It passes upward through two other slots into the hood, as it cannot escape outside of the machine on account of the weight on the surface. It is prevented from escaping into the air by a cloth bag which collects it, but is loose enough to allow the air to pass through. The dirt settles into a pan especially designed to collect it. When filled, this can be readily removed, by taking off the bag, and emptied. To the renovator is attached a handle for moving it over the floor. The handle also acts as a conduit for the compressed air, the supply of which is regulated by an ordinary valve. The apparatus is usually pushed over the carpet and does its work so thoroughly that it will remove any kind of substance which can be driven out by air pressure. In several instances flour was thrown upon a rug and trod in with the feet. When the renovator was applied it apparently collected every particle of the flour, none escaping into the air.

In treating lambrequins and other kinds of upholstery the hose is connected with a jointed steel tube long enough to extend to the upper portion of the apartment. The ordinary air blast is directed against the draperies and the dirt is allowed to settle upon the floor and furniture. Obviously the draperies and upper portions of an apartment are the first cleaned, then the furniture and floor covering. For removing the dust from upholstered chairs, sofas, and other kinds of furniture, what might be called a hand renovator is employed. It is constructed on the same principle as the larger type with the slots for applying the air pressure and collecting the dust, and is pushed over the surface by hand. If the chair, for example, is stuffed with cotton or some other material, more power is employed to force the air through this material as well. As already stated, even billiard table coverings are thoroughly cleaned of the chalk and dirt in the same way. In freeing such articles as pillows and mattresses a simple pneumatic needle is used, the air being injected with sufficient force to circulate among the feathers, straw, or other stuffing and expel the dust which may have collected.—Scientific American.

The commissioners who are to investigate the process of mineral smelting by electricity left a few days ago for Europe.

DEPARTMENT OF ADVERTISING SUGGESTION AND CRITICISM

Edited by **John C. Kirkwood,** TORONTO.

NOTE—Hereinare discussed the principles and practice of advertising. Subscribers are invited to send Mr. Kirkwood specimens of their newspaper and other advertising, for the purpose of review in this department. Address care of Department of Advertising, HARDWARE AND METAL.

ADVERTISING THAT MISSES THE MARK.

I REPRODUCE this week two examples of hardware advertising which illustrate two distinct conceptions in the treatment of space. I do not mean to deal with the general make-up or setting of the advertisements ; only with the matter. In example No. 1 the text matter is very brief, and is confined to one subject,—stoves or ranges. "The Welcome Range" and "The Steel Chancellor Range" are named, the price being quoted on one but not on the other. The relative merits of these two ranges are not stated, neither are their individual points of excellence. Herein lies the weakness of what would otherwise be a very fair advertisement. The advertisement conforms to many of the requirements of good advertising, but falls short in others. What, for example, is there in this advertisement to inform a possible customer, to educate, to influence, to help to a decision ? There is absolutely nothing. It conveys a certain amount of information, but a very small amount it must be admitted. The writer of the advertisement knows a great deal about the relative merits of these two ranges, and he will use this knowledge in selling ranges to any who call. But the object of the advertisement is to lead the possible buyer to call, and the surest way to attract a customer is to inform him on as many points of merit as possible, and to create a desire to know more. I can easily imagine a competitor's advertisement of similar purport in which there is given a satisfactory description of the range or ranges he is handling, together with a statement of prices, and I have no doubt whatever as to the result :—the man who told most, whose advertisement answered the questions that every range buyer asks, would create the best impression, and, other things being equal, would almost certainly get the sale. To write a good advertisement is not hard if the proper requirements are kept foremost in the writer's mind ; namely, what is desirgble for the buyer to know, and why the buyer should purchase from the advertiser.

In example No. 2 the identical subject is dealt with—stoves or ranges. The writer of this advertisement is, I would say, a student of advertising. He writes fluently and well. His style is that of many professional advertisement writers. He talks up the question of stove-buying in a sympathetic strain and states the matter from the buyer's point of view very aptly. The writing, I am disposed to say, is too good, a little too nice, too well-sentenced and balanced. It is not the language of trade ; it savors of effort, of being an essay. And there is too much of it. It is not a convincing reason for having everybody's stove to say that the Weichel store has sold this year twice the number of ranges that have been sold by any other dealer. If this be a fact, it is a useful fact, but it is not a reason. It is a fact that can be handled effectively, but it is not sufficient in itself for expecting the business of the man or woman who has yet to buy a range. Had Weichel & Son abbreviated this general talk on ranges, making it an introduction to a specific statement regarding the stoves and ranges they sell, it would have been much better. An entertaining, suggestive introduction to an advertisement is to be commended, but care must be taken to make it short. The heart, the centre, the vitals of the advertisement lie in the definite description, not in the chat that precedes. Had the writer of Weichel & Son's advertisement followed up a brief introduction by descriptions of two or three lines of ranges and heaters, making these as accurate and satisfying as can be done in few words, a really good advertisement would have resulted.

Neither of these advertisements can be said to be dull. They emanate apparently from live stores. The air of business is about them. Yet each fails in the crucial test of information—that information that is the right of every desired customer to know and have.

Watch This Space

Later on, but keep your eyes open when you buy a stove.

The Welcome Range

also our

Steel Chancellor Range

with High Closet at $45.00.

J. P. Luckhardt

Harness, Hardware, Stoves and Tinware.

T. Sherrington, Manager Hardware Dept.

Example No. 1.

A Hint in Need Is a Hint Indeed...

We believe there are many homes in Elmira and vicinity, in which, the first few weeks of steady cold weather have rendered it all too evident that a new RANGE or HEATER will soon have to be bought to replace the old one. Doubtless, in many such cases, the purchase would have been made ere this, had the would-be purchaser been able to determine which among the many excellent makes upon the market would most fully meet his needs. The purchase of a stove is a most important matter. It is no wonder that many people shrink from making the final unalterable decision. But we wish to point out to you one very significant point which ought to have some influence on your decision, namely that the Weichel Store has sold for several seasons past and is selling this year twice the number of Ranges, Heaters, put out by any other store in town. Trade, like water always finds its level. The greatest volume of trade is bound to centre at the store whose range of styles and sizes is widest, whose values are strongest, and whose prestage is highest. Need we say more? A hint in need is a hint indeed.

M. Weichel & Son

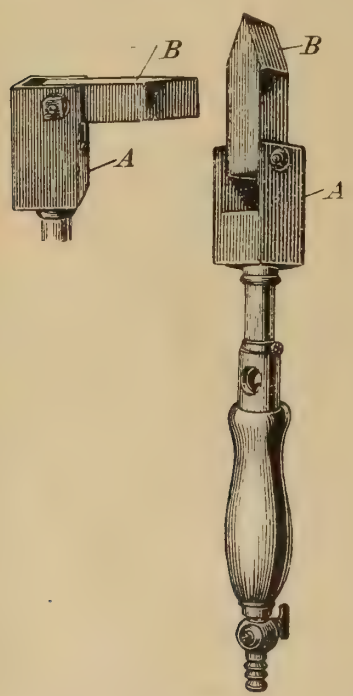
ELMIRA and WATERLOO.

Example No. 2.

STOVES AND TINWARE.

New Soldering Iron.

CONSUL MONAGHAN, Chemnitz, Germany, reports that an extremely practical gas soldering iron was recently placed upon the Berlin market. As is apparent from the illustration, the copper bit is movable and can be placed at any desired angle. By virtue of this construction the iron is of great convenience in soldering metallic edges so located as to be difficult of access. The heat generated by the gas flame (Bunsen burner) is utilized to its fullest extent in that the hollow part (A) prevents rapid radiation and concentrates the heat upon the copper bit (B). This system of heating develops a sufficiently high temperature to permit of the employment of a com-



paratively small piece of copper in the bit and also economizes in the amount of gas consumed. It is reported that a soldering iron of this kind which does the work of an ordinary soldering iron possessing a copper bit weighing 800 grams, consumes but 102 liters of gas per hour, which, according to the prevailing price of gas in Berlin, represents a cost of from 3 to 5 cents per 10 hours. The size of the flame can be regulated at will and the apparatus attached to any gas jet by means of a hose and operated without the employment of a bellows. The short length and comparatively light weight of the iron makes it a most convenient and handy tool to manipulate.

Points on Furnace Selling.

In a booklet issued by the International Heating Co., Utica, N.Y., are the following hints: "A line of furnaces can be made to add materially to the attractiveness of a store. As a general rule, and unless a large number are exhibited, the samples should not be cased, or at least only the lower casing put in place, for in that way the working parts can be seen and the details explained. It gives an opportunity to explain how the joints are made, how thick and heavy the fire pot and radiator are, and all the finer points that make that particular sample the style of the best possible heating apparatus for that particular cusomer. A sample attractively decorated adds materially to the exhibit; black asphaltum varnish, gold or aluminum bronze, a paint brush or two and a little time and attention, will make even ar ordinary furnace attract attention. Occasionally we see a rusty, dilapidated, disreputable assemblage of cast and wrought iron standing outside the furnace dealer's place of business, doing duty as a sign that he puts in furnaces. It may attract attention, but its appeal to the public is more than likely in the interest of a possible competitor—perhaps in the next block."

Heating Street Cars.

Here is a suggestion from the Stoves and Hardware Reporter with which all heating experts will agree: "There is a chance for some man of genius to invent a system of heating trolley cars, one that will heat. The majority of those now in vogue—when used at all, as they are not often in St. Louis—are of the nature that when on at full blast make a man squirm in his seat with thoughts of a red hot stove under him, while he drums the floor to keep his feet from freezing. What is needed is a system of heating that will send the heat to the floor first. If this has ever been discovered the road has not been found public spirited enough to introduce it. There are doubtless many stoves possessing that excellent quality but the electric lines are generally discarding stoves, evidently without any increased benefit as far as an adequate and correctly distributed system of heating is concerned."

Have you tried it?

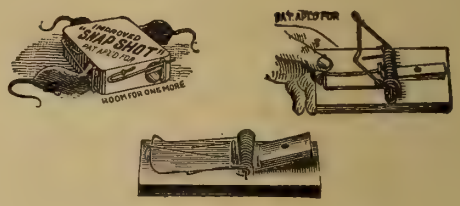
Tried what?

SELLING MANTELS.

This is in your line of business, and it will pay you.

The Batty Stove & Hardware Co

76 YORK ST, TORONTO.



J. M. MAST MFG. CO.'S

RAT and MOUSE TRAPS

Strongest Traps Made.

Prices Exactly Right.

CANADIAN AGENTS

Edwin H. Grenfell & Co., London, Ont.

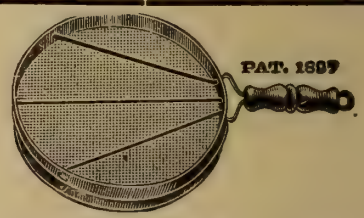
Wire-Cone Incandescent Toaster

Only perfect Bread Toaster for Gas or Gasoline Stoves. No smoky taste to bread toasted on this toaster. Write for prices.

H.O.Edy, Montreal. **E.T.Wright & Co.**, Hamilton.

HARKINS & WILLIS,

Manufacturers and Inventors, - ANN HARBOR, Mich



The FAIRGRIEVE GAS TOASTER

Retails at 25c. The only Toaster guaranteed to toast on gas, gasoline or blue flame oil stoves without taste or smell. Write for prices.

THE FAIRGRIEVE MAN'FG. CO.,

295 COLLEGE ST., TORONTO.

U. S. Branch: 289 Jefferson Ave., DETROIT

NEVER DRIP A DROP

THE NEW TEA STRAINER

Meets a popular need. A side line you cannot afford to be without. Retails at 10 cents.

FITS ANY TEA POT

Imperial Tea Strainer Co., MONTREAL.

Persons addressing advertisers will kindly mention having seen their advertisement in The Canadian Hardware and Metal Merchant.

Ice Tools

of all sorts. A good line for the hardware dealer.

SEND FOR CATALOGUE AND PRICE LIST

ROBT. DONALDSON & SONS.

30 Youville Square, - - MONTREAL.

ROME

means perfection in the manufacture of

Nickled-Plated Copperware

A FULL LINE ALWAYS CARRIED IN STOCK IN WINNIPEG

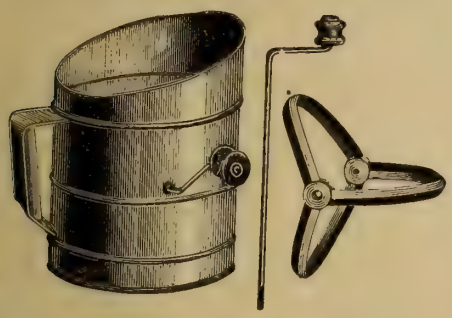
WRITE FOR CATALOGUE, OR BETTER STILL, SEND US A SAMPLE ORDER

Coltart & Cameron

Special attention given to warehousing and distributing cars.

Manufacturers' Agents and Warehousemen,

141-143 Bannatyne Avenue, WINNIPEG.



"Victor" Flour Sifter

WHEN BUYING SIFTERS BUY THE "VICTOR" AND YOU WILL HAVE THE BEST.

E. T. WRIGHT & CO.,

HAMILTON and MONTREAL.

DIAMOND EXTENSION STOVE BACK

They are easily adjusted and fitted to a stove by anyone.

Please your customers by supplying them immediately with what they want.

Patented, July 11th, 1893. Canadian Patent, June 14th, 1894.

EXTENDED.

Sold by Jobbers of - - -

Hardware Tinware and Stoves.

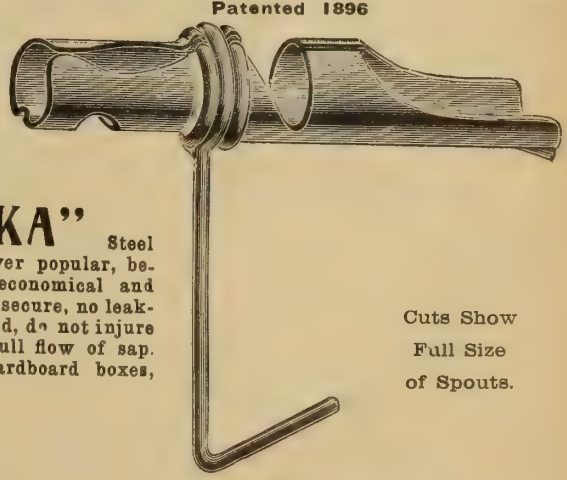
Manufactured by THE ADAMS COMPANY, Dubuque, Iowa, U. S. A.

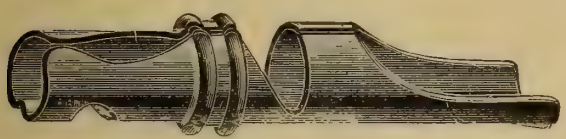
" " TAYLOR-FORBES CO., Limited, Guelph, Ontario.

SAP SPOUTS

STEEL

Patented 1896



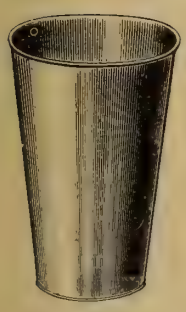


Supplied with or without hooks

THE "EUREKA" Steel Sap Spouts are ever popular, because they are economical and durable, safe and secure, no leakage, easily inserted, do not injure the tree, secure full flow of sap. All packed in cardboard boxes, 100 each.

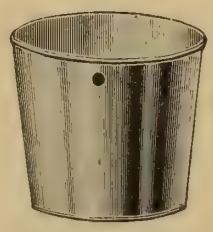
Cuts Show Full Size of Spouts.

SAP BUCKETS



Long Pattern.

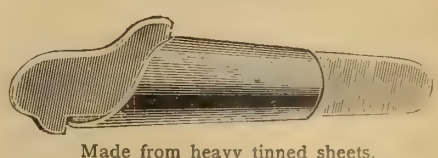
SUBSTANTIALLY MADE PRACTICAL and DURABLE.



Western Pattern.

Prices and Samples on Application.

"IMPERIAL" TAPERED.



Made from heavy tinned sheets, specially adapted for . . .

COVERED SAP BUCKETS.

SLIGHTLY FLARING, FITS CLOSELY TO THE TREE AND WILL NOT OVERFLOW UNTIL NEARLY FULL.

The THOS. DAVIDSON MFG. CO., Limited. . . . MONTREAL

HEATING AND PLUMBING

TO GUARD AGAINST HEATING ACCIDENTS.

THE fatal explosion of the heating boilers at the Wolseley Barracks, London, Ont., has lead the Canadian militia authorities to take precautions to provide against the repetition of such an accident. Orders have been sent out to the officers in charge of military buildings in which heating systems are installed as follows:

(1) A responsible person must be placed in charge of the system, which he must thoroughly understand.

(2) To fill the system, open all the air valves in radiators, also turn on cock in supply pipe at expansion tank and close cocks in emptying pipes at furnaces. Close air valves, beginning at lower radiators, as soon as the water runs freely through them.

(3) To empty system, close cock in supply pipe at expansion tank, open cocks in emptying pipes at furnaces and then open all air valves commencing at top raidiators.

(4) Never light the fires in the furnaces until the system is full of water, and main flow and main return valves at furnaces are wide open. It is most important that the main flow and main return valves must never be closed when fires are lighted in furnaces.

(5) After furnaces are lighted, air valves in radiators must be gone over again, commencing at lower radiators and working upwards.

(6) Radiators must never be left shut off; as there is always danger of freezing.

(7) All pipes, in places exposed to frost or severe cold, must be carefully covered and protected. Windows in such places must be securely fastened especially in rooms unoccupied or little frequented.

(8) It is important that the expansion pipe to expansion tank is never allowed to freeze or become choked, as there would then be danger of the system bursting.

(9) Ashes must never be allowed to collect under fire pot. If this is attended to, grates will not burn out for many years.

(10) If any part of the system does not heat properly, first try air valves, then, if the radiators are turned on and there is no air in them, and the system still does not heat, a steam fitter must be sent for.

(11) In case the expansion pipe should become choked, and the water in the system should boil, open the cocks in emptying pipes at furnaces, dump the fire and close the cock in the supply pipe at expansion tank.

(12) In case a radiator or pipe in any part of the system should burst, and the system must be emptied in order that repairs may be made, see instructions item 3.

(13) All flues and spaces between sections in furnaces must be kept perfectly clean with brush and scraper provided for the purpose, otherwise the system will not heat properly.

(14) The person in charge of the system must go over it carefully every day, and try all air valves, see that all radiators are circulating and in proper condition, commencing with lower radiators. The expansion tank must also be examined.

(15) The furance room must be visited, twice daily, at irregular periods, and it is important that flues and sections are clean and ashes removed from under fire pot. In mild weather a small fire is all that is necessary.

(16) In all systems, where the furnaces have main flow and main return valves, they must be connected with a chain and padlock, in order that they may not be tampered with. The person in charge of the system must have the custody of the key and will be held responsible for it.

"Sirdar" Water Boiler.

THE accompanying illustration shows the "Sirdar" water boiler, which Thomas Robertson & Co., of Montreal, are finding very popular among the trade this season. They have secured the right to manufacture these boilers in Canada, and are therefore in a position to offer the Canadian trade a superior line of these goods of very attractive design.

In the construction of these boilers the manufacturers have aimed at presenting the greatest amount possible of effective fire surface in direct contact with the fire. On this account, the fire-pot is constructed with deep corrugations around and overhanging the fire, presenting fully one-third more fire surface, backed by water, to the direct radiant heat of the fire, than if constructed without these corrugations. This statement may easily be verified. The circumference of a circle 18 inches in diameter is about 56½ inches, whereas, on account of these corrugations, the actual circumference of the 18-inch fire-pot is 71 inches. The corrugations also provide for the free circulation of air at the edge of the fire, ensuring perfect combustion. Moreover, the boiler is so constructed that the water rises in the centre over the hottest part, thus ensuring direct results from the heat of the fire. The design of the upper sections is ingenious. The flues are staggered, so that the products of combustion in passing from one section to another must impinge upon every part of the under side of each section as they pass through to the smoke pipe.

Another feature to which the manufacturers always direct special attention is the fact that the sections are connected by cast iron milled nipples, and hence no packing or gaskets are required. The nipples are of the same material as the boiler, and hence equal contraction and expansion is ensured.

Every boiler is tested before it leaves the works to 80 pounds hydrostatic pressure. Every part of it is easily accessible for removing soot and dirt, and

can be easily cleaned in a very few minutes while in operation. It is also provided with an anti-clinker rocking and dumping grate, which may be operated with the greatest of ease, and, in case any part should give out, it can be readily removed and repaired.

Lastly, it should be noted that the "Sirdar" boiler is very conservatively rated, and many purchasers have testified that the results obtained are much more than are claimed for it. Consequently, although Thomas Robertson & Co. manufacture a frame which can be attached to the portable boilers, for brick setting, and although the results are satisfactory, both as regards appearances and in accomplishing the end desired, yet as the boiler is most conservatively rated, they are confident that it will give excellent satisfaction without need of the extra expense entailed in brick-setting, and in most cases they do not advise this expenditure.

RAMSAY'S PAINTS TO PAINT HOUSES

You are in business for profit, so are we.

A poor line of goods may bring you one profit, but will never bring another.

Can't we sell you a "pure" line of goods?

RAMSAY'S PAINTS

stand for purity, first quality, good sellers, good profits.

We help you sell the goods — that brings you trade for other goods as well.

Try Ramsay's Paints for 1904 — the right paint at the right price.

A. RAMSAY & SON **EST'D** **THE PAINT**
MONTREAL **1842** **MAKERS**

The New Century Ball-Bearing Washing Machine.

Not the cheapest but decidedly the best Washing Machine made.

Five to seven minutes only required for a tubful.
The operator need not stand when using it, and there is practically no wear on garments.
Full information given on application.

THE DOWSWELL MANUFACTURING CO., Limited.
Hamilton, Ont.
W. L. HALDIMAND & SON, Montreal, - Eastern Agents.

Our entire plant at Toronto Junction, covering many acres of ground, is devoted exclusively to the manufacture of Oxford Hot Water Boilers and Oxford Radiators.

It is the merit of this system of heating that has made this large plant possible and necessary.

Let us get together and talk over your position in regard to

Oxford Hot Water Boilers and Oxford Radiators.

There is money in it for you.

The Gurney Foundry Company, Limited,

Toronto Winnipeg Vancouver

The Gurney-Massey Company, Limited,

Montreal.

"Dominion Brand" Tarred Felt.

THE BEST THAT MONEY CAN BUY.

"Shield Brand" Ready Roofing, 2 and 3-ply.

QUICK SELLERS.

MANUFACTURED ONLY BY

Lockerby & McComb, 65 Shannon St., Montreal

Bell Telephone Main 1989.

All progressive dealers now find it advantageous to stock

Gilbertson's "COMET" Galvanized Sheets and Galvanized Canada Plates.

Quality and price right.

W. GILBERTSON & CO, Limited, near Swansea, Eng. Makers.

ALEXANDER GIBB, MONTREAL, Canadian Representative.

The Hamilton Steel & Iron Company LIMITED

HAMILTON, - CANADA.

OPEN HEARTH

STEEL CASTINGS

OF ANY WEIGHT.

PAGE-HERSEY IRON & TUBE CO., Limited

GUELPH, CANADA,

MANUFACTURERS OF

BLACK AND GALVANIZED

WROUGHT MERCHANT PIPE

OF SUPERIOR QUALITY AND FINISH.

IRON

Bars in Flats, Rounds, Squares, Ovals, Half-Ovals, Half-Rounds and Bands. Also Wrought Washers.

GOOD QUALITY. PROMPT SHIPMENT.

London Rolling Mill Co. Limited,

LONDON, CANADA.

STEEL

INDUSTRIAL GOSSIP

HARDWARE AND METAL would be pleased to receive from any authoritative source industrial news of any sort, the formation or incorporation of companies, establishment or enlargement of mills, factories foundries or other works, railway or mining news, etc. All such correspondence will be treated as confidential when desired.

THE Canada-South Africa Lumber and Produce Co., Montreal, have been incorporated with a capital of $50,000, to carry on the general business of saw millers and timber dealers. The directors are G. A. Campbell, J. W. Macdougall, O. R. Pease, L. Skaife and A. E. Abbott, all of Montreal.

It is said that the development of the natural gas industry in the vicinity of Welland, Ont., has boomed greatly during the past year. New discoveries during 1903 have extended the field considerably, and consequently, the period of production has been prolonged.

The Western Canada Land and Colonization Co., Toronto, have been incorporated with a capital of $500,000, to deal in real estate and mortgages. The directors are R. W. Langmaid, W. J. Bragg, W. C. Ashton and J. Langmaid, all of Durham County; L. E. Annis, York County; and T. Trealeaven, Ontario County.

It is reported from Amherst, U.S., that the Joggins mines have been closed down indefinitely on account of the decision that the mines are not safe to work in because of the escape of fire damp from the lower level. The best course open was to flood the mines, and this has been done. This operation will occupy at least six or seven weeks.

The Martin Piano Co., Peterborough, Ont., are proposing to move their plant from Peterborough to Ottawa. The Ottawa civic authorities are taking steps to encourage this move on the part of the piano company, and are also granting The Lank Tanning Co. certain privileges for the establishment of a tanning industry on the bank of the Rideau.

The annual meeting of The Laprairie Brick Co., Montreal, was held recently and the following were elected directors for the ensuing year: Peter Lyall, J. W. Tester, J. A. Trenholme, A. A. Ayer, Paul Galibert, John McKergow and John Forman. It was stated that there had been some difficulty in making arrangements for the extension of their plant at Laprairie.

Two thousand acres of land in the immediate vicinity of the Canadian Power Works has been sold to American capitalists, the chief of whom is A. J. Wright, of Buffalo. It is understood that most of it will be held for factory sites. The price paid was nearly $500,000. It is reported that The Toronto & Niagara Power Co. have purchased 45 acres in the same vicinity for $35,000.

The management of The Dominion Iron & Steel Co. is now engaged in rounding out its plant, and hopes to be in a position in the Spring with a completed plant to manufacture rails, structural steel and practically every form of finished product for which there is a market in Canada. It is said that the Dominion will be the principal market for the products of the company in the future.

Windsor has lost an industry. The Walkerville Wagon Co.'s plant and business have been sold to a company of capitalists of West Lorne, Ont., and the plant will be moved to that place. It is reported that The American Stove Co. will acquire the buildings to be vacated by the wagon company. Seventy-five men were employed in the wagon factory, so that it will be no slight loss to Windsor.

The People's Natural Gas Co., Dunnville, Ont., have been incorporated with a capital of $100,000, to construct and maintain works for the production and distribution of electricity and natural gas for lighting, heating and power purposes. The directors are J. Brown, F. J. Ramsey, R. A. Harrison and F. R. Lalor, all of Dunnville; H. Ockshutt, W. J. Aikens, both of Brantford; and H. Eagle, of Attercliffe, Ont.

It is reported that an important tin deposit has been discovered in Alaska. If this deposit proves to be extensive it will be of great importance to North America, since up to the time of the discovery, the Western Hemisphere was thought to be destitute of that metal. Tons upon tons of tin are imported annually into Canada and the States from European countries, and therefore the importance of such extensive tin deposits in Alaska can be readily understood.

A new asbestos company, known as The Sclater Asbestos Co., have been established at Montreal by Canadian and American capitalists. This company will be the distributing agents for Canada of Keasbey & Mattison Co., Ambler, Penn., and they will carry a stock valued at from $75,000 to $100,000. The manager of the company will be Wm. Sclater, who resigned the position of president and manager of The Canadian Asbestos Co., to take over the management of the new company.

NOTES.

The annual general meeting of the Canadian Mining Institute will be held in the King Edward, Toronto, on the 2nd, 3rd and 4th of March.

Two new saw mills have recently been constructed in St. Agnes, near Quebec, and will probably be put into operation towards the end of February.

The Frost Wire Fence Co., of Welland, Ont., have decided to move their plant to Hamilton, that city agreeing to give them a fixed assessment for 10 years.

The Imperial Plumbing and Building Co., Winnipeg, have been incorporated with a capital of $20,000, to carry on the business of plumbers and builders.

The report of the finding of very extensive deposits of nickeliferous copper at Cheticamp, in the northern part of Cape Breton, have been confirmed officially by the Provincial Department of Mines.

Five of the open-hearth furnaces of The Dominion Steel Co., which were closed down a few weeks ago for repairs, have been relit and are now in full operation. Graham Fraser is hustling work.

A shipment of five tons of gypsum has been forwarded from Clarksville, Hants Co., N.S., to Halifax, to be tested. It is said to be of good quality. If it proves so Clarksville will have shortly a big gypsum industry.

Apartments, Limited, Toronto, Ont., have been incorporated with a capital of $200,000, to deal in real estate and mortgages. The directors are J. S. Lovell, Wm. Bain and E. W. McNeill, all of Toronto.

The engineers' report on the Temiscaming Railway extension, to be presented to the Ontario Legislature during its present session, show that no great engineering difficulties will be met with in the proposed extension.

The Goderich Planing Mills, Goderich, Ont., have been incorporated with a capital of $40,000, to manufacture and deal in lumber of all kinds. The directors are J. T. Goldthorpe, John Lawson and Jas. Buchanan, all of Goderich, Ont.

The report of W. E. Carter, of the Bureau of Mines, shows that there are vast stores of peat in the Province of Ontario undeveloped. The development of the peat fuel industry would surely greatly relieve the present fuel situation in Ontario.

TORONTO MASTER PLUMBERS MEET.

THE monthly social meeting of the Toronto Master Plumbers' Association was held in the association rooms on Monday evening, about one hundred members being present. The meeting had been placed under the care of R. Harrison, of Harrison & Robertson, who prepared a most attractive programme of music and speeches.

The chief feature of these monthly meetings, apart from the social element of them, is an address prepared by the chairman of the evening. Mr. Harrison's address was devoted to the heating branch of the trade, and was a most practical paper. "Hardware and Metal" hopes to publish it in detail in next week's issue. Representatives of the various jobbing houses of Toronto were present and contributed in their usual hearty manner to the enjoyment of the evening.

BUILDING PERMITS ISSUED.

TORONTO.

Mrs. Jas. Claxton, erection of brick dwelling on Shaw street, to cost $3,000.

H. H. Halls, a two storey brick residence on Harvard avenue, to cost $3,000.

J. T. V. May, two detached brick dwellings on Delaware avenue, to cost $3,500.

B. H. Morehouse, a pair semi-detached brick dwellings on First avenue, to cost $3,600.

Frank Hillock, a two storey and attic roughcast dwelling on Dufferin street, to cost $1,200.

Chas. and Thos. Lawden, a two storey brick veneered dwelling on Leslie street, to cost $2,000.

Christopher Robinson, K.C., a one storey brick dwelling on Queen street west, to cost $2,500.

Hogg & Co., a pair of semi-detached two storey brick dwellings on Smith street, to cost $3,600.

Mr. Jackson, a two storey frame and brick veneered dwelling on Dufferin street, to cost $3,000.

Ryrie Bros., three-storey alterations to shop on south side Adelaide street near Yonge, to cost $2,500.

Mr. Hopkins, a two storey brick addition and verandah to dwelling on Carlton street, to cost $1,500.

Andrew Duff, a pair semi-detached two storey roughcast dwellings south side of Wright avenue, to cost $2,100.

BUILDING NOTES.

A new Presbyterian church is to be erected in Regina, N.W.T.

A new Presbyterian church is being erected at Mill Creek, near Winnipeg, Man.

The town of Sydney, N.S., is considering the proposition of erecting a large civic gas plant, to cost $75,000.

Tenders are being asked before February 17 for a Y.M.C.A. building at Springhill, N.S. Address R. H. Cooper, Springhill.

Tenders for The New England Fish Co.'s wharf, Gore avenue, Vancouver, are asked. All the piles are to be treated with carbolineum.

Holland Munson's large saw mill at Bay Mills, near Sault Ste. Marie, Ont., has been destroyed by fire. The estimated loss is between $250,000 and $300,000.

J. F. Brown, architect, Toronto, is preparing plans for a new Presbyterian church building at North Bay. Mr. Brown is also taking tenders for a Summer cottage at Scarboro.

A first-class brick hotel is to be constructed by The Hotel Cecil Co., in Kamloops, B.C. There will be three storeys above the basement in the building, and there will be 35 bedrooms, a large dining hall, private dining room, and a ladies' drawing room.

Chadwick and Beckett, Toronto, are getting out plans for a modern brick and stone residence for J. Henderson, Crescent road, Toronto. They have also taken a contract for alterations to the premises of F. T. Procter, jeweller, corner of Yonge and Albert streets, Toronto.

PLUMBING NOTES.

L. Blairsto, plumber, Sydney, has obtained consent to do business in her own name.

The Gurney Foundry Co., Toronto, have installed extensive kitchen apparatus in the Hospice Mount Carmel, Niagara Falls.

The premises of Sheldon & Sheldon, manufacturers of heating and ventilating appliances, Galt, have been damaged by fire. Loss covered by insurance.

Messrs. Harry Mahoney, Guelph, and Sam Gourley, St. Catharines, were in Toronto this week. Needless to say they were given a royal welcome by the Toronto members of the craft.

The twelfth game of the Queen City Hockey League, Toronto, series, between The James Morrison Brass Mfg. Co. and The Ontario Lead and Wire Co., scheduled for January 25, was given by default to The James Morrison Brass Mfg. Co.

Keith & Fitzsimons, Toronto, have the contract for the fittings for a large number of extra bathrooms, which are being installed in the Queen's Hotel, Toronto. They also have contracts from Mr. Kelly for plumbing and heating, in his new residence, Crescent road, Toronto, and from W. G. Gooderham, for plumbing, heating, electric wiring, gas and electric lighting in his new residence, corner of Sherbourne street and Elm avenue, Toronto.

Last year was one of the busiest years in the building line that Winnipeg has witnessed. There were too few builders and plumbers to do the required work, and, for that reason, much that should have been completed last Fall was left over until the Spring. Therefore it causes no surprise to see that there has been a company incorporated under the title of The Imperial Plumbing and Building Co., headquarters at Winnipeg, with a capital of $20,000. The Manitoba Builders' Supply Co. have also been incorporated, with a capital of $45,000.

WORTH MORE THAN

it costs: Apollo.

Worth less, but not worthless: other galvanized iron.

No other is nearly so good.

Apollo is uniform.

Quick service.

Return a whole sheet for an inch of fault.

American Sheet Steel Company, New York

Representatives for Canada

B. & S. H. Thompson & Company

53 St. Sulpice Street

Montreal

Don't Forget the Name...
NEWMAN'S INVINCIBE
FLOOR SPRINGS
Strong, Quick, Reliable, Effective.
Will close a door against any pressure of wind. Far ahead of ordinary door springs, pneumatic or otherwise. Ask your wholesaler.
W. NEWMAN & SONS, Birmingham.

Skylights
Cornices
Corrugated Iron
Galvanized Iron
Ventilators
Metal Ceilings

Write us whenever you require a tender on a job.

A. B. ORMSBY & CO.,
Cor. Queen and George Streets,
TORONTO, ONT.

CUT THIS OUT. PASTE IT PROMINENTLY.

BRASS and COPPER
—Sheets
—Rods
—Tubes
CUT TO YOUR ORDER.

The Booth Copper Co.,
LIMITED,
119-123 Queen St. East,
TORONTO.

Persons addressing advertisers will kindly mention having seen their advertisement in Hardware and Metal.

Write for free samples.
Agents being placed in every district.

Arrow Brand Asphalt Ready Roofing
Easy to lay—lasts long—needs no painting, as it comes in rolls already surfaced with gravel.
A. C. JENKING, Sole Selling Agents,
Room 215 Coristine Building, - - MONTREAL.

Will Hold Up a Shelf!
That's what a shelf bracket is for.
For this purpose there can be NOTHING BETTER, NOTHING CHEAPER than the BRADLEY STEEL BRACKET. It is well Japanned, Strong and Light. The saving in freight is a good profit, aside from the lower price at which the goods are sold. Order direct or through your jobber.
ATLAS MFG. CO.,
New Haven, Conn., U.S.A.

$ $ $ $ $ $ $ $ $ $
CONTRACTS
mean dollars for the pockets of contractors. The weekly reports in the
CANADIAN CONTRACT RECORD
tell where contracts may be had.
$2 per year buys them. Address
THE CONTRACT RECORD
Toronto and Montreal

MADE IN ENGLAND.
HACK SAW BLADE
MADE BY
CHAS. BAYNES
KNUZDEN BROOK
BLACKBURN

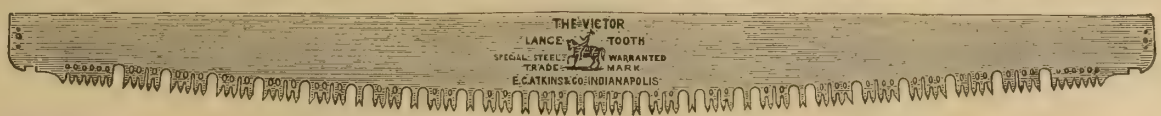
THE "SUN" BRAND PORTLAND CEMENT.
We make only one quality and that the best. Ask us for quotations.
The Sun Portland Cement Co., Limited
OWEN SOUND
JAS. A. CLINE, Managing Director.

The Hanover Portland Cement Co., Limited
HANOVER, ONTARIO.
Manufacturers of the Celebrated **"Saugeen Brand"** OF PORTLAND CEMENT.
Prices on application.

"THE EMLYN" SAW BENCH
Made in 6 sizes. Best value obtainable. Specially designed for export With or without "Emlyn" Patent Guard. Sole maker—
CHARLES D. PHILLIPS,
Cables—"Machinery," Newport. Emlyn Engineering Works NEWPORT, MON., ENGLAND

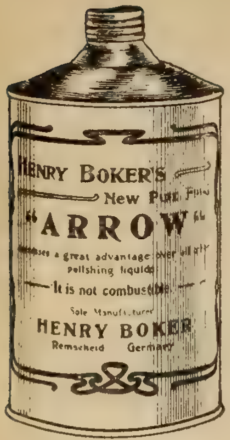
Galt Carpet Stretcher
Away Ahead of All Others
Simple, Effective. Will not tear the finest carpet. Will sell to every household on the score of price and utility. Profitable to dealer.
SEND FOR BOOKLET.
Grand River Metal Works,
Limited
Galt, - Ont.

ATKINS HIGH-GRADE, CROSS-CUT SAWS ARE SUPERIOR TO ALL OTHERS IN MATERIAL, TEMPER, WORKMANSHIP, FINISH AND CUTTING QUALITIES.
OUR VICTOR, TUTTLE TOOTH AND SEGMENT GROUND SAWS ARE THE FAVORITES IN THE CAMPS



E. C. ATKINS & CO.,
INCORPORATED.
LEADING MANUFACTURERS OF HIGH-GRADE, CROSS-CUT, HAND, BAND, CIRCULAR, HACK, BACK, WOOD AND SMALL SAWS OF ALL KINDS
Factories and Home Office: INDIANAPOLIS, IND., U.S.A.
Write for Catalogue and Prices
C. D. TEN EYCK, Sales Agent for Canada. Toronto Office; 30 Front St. East. Tel. Main 1896.

A TRIAL WILL PROVE THAT



Henry Boker's PUTZ FLUID YELLOW LABEL "Arrow Brand"

is the best to clean all sorts of Brass, Nickel, Copper, etc. Can be had in all sizes of tin cans and glass bottles.

For Sale by Wholesale Trade.

CURRENT MARKET QUOTATIONS.

January 29, 1904.

These prices are for such qualities and quantities as are usually ordered by retail dealers on the usual terms of credit, the lowest figures being for larger quantities and prompt pay. Large cash buyers can frequently make purchases at better prices. The Editor is anxious to be informed at once of any apparent errors in this list, as the desire is to make it perfectly accurate.

METALS.

TIN.

Lamb and Flag and Straits—56 and 28-lb. ingots, 100 lb.	$30 50	$31 50

TINPLATES.

Charcoal Plates—Bright.

M.L.S., equal to Bradley—		Per box.
I C, usual sizes		$6 50
I X "		8 00
I X X "		9 50
Famous, equal to Bradley—		
I C		6 75
I X		8 25
I X X		9 75
Raven and Vulture Grades—		
I C, usual sizes		4 50
I X "		5 50
I X X "		6 50
I X X X "		7 50

"Dominion Crown Best"—Double Coated, Tissued.

		Per box.
I C		5 50
I X		6 50
I X X		7 50

"Allaway's Best"—Standard Quality.

I C		4 50
I X		5 50
I X X		6 50

Coke Plates—Bright.

Bessemer Steel—		
I.C., usual size, 14x20		3 65
I.C., special sizes, base		3 90
20x28		7 75

Charcoal Plates—Terne.

Dean or J. G. Grade—		
I.C., 20x28, 112 sheets	6 75	7 50
IX., Terne Tin		10 50

Charcoal Tin Boiler Plates.

Cookley Grade—		
X X, 14x56, 50 sheet bxs. / " 14x60, " / " 14x65, "		7 00

Tinned Sheets.

72x30 up to 24 gauge		7 50
" " 26 "		8 00

IRON AND STEEL.

Common bar, per 100 lb		2 00
Refined " "		2 40
Horseshoe Iron "		2 40
Hoop steel, 1½ to 3-in. base		2 90
Sleigh shoe steel, "		2 10
Tire steel	2 30	2 50
Reeled machinery		3 00
Toe calk steel	2 85	3 00
T. Firth&Co.'s tool steel, per lb	0 12½	0 13
Jessop's tool steel		0 14
Morton's tool steel	0 12½	0 13
Black Diamond and "B.C." tool steel	0 10	0 11
Chas. Leonard's tool steel	0 08	0 09
Jonas & Colver's tool steel	0 10	0 20
" "Air Hardening"		0 70
Drill steel, per lb	0 08	0 10
Russia Iron—		
Genuine		0 11
Imitation Dom. Crown		0 06

STEEL BOILER PLATE.

¼ in	2 50	2 60
3-16 in	2 60	2 70
⅜ in. and thicker	2 50	2 60

BABBIT METAL.

"Tandem," A per lb.	0 27
" B "	0 21
" C "	0 11½
Frictionless Metal "	0 23
Syracuse Smelting Works:	
Aluminum, genuine	0 45
Government, "	0 44
Tough, "	0 40
Hard, "	0 40
Dynamo	0 30
Special	0 25
Harmony	0 22
Car Box	0 20
Extra	0 15
The Canada Metal Co.:	
Imperial, genuine	0 40
Metallic	0 30
Hercules	0 20
Star	0 15
No. 1	0 12
No. 2	0 10
No. 3	0 06
No. 4	0 05
Geo. Langwell & Son.	
No. 1	0 08
No. 2	0 07
No. 3	0 05½
Extra	0 09½

BLACK SHEETS.

	Montreal.	Toronto
10 and 16 gauge	2 25	2 55
18 gauge	2 30	2 60
20 "	2 30	2 60
22 to 24 gauge	2 35	2 70
26 "	2 40	2 80
28	2 40	2 90

COPPER WIRE.

Discount, 50 per cent.

CANADA PLATES.

Ordinary		2 65
All bright		3 50
Galvanized Canada Plates—	Ordinary.	Dom. Crown.
18x24x52	4 25	4 35
" 60	4 50	4 60
20x28x80	8 50	8 70
" 94	9 00	9 20

GALVANIZED SHEETS.

	Fleur-de-Lis.	Comet	Bell.	Queen's Head
16 gauge	3 65	....	....	....
18 to 24 gauge	3 75	3 75	3 75	4 05
26 "	4 00	4 00	3 90	4 25
28 "	4 25	4 25	4 05	4 50

American brands, $4.40 for 28 gauge.
Less than case lots 10 to 15c. extra.

CHAIN.

Proof coil, 3-16 in., per 100 lb.	....
" ¼ "	6 10
" 5-16 "	4 70
" ⅜ "	4 00
" 7-16 "	3 80
" ½ "	3 70
" 9-16 "	3 55
" ⅝ "	3 35
" ¾ "	3 30

Halter, kennel and post chains, 40 to 40 and 5 per cent.

Cow ties	40 p.c.
Tie out chains	65 p.c.
Stall fixtures	35 p.c.
Trace chain	45 p.c.

Jack chain, iron, single and double, discount 35 p.c.
Jack chain, brass, single and double, discount 40 p.c.

COPPER.

	Ingot.	Per 100 lb.
Casting	13 50	14 00
Bars.		
Cut lengths, round, ½ to ⅞ in.	23 00	25 00
" round and square, 1 to 2 inches	23 00	25 00

Sheet.

Plain, 16 oz., 14x48 and 14x60	20 00
Plain, 14 oz.	21 00
Tinned copper sheet	24 00
Planished	32 00
Braziers' (in sheets).	
4x6 ft., 25 to 30 lb. each, per lb.	0 22
" 35 to 45 " "	0 21
" 50-lb. and above "	0 20

BOILER AND T.K. PITTS.

Plain tinned, per lb	0 28
Spun, per lb	0 32

BRASS.

Rod and Sheet, 14 to 30 gauge, 15 per cent

Sheets, hard-rolled, 2x4	0 23
Tubing, base, per lb	0 23½

ZINC SPELTER.

Foreign, per 100 lb	6 00	6 25
Domestic " "	..	....

ZINC SHEET.

5-cwt. casks	6 15	6 50
Part casks	6 50	7 00

LEAD.

Imported Pig, per 100 lb	3 20	3 30
Bar, per lb		0 05
Sheets, 2½ lb. sq. ft., by roll		0 06½
Sheets, 3 to 6 lb. "		0 06

NOTE.—Cut sheets ½c. per lb., extra. Pipe, by the roll, usual weights per yard, lists at 7c. per lb. and 35 p.c. dis. f.o.b. Toronto.

NOTE.—Cut lengths, net price, waste pipe 8-ft. lengths, lists at 8c.

ANTIMONY.

Cookson's per lb.	7 50	8 00

SHOT.

Common, $6.50 per 100 lb.; chilled, $7.00 per 100 lb.; buck, seal and ball, $7.50. Discount, 17½ p.c. Prices are f.o.b. Toronto, Hamilton, Montreal, St. John and Halifax. Terms, 3 p.c. cash, freights equalized.

PLUMBING GOODS.

BATH TUBS.

Zinc	6 00

Copper, discount 20 per cent. off revised list.

BATHS.

Standard Enameled.

5½-ft. rolled rim, 1st quality	23 00
5½ " " " 2nd "	20 00

CLOSETS.

	Net.
Plain York or Ontario Syphon Jet	$9 60
Emb. " " "	10 20
Fittings	1 00
Plain Simplex Syphon Jet	9 00
Emb. " " "	7 50
Fittings	1 25
Low Down Elgin or Teutonic, plain	6 00
Low " " " emb.	6 50
Plain Richelieu	4 25
Emb. "	4 50
Connections	1 25
Closet connection	1 25
Basins, P.O., 14-in	0 63
Basins, oval, 17 x 14-in.	1 50
Basins, " 19 x 15-in.	2 00

IRON PIPE.

		Per 100 feet.
Black pipe		
⅛ inch	....	3 25
¼ "	2 30	2 30
⅜ "	2 55	2 55
½ "	2 85	2 85
¾ "	3 65	3 65
1 "	....	5 20
1¼ "	....	7 35
1½ "	....	8 95
2 "	....	12 55
2½ "	....	19 25
3 "	....	22 75
3½ "	....	28 75
4 "	....	35 25
4½ "	....	41 00
5 "	....	44 00
6 "	....	57 50

Galvanized pipe—	
¼ inch	3 20
⅜ "	3 45
½ "	3 90
¾ "	5 00
1 "	7 20
1¼ "	10 05
1½ "	12 20
2 "	16 85

Malleable Fittings—Discount 15 p.c.
Cast Iron Fittings—
On unions, 55 per cent.; on nipples, 60 per cent.; headers and flanged unions, 52½ per cent.; bushings, plugs and other than standard 57½ per cent.

PLUMBERS' BRASS GOODS.

Standard Compression work, dis. 60 per cent.
Cushion work, discount 50 per cent.
Fuller work, discount 65 per cent.
6 dozen lots and over of the above, extra discount 10 per cent.
Lever handle Stops and Waste, discount 60 per cent. With, in lots of 2 dozen and over, an extra discount of 10 per cent.
Globe, Angle and Check Valves, discount 55 per cent.
Standard Globe, Angle and Check Valves, discount 60 per cent.
J. M. T. Radiator Valves discount 55 per cent.
Standard Radiator Valves, discount 60 per cent.
Patent Quick-Opening Valves, discount 65 per cent.

No. 1 compression bath cock net	1 75
No. 4 " " "	2 00
No. 7 Fuller's "	2 20
No. 4½, " "	2 35
Patent Compression Cushion, basin cock, hot and cold per doz.	15 06
Patent Compression Cushion, bath cock, No. 2208	2 25

Square head brass cocks, discount 55 per cent
" " iron " " 50 to 60 "
Competition Globe, Angle and Check Valve discount 65 per cent.
Thompson Smoke-test Machine $25.00

RANGE BOILERS.

Dominion, 30 gallon net	5 50
" 35 " "	6 50
" 40 " "	7 50
Ronald's Galvanized, 30 gallon, "	7 40
" " 35 " "	8 40
" " 40 " "	9 60
Copper, 30 gallon "	22 00
" 35 " "	24 00
" 40 " "	28

Discount off copper boilers 15 per cent.

SOIL PIPE AND FITTINGS.

Light soil pipe, discount, 50 per cent.
" " fittings, discount 50 and 10 p.c.
Med. and Extra heavy pipe and fittings, dis. 60 per cent.
7 and 8-in. pipe, discount 40 and 5 per cent.

SOLDER.

	Per lb
Bar, half-and-half, guaranteed	0 19
Bar, half-and-half, commercial	0 18
Refined	0 18
Wiping	0 17

PAINTS AND OILS.

BLUESTONE.

Casks, for spraying	5 50
100-lb. lots do per lb.	0 08

COLORS IN OIL.

25-lb. tins, Standard Quality.

Venetian red, per lb.	0 03½	0 05
Chrome yellow	0 12	0 14
Golden ochre	0 07	0 10
French "	....	0 06
Marine black	....	0 04
Chrome green	....	0 10
French Imperial green	....	0 14
Signwriters' black	....	0 16
Umber	0 04	0 06
Sienna	0 04	0 07

WADE & BUTCHER'S

"SPECIAL" Razors

Are unequalled for quality and finish.

JAMES HUTTON & CO., - MONTREAL

Sole Agents for Canada.

COLORS, DRY.

Common ochre, bbls	1 15	1 30
Yellow ochre (J.F.L.S) bbls.,	....	2 00
Brussels ochre	....	2 00
Venetian red, bbl	1 50	2 25
English oxides, per cwt	3 00	3 25
American oxides, bbls	1 25	2 75
Canadian oxides, bbls	1 25	1 75
Super magnetic oxides, 93 p.c.	2 00	2 25
Burnt sienna, pure, per lb	....	0 10
" umber, " "	0 08	0 10
Raw umber	0 08	0 10
Drop black, pure	....	0 10
Chrome yellow, pure	....	0 18
Chrome greens, pure per lb	0 09	0 10
Golden ochre	0 03	0 04
Ultramarine blue, in 28-lb. boxes, per lb.	0 06	0 12
Fire proof mineral, per 100 lb.	....	1 00
Genunie Eng. Litharge, per lb	....	0 07
Mortar color, per 100 lb	....	1 5[illegible]
Pure Indian red, No. 45, lb	0 08	0 1[illegible]
Whiting (common), bbl	0 55	0 [illegible]0
English vermilion in 30-lb. bgs.	...	0 85

CASTOR OIL.

British, 1st. qual, in cases, per lb	0 08½	0 09½
" " small lots	0 10	0 10½

COD OIL, ETC.

Cod oil, per gal	0 50	0 55
Pure olive	....	1 40
" neatsfoot	....	0 90

WHITE LEAD.

	Per 100 lb.
Pure	4 75
No. 1	4 50
No. 2	4 25
No. 3	3 87½
No. 4	3 50
Munro's Select Flake White	4 75
Elephant and Decorators' Pure	4 75
Monarch	5 00
Decorator's Pure	4 75
Essex Genuine	4 25
Sterling Pure	5 00
Island City Pure	5 00
Ramsay's Pure Lead	4 75 5 00
Ramsay's Exterior	4 50 4 75

RED LEAD.

Genuine, 560 lb. casks, per cwt	$4 25	$4 50
Genuine, 100 lb. kegs, "	....	4 75
No. 1, 560 lb. casks, per cwt	...	4 00
No. 1, 100 lb. kegs, per cwt	....	4 25

WHITE ZINC.

Extra Red Seal	0 06	0 08
French V. M.	0 06	0 06½
Lehigh	0 06	0 06½

DRY WHITE LEAD.

Pure, casks	4 50
Pure, kegs	4 75
No. 1, casks	4 25
No. 1, kegs	4 50

PREPARED PAINTS.

In ¼, ½ and 1-gallon tins.

Pure, per gallon	....	1 20
Second qualities, per gallon	....	1 00
Barn (in bbls.)	0 60	0 90
The Sherwin-Williams paints	....	1 40
Canada Paint Co.'s pure	....	1 25
Toronto Lead & Color Co's pure	....	1 25
Sanderson Pearcy's pure	....	1 20
Standard Co.'s "New Era."	....	1 30
"Globe" barn	60	70
Francis-Frost Co.'s "Ark" B'd	....	1 25
" British Navy deck	....	1 50
Henderson & Potts's "Anchor"	....	1 35
Globe Paint Co.'s mixed	....	1 30
" barn and bridge	....	0 75
Ramsay's paints, Pure, per gal.	....	1 20
" Thistle, "	....	1 00
" Outside, bbls	0 55	0 65
Island City House Paint	....	1 25
" Floor "	....	1 25
Sterling House Paint	....	1 20
" Floor "	....	1 10
National	...	1 05

PUTTY.

Bulk in bbls	2 05	
Bulk in less quantity	2 25	
Bladders in bbls	2 25	
Bladders in kegs, boxes or loose	2 40	
25-lb. tins	2 25	
12½ lb. tins	2 50	
Bladders in bulk or tins less than 100 lb.	2 50	

VARNISHES.

	In 5-gal. lots.	Per gal.	Net.
Carriage, No. 1		1 50	1 60
Pale durable body		4 10	4 25
" rubbing		2 85	3 20
Gold size, japan		1 50	1 60
No. 1 brown japan		0 85	0 90
Elastic oak		....	1 50
Furniture, extra		1 10	1 25
" No. 1		0 90	1 00
Hard oil finish		1 35	1 50
Light oil finish		1 60	1 70
Damar		1 75	2 00
Shellac, white		2 40	2 50
" orange		2 30	2 40
Turpentine, brown japan		1 10	1 20
" black japan		1 10	1 20
" No. 1.		0 85	0 90
Elastilite varnish, 1 gal. can, each			2 00
Granitine floor finish, per gal			2 75
Maple Leaf coach enamels; size 1, $1.20; size 2, 70c.; size 3, 40c. each.			
Sherwin-Williams' kopal varnish, case, from		assorted to 1 gal., $2.50.	

GLUE.

Common	0 08	0 08½
French medal	0 10	0 14
White, extra	0 18	0 22
Gelatine	....	....
Strip	0 18	0 20
Coopers	0 19	0 20
Huttner	....	....
Ground	0 12	0 16
Cologne, genuine	....	....

HARDWARE.

AMMUNITION.

Cartridges.

B. B. Caps Dominion, 50 and 5 per cent.
Rim Fire Pistol, discount 40 p.c., American.
Rim Fire Cartridges, Dominion, 50 and 5 p.c.
Central Fire Pistol and Rifle, 10 p.c., Amer.
Central Fire Cartridges, pistol sizes, Dominion, 30 per cent.
Central Fire Cartridges, Sporting and Military, Dominion, 15 per cent.
Central Fire, Military and Sporting, American, add 5 per cent. to list. B.B. Caps, discount 40 per cent., American.
Loaded and empty Shells, "Trap" and "Dominion" grades, 25 per cent. Rival and Nitro, 10 per cent. advance on list.
Brass Shot Shells, 55 per cent.
Primers, Dom., 30 per cent.; American, $1.60.

Wads.

	per lb.
Best thick white felt wadding, in ¼-bags	$ 00
Best thick brown or grey felt wads, in ½-lb. bags	0 70
Best thick white card wads, in boxes of 500 each, 12 and smaller gauges	0 99
Best thick white card wads, in boxes of 500 each, 10 gauge	0 35
Best thick white card wads, in boxes of 500 each, 8 gauge	0 55
Thin card wads, in boxes of 1,000 each, 12 and smaller gauges	0 20
Thin card wads, in boxes of 1,000 each, 10 gauge	0 25
Thin card wads, in boxes of 1,000 each, 8 auge	...

Chemically prepared black edge grey cloth wads, in boxes of 250 each—	Per M.
11 and smaller gauge	0 60
9 and 10 gauges	0 70
7 and 8 "	0 90
5 and 6 "	1 10

Superior chemically prepared pink edge, best white cloth wads, in boxes of 250 each—	
11 and smaller gauge	1 15
9 and 10 gauges	1 40
7 and 8 "	1 65
5 and 6 "	1 90

ADZES.

Discount 20 per cent.

ANVILS.

Wright's, 80-lb. and over	0 10¾
Hay Budden, 80-lb. and over	0 09½
Brook's, 80-lb. and over	0 11¼

AUGERS.

Gilmour's, discount 65 and 5 per cent. off list.

AXES.

Chopping Axes		
Single bit, per doz.	7 00	10 00
Double bit, "	10 00	18 00
Bench Axes, 40 per cent.		
Broad Axes, 25 per cent.		
Hunters' Axes	5 50	6 00
Boys' Axes	6 25	7 00
Splitting Axes	7 00	12 00
Handled Axes	7 50	10 00

AMERICAN AXE AND TOOL CO.

Red Ridge, boys', handled	....	5 75
" hunters	....	5 25

AXLE GREASE

Ordinary, per gross	5 75	6 00
Best quality	13 00	15 00

BELLS.

Hand.

Brass, 60 per cent.
Nickel, 55 per cent.

Cow.

American make, discount 63⅔ per cent.
Canadian, discount 45 and 50 per cent.

Door.

Gongs, Sargant's	5 50	8 00

" Peterboro', discount 46 per cent.

Farm.

American, each	1 25	3 00

House.

American, per lb.	0 35	0 40

BELLOWS.

Hand, per doz	3 35	4 75
Moulders', per doz	7 50	10 00

Blacksmiths', discount '0 per cent.

BELTING.

Extra, 60 per cent.
Standard, 60 and 10 per cent.
No. 1, not wider than 6 in., 60, 10 and 10 per cent.
Agricultural, not wider than 4 in., 75 per cent.

BITS.

Auger.

Gilmour's, discount 60 and 5 per cent.
Rockford, discount 50 and 10 per cent
Jennings' Gen., net list.

Car.

Gilmour's, 47½ to 50 per cent.

Expansive.

Clark's, 40 per cent.

Gimlet.

Clark's, per doz	0 65	0 90
Diamond, Shell, per doz	1 00	1 50
Nail and Spike, per gross	2 25	5 20

BLIND AND BED STAPLES.

All sizes, per lb.	0 07¾	0 12

BOLTS AND NUTS

	Per cent.
Carriage Bolts, common ($1 list)	
" " 3-16 and ¼	60
" " 3-16 and ⅜	55 and 5
" " 7-16 and up	55
" " full sq. ($2.40 list)	60
" " Norway Iron ($3 list)	60
Machine Bolts, all sizes, ⅜ and less	60
Machine Bolts, 7-16 and up	55 and 5
Plough Bolts	55 and 5
Blank Bolts	55 and 5
Bolt Ends	55 and 5
Sleigh Shoe Bolts	70
Coach Screws, cone point	70
Nuts, square, all sizes, 4c. per lb. off.	
Nuts, hexagon, all sizes, 4½c. per lb. off.	
Stove Rods, per lb., 5½ to 6c.	

BOOT CALKS.

Small and medium, ball	per M.	4 25
Small heel	"	4 50

BRIGHT WIRE GOODS.

Discount 62½ per cent.

BROILERS.

Light, discount 65 to 67½ per cent.
Reversible, discount 65 to 67½ per cent.
Vegetable, per doz., discount 37½ per cent.

Henis, No. 8	per doz.	6 00
Henis, No. 9	"	7 00
Queen City	"	7 50

BUTCHERS' CLEAVERS.

German	per doz. 6 00	11 00
American	" 12 00	20 00

BUTCHER KNIVES.

Bailey's	per doz. 0 60	6 30

BUILDING PAPER, ETC.

Tarred Felt, per 100 lb.		1 85
Ready roofing, 2-ply, not under 45 lb. per roll		0 90
Ready roofing, 3-ply, not under 65 lb., per roll		1 15
Carpet Felt	per ton	45 00
Heavy Straw Sheathing	per ton	35 00
Dry Sheathing	per roll, 400 sq. ft.	0 40
Tar "	" 400 "	0 50
Dry Fibre	" 400 "	0 55
Tarred Fibre	" 400 "	0 65
O. K. & I. X. L.	" 400 "	0 70
Resin-sized	" 400 "	0 45
Oiled Sheathing	" 600 "	1 00
Oiled "	" 400 "	0 70
Roof Coating, in barrels	per gal.	0 17
Roof " small packages	"	0 25
Refined Tar	per barrel	5 00
Coal Tar	"	4 00
Coal Tar, less than barrels	per gal.	0 15
Roofing Pitch	per 100 lb.	1 10

BULL RINGS.

Copper, $2.00 for 2½-inch, and $1.90 for 2-inch.

BUTTS.

Wrought Brass, net revised list.

Cast Iron.

Loose Pin, discount 60 per cent

Wrought Steel.

Fast Joint, discount 65, 10 and 2½ per cent.
Loose Pin, discount 65, 10 and 2½ per cent.
Berlin Bronzed, discount 70, 70 and 5 per cent
Gen. B ronzed | per pair | 0 40 | 0 65

CARPET STRETCHERS.

American	per doz. 1 00	1 50
Bullard's	"	6 50

CASTORS.

Bed, new list, discount 55 to 57½ per cent.
Plate, discount 52½ to 57½ per cent.

CATTLE LEADERS.

Nos. 32 and 33	per gross	7 50 8 50

CHALK.

Carpenters' Colored, per gross	0 45	0 75
White lump	per cwt. 0 60	0 65
Red	0 05	0 06
Crayon	per gross 0 14	0 18

CHISELS.

Socket, Framing and Firmer.

Broad's, discount 60 and 10 per cent.
Warnock's, discount 50 and 10 per cent.
P. S. & W. Extra, discount 60 and 10 per cen.

FOOD—STOCKS.

Internation	l Stock Foods, $1 packages, per doz	$8 00
International Stock Foods, per pail		2 75
" "	per bbl	10 50
" Poultry	" $1 pkgs., per dz.	8 00
" Worm Powders, 50c. pkgs.	"	4 00
" Pine Healing Oil, per doz		3 00
" Pheno-Chloro, $1 pkgs., per doz		8 00
" Hoof Ointment		8 00
" Compound Absorbent		16 00

Also 25c. pkgs. at $2 per doz.; 50c. pkgs. at $4 per doz.

CLIPS.

Axle, discount 65 per cent

A Word of Thanks to Our Customers.

The past year's business has been very satisfactory to us, and we are exceedingly obliged to you in consequence.

We have done our best to please you at all times, and where we failed it was our misfortune, not our fault.

Prospects are bright for another prosperous year, and we hope to continue our pleasant business relations with you.

The Paterson Mfg. Co., Limited

Toronto and Montreal.

COMPASSES, DIVIDERS, ETC.

American, discount 62½ to 65 per cent.

CONDUCTOR PIPE.

Plain or Corrugated.

2-inch	per 100 feet	3 00
3 "	" "	4 00
4 "	" "	5 25
5 "	" "	6 75
6 "	" "	9 00

CRADLES, GRAIN.

Canadian, discount 20 to 25 per cent.

CROSSCUT SAW HANDLES.

S. & D., No. 3	per pair	0 17½
S. & D., " 5	"	0 22½
S. & D., " 6	"	0 15
Boynton pattern	"	0 20

DOOR SPRINGS.

Torrey's Rod	per doz.	....	80
Coil, 9 to 11 in.	"	0 95	1 65
English	"	2 00	4 00

DRAW KNIVES.

Coach and Wagon, discount 50 and 10 per cent.
Carpenters' discount 60 and 10 per cent.

DRILLS.

Hand and Breast.

Millar's Falls, per doz., net list.

DRILL BITS.

Morse, discount 37½ to 40 per cent.
Standard, discount 50 and 5 to 55 per cent.

FAUCETS.

Common, cork-lined, discount 35 per cent.

EAVETROUGHS.

10-inch ....per 100 ft. 10

ELBOWS (stovepipe.)

5 and 6-inch, common	per doz.	1 20
7-inch	"	1 35

Polished, 15c. per dozen extra.

ESCUTCHEONS.

Discount 40 per cent.

ESCUTCHEON PINS.

Iron, discount 40 per cent.

FACTORY MILK CANS.

Discount off revised list, 40 per cent.

FILES AND RASPS.

Great Western	70 and 10 per cent.
Arcade	70 " 10 "
Kearney & Foot	70 " 10 "
Disston's	70 " 10 "
American	70 " 10 "
J. Barton Smith	70 " 10 "
McClellan	70 " 10 "
Eagle	70 " 10 "
Nicholson, 60 and 10 to 60, 10 and 5	"
Royal	80 "
Globe	70 to 75 "

Black Diamond, 60 and 10 to 60, 10 and 5 per cent.
Jowitt's, English list, 25 to 27½ per cent.
Nicholson File Co.'s "Simplicity" file handle, per gross 85c. to $1.50

GLASS.

Window. Box Price.

Size United Inches.	Star Per 50 ft.	Star Per 100 ft.	D. Diamond Per 50 ft.	D. Diamond Per 100 ft.
Under 26	....	3 10	....	6 75
26 to 40	....	3 30	....	7 25
41 to 50	....	3 70	....	8 75
51 to 60	....	4 00	....	10 00
61 to 70	....	5 00	....	11 5
71 to 80	....	5 30	....	12 50
81 to 85	....	....	....	14 00
86 to 90	....	....	....	16 50
91 to 95	....	....	....	18 00
96 to 100	....	....	....	20 00

A discount of 25 per cent. is offered on "Double Diamond."

GAUGES.

Marking, Mortise, Etc.

Stanley's, discount 50 to 55 per cent.

Wire Gauges.

Winn's, Nos. 26 to 33 ....each 1 65 2 40

HALTERS.

Rope, ⅜-inch	per gross	....	....
Rope, ½ "	"	....	9 00
Rope, ⅝ to ¾-inch	"	....	14 00
Leather, 1-inch	per doz.	3 87½	4 00
Leather, 1¼ "	"	5 15	5 20
Web	"	1 87	2 45

HAMMERS.

Nail.

Maydole's, discount 5 to 10 per cent. Canadian discount 25 to 27½ per cent.

Tack.

Magnetic ....per doz. 1 10 1 20

Sledge.

Canadian ....per lb. 0 07½ 0 08½

Ball Pean.

English and Canadian, per lb. 0 22 0 25

HANDLES.

Axe, 2nd growth,	per doz. net	3 00	4 00
tore door	per doz.	1 00	1 50

Fork.

C. & B., discount 40 per cent., revised list.

Hoe.

C. & B., discount 40 per cent., revised list.

Saw.

American ....per doz 1 00 1 25

Plane.

American .... per gross 3 15 3 75

Hammer and Hatchet.

Canadian, discount 40 per cent.

Cross-Cut Saws.

Canadian ....per pair 0 13½

HANGERS.

	doz.	pairs.
Steel barn door	6 00	8 00
Stearns, 4-inch	....	4 50
" 5-inch	....	6 00
Zenith	....	9 00
Lane's covered—		
No. 11, 5-foot run	....	8 40
No. 11½, 10-foot run	....	10 80
No. 12, 10-foot run	....	12 60
No. 14, 15-foot run	...	21 00
Steel, covered	4 00	11 00
" track, 1 x 3-16 in	....	3 90
" " 1¼ x 3-16 in	....	5 60

HARVEST TOOLS.

Discount 60 per cent.

HATCHETS.

Canadian, discount 40 to 42½ per cent.

HAT ENAMEL.

Henderson & Potts' "Anchor Brand'

HINGES.

Blind, Parker's, discount 16⅔ per cent.

Heavy T and strap, 4-in.,	per lb.	0 06½
" " 5-in.,	"	0 06¼
" " 6-in.,	"	0 06
" " 8-in.,	"	0 05¾
" " 10-in.,	"	0 05½

Light T and strap, discount 65 and 5 per cent.

Screw hook and hinge—

6 to 10 in.	per 100 lb.	....	4 50
12 in. up	"	....	3 25
Spring, No. 20, per gro. pairs		....	10 50

HOES.

Garden, Mortar, etc., discount 60 per cent.
Planter .... per doz. 4 00 4 50

HOLLOW WARE.

Tinned cast, 35 per cent.

HOOKS.

Cast Iron.

Bird cage	per doz.	0 50	1 10
Clothes line, No. 61	"	0 00	0 70
Harness	"	0 60	12 00
Hat and coat	per gro.	1 10	10 00
Chandelier	per doz.	0 50	1 00

Wrought Iron.

Wrought hooks and staples Canadian discount 47½ per cent.

Wire.

Hat and coat, discount 45 per cent.
Belt ....per 1,000 .... 0 60
Screw, bright, discount 55 per cent.

HORSE NAILS.

"C" brand, 40, 10 and 7½ per cent. off list } Oval
"M" brand, 55, per cent. } head
Countersunk, 55 per cent.
"Monarch," 50 and 7½ per cent.
"Peerless" 50 per cent. dis.

HORSESHOES.

F.O.B. Montreal

Iron Shoes.	No. 2 and larger.	No. 1 and smaller.
Light, medium and heavy	3 65	3 90
Snow shoes	3 90	4 15
Steel Shoes.		
XL, sizes 1 to 5	....	5 35
Light, No. 2 and larger	....	3 80
No. 1 and smaller	....	4 05
Featherweight, all sizes 0 to 4.	....	5 35
Toeweight, all sizes 1 to 4	....	6 60

JAPANNED WARE.

Discount 50 per cent.

ICE PICKS.

Star .... per doz. 00 3 25

KETTLES.

Brass spun 7½ per cent. discount off new list.
Copper .... per lb. 0 30 0 50
American, 60 and 10 to 65 and 5 per cent.

KEYS.

Lock, Canadian dis. 40 to 40 and 10 per cent.
Cabinet, trunk and padlock, American .... per gross 0 60

KNOBS.

Door, japanned and N.P., per doz.		1 50	2 50
Bronze, Berlin	per doz.	2 75	3 25
Bronze, Genuine	"	6 00	9 00
Shutter, porcelain, F. & L. screw	per gross	1 30	4 00
White door knobs	per doz.	....	1 00

HAY KNIVES.

Net prices.

LAMP WICKS.

Discount, 60 per cent.

LANTERNS.

Cold Blast	per doz.	7 00
No. 3, "Wright's"	"	8 50
Ordinary, with O burner	"	4 00
Dashboard, cold blast	"	9 00
No. 0	"	5 75

Japanning, 50c. per doz. extra.

LEMON SQUEEZERS.

Porcelain lined	per doz.	2 20	5 60
Galvanized	"	1 87	3 85
King, wood	"	2 75	2 90
King, glass	"	4 00	4 50
All glass	"	0 50	0 90

LINES.

Fish	per gross	1 05	2 50
Chalk	"	1 90	7 40

LAWN MOWERS.

Woodyatt, 12-in. wheel	8 50
Star "	6 25
Daisy " (net)	2 45
Philadelphia, 12-in. wheel	7 00
Ontario, "	14 25
King Edward, 12 in	9 00

Discount, 50 per cent., with freight concessions in quantity shipments.

Maxwell & Sons:

10½-in. high wheel	7 50	10 00
9-in.	5 50	6 25
8-in.	49 0	5 50

Discount 50 per cent.

LOCKS.

Canadian, 40 to 40 and 10 per cent.
Russell & Erwin ....per doz. 3 00 3 25

Cabinet.

Eagle, discount 30 per cent.

Padlocks.

English and Am. .... per doz. 0 50 6 00
Eagle, discount 20 to 25 per cent.

MACHINE SCREWS.

Iron and Brass.

Flat head, discount 25 per cent.
Round head, discount 20 per cent.

MALLETS.

Tinsmiths'	per doz.	1 25	1 50
Carpenters', hickory,	"	1 25	3 75
Lignum Vitae	"	3 85	5 00
Caulking, each		0 60	2 00

MATTOCKS.

Canadian .... per doz. 5 50 6 50

MEAT CUTTERS.

American, discount 33⅓ per cent.
German, 15 per cent.
Gem ....each 1 15

MILK CAN TRIMMINGS.

Discount 25 per cent.

NAILS.	Cut.	Wire.
2d and 3d	3 45	3 45
3d	3 10	3 12
4 and 5d	2 85	2 95
6 and 7d	2 75	2 80
8 and 9d	2 60	2 60
10 and 12d	2 55	2 55
16 and 20d	2 50	2 50
30, 40, 50 and 60d (base)	2 45	2 45

Cut nails in carlots 5c. less.
Wire nails in carlots are $2.40.
Steel cut nails 10c. extra.
Miscellaneous wire nails, discount 75 per cent.
Coopers' nails, discount 30 per cent.

NAIL PULLERS.

German and American 1 75 50

NAIL SETS.

Square, round and octagon, per gross	3 38	
Diamond	1 00	2 0

POULTRY NETTING.

2-in. Mesh, 19 w.g., dis. 60 per cent.
2-in. Mesh, 16 w.g. and heavier, 50 p.c.

OAKUM.

U. S. Navy	per 100 lb.	....	6 75
Plumbers	"	....	3 00

OILERS.

McClary's Model galvanized oil can, with pump, 5 gallon, per dozen 10 00
Davidson oilers, discount 40 per cent.
Zinc and tin, discount 50, 50 and 10 per cent.

Copper	per doz.	1 25	3 50
Brass	"	1 50	3 50

Malleable, discount 25 per cent

GALVANIZED PAILS.

Dufferin pattern pails, discount 45 per cent
Flaring pattern, discount 45 per cent.
Galvanized washtubs, discount 45 per cent

PIECED WARE.

Discount 40 per cent off list, June, 1899.
10-qt. flaring sap buckets, discount 40 per cent
6, 10 and 14-qt. flaring pails, dis. 40 per cent.
Creamer cans, discount 40 per cent.

PICKS.

Per dozen 6 00 9 00

PICTURE NAILS.

Porcelain head	per gross	1 35	1 50
Brass head	"	0 40	1 00

PICTURE WIRE.

Tin and gilt, discount 75 per cent.

PINE TAR.

½ pint in tins	per gross	7 80
1 " "	"	9 60

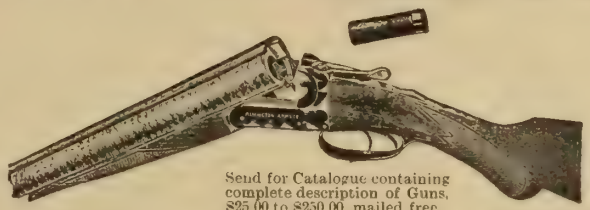
PLANES.

Wood bench, Canadian discount 40 per cent., American discount 50 per cent.
Wood, fancy Canadian or American, 37½ to 40 per cent.

Remington Hammerless Shot Gun

GUARANTEED FOR NITRO POWDERS

Grade K. Made with Remington blued steel barrels.



Send for Catalogue containing complete description of Guns, $25 00 to $250.00, mailed free.

Grade K E D. Made with Damascus barrels and Automatic Ejector.

REMINGTON ARMS CO., ILION, N.Y., 313-317 Broadway, New York. 86-88 First St., San Francisco, Cal.

SOLD BY LEADING CANADIAN DEALERS. NOT RETAILED BY THE MANUFACTURERS.

PLANE IRONS.

English	per doz.	2 00 5 00

PLIERS AND NIPPERS.

Button's genuine, per doz. pairs, discount 37½ to 40 per cent.

Button's imitation	per doz.	5 00 9 00
German	"	0 60 60

PRESSED SPIKES.

Discount 20 per cent.

PULLEYS.

Hothouse	per doz.	0 55 1 00
Axle	"	0 22 0 33
Screw	"	0 27 1 00
Awning	"	0 35 2 50

PUMPS.

Canadian cistern		1 80 3 60
Canadian pitcher spout		1 40 2 10

PUNCHES.

Saddler's	per doz.	1 00 1 85
Conductor's	"	9 00 15 00
Finners', solid	per set	0 72
" hollow	per inch	1 00

RAKES.

Wood	per doz. net	1 20 up.

RAZORS.

	per doz.	
Elliot's	4 00	18 00
Geo. Butler's & Co.'s	4 00	18 00
Boker's	7 50	11 00
" King Cutter	12 50	15 00
Wade & Butcher's	3 60	10 00
Theile & Quack's	7 00	12 00
Bailey's	6 00	12 00
Bailey's Brantford	10 00	11 00
Carbo Magnetic	....	15 00
Griffon Barber's Favorite	....	10 75
Griffon No. 65	....	13 00
Griffon Safety Razors	....	13 50
Griffon Stropping Machines	....	13 50
Lewis Bros. "Klean Kutter"	8 50	10 50

REGISTERS.

Discount 40 per cent.

RIVETS AND BURRS.

Iron Rivets, black and tinned, discount 60 and 10 per cent.
Iron Burrs, discount 55 per cent.
Extras on Iron Rivets in 1-lb. cartons, ½c. per lb.
Extras on Iron Rivets in ½-lb cartons, 1c. per lb.
Copper Rivets, with usual proportion burrs, 45 per cent. discount. Cartons, 1c. per lb. extra, net.
Copper Burrs only, discount 30 and 10 per cent.
Extras on Tinned or Coppered Rivets, ½-lb. cartons, 1c. per lb.

RIVET SETS.

Canadian, discount 35 to 37½ per cent.

ROPE, ETC.

Sisal	0 11½
Pure Manilla	0 14½
"British" Manilla	0 12
Cotton, 3-16 inch and larger	0 21
" 5-32 inch	0 25
" ⅛ inch	0 25
Russia Deep Sea	0 15
Jute	0 08
Lath Yarn, single	0 11
" double	0 11½

Sisal bed cord, 48 feet	per doz.	0 65
" " 60 feet	"	0 80
" " 72 feet	"	0 95

RULES.

Boxwood, discount 55 per cent.
Ivory, discount 37½ to 40 per cent.

SAD IRONS.

Mrs. Potts, No. 55, polished	per set	0 80
" No. 50, nickle-plated,	"	0 90
Common, plain		4 50
" plated		5 50

SAND AND EMERY PAPER.

B. & A. sand, discount, 40 and 5 per cent
Emery, discount 40 per cent.
Garnet (Rurton's), 5 to 10 per cent. advance on list.

SAP SPOUTS.

Bronzed iron with hooks	per 1,000	7 50
"Eureka" tinned steel, hooks	"	8 00

SAWS.

Hand, Disston's, discount 12½ per cent.
S. & D., discount 40 per cent.

Crosscut, Disston's	per foot	0 35 0 55

S. & D., discount 35 per cent. on Nos. 2 and 3.

Hack, complete	each	0 75 2 75
" frame only		0

SASH WEIGHTS.

Sectional	per 100 lb.	2 25
Solid	"	1 75

SASH CORD.

Per lb		0 28 0 30

SAW SETS.

	per doz.
Lincoln and Whiting	4 75
Hand Sets, Perfect	4 00
X-Cut Sets, "	7 50

SCALES.

Gurney Standard, 40 per cent.
Gurney Champion, 50 per cent.
Burrow, Stewart & Milne—
Imperial Standard, discount 40 per cent.
Weigh Beams, discount 35 per cent.
Champion Scales, discount 50 per cent.
Fairbanks standard, discount 35 per cent.
" Dominion, discount 55 per cent
" Richelieu, discount 55 per cent.
Warren's new Standard, discount 40 per cent.
" " Champion, discount 50 per cent.
" Weighbeams, discount 35 per cent.

SCREW DRIVERS.

Sargent's	per doz.	0 65 1 00

SCREEN DOORS.

Common doors, 2 or 3 panel, walnut stained, 4-in. style	per doz.	6 80
Common doors, 2 or 3 panel, yellow and green stained, 4-in. style	per doz.	7 00
Common doors, 2 or 3 panel, in natural colors, oil finish	per doz.	8 15

3-in. style 20c. per dozen less.

SCREWS.

Wood, F. H., bright and steel, discount 87½ per cent.
Wood, R. H., bright, dis. 82½ per cent.
" F. H., brass, dis. 80 per cent.
" R. H., " dis. 75 per cent.
" F. H., bronze, dis. 75 per cent.
" R. H., " dis. 70 per cent.
Drive Screws, dis. 87½ per cent.

Bench, wood	per doz.	3 25	4 00
" iron	"	4 25	5 00

Set, case hardened, dis. 60 per cent.
Square Cap, dis. 50 and 5 per cent.
Hexagon Cap, dis. 45 per cent.

SCYTHES.

Per doz. net		6 00 9 00

SCYTHE SNATHS.

Canadian, discount 40 per cent.

SHEARS.

Bailey Cutlery Co., full nickeled, discou and 2½ per cent.
Bailey Cutlery, Japan Handles, discount 67½ per cent.
Seymour's, discount 50 and 10 per cent.

SHOVELS AND SPADES.

Canadian, discount 45 per cent.

SINKS.

Cast iron, 16 x 24		0 85
" 18 x 30		1 00
" 18 x 36		1 40

SNAPS.

Harness, German, discount 25 per cent.

Lock, Andrews'	4 50	11 50

SOLDERING IRONS.

1, 1½-lb	per lb.	37
2-lb. or over	"	0 34

SQUARES.

Iron, No. 493	per doz.	2 40 2 55
" No. 494	"	3 25 3 40

Steel, discount 60 to 60 and 5 per cent.
Try and Bevel, discount 50 to 52½ per cent.

STAMPED WARE.

Plain, discount 75 and 12½ per cent. off revised list.
Retinned, discount 75 per cent. off revised list.

STAPLES.

Galvanized		3 00
Plain		2 80

Coopers', discount 45 per cent.
Poultry netting staples, discount 40 per cent.

STOCKS AND DIES.

American discount 25 per cent.

STONE.

Washita	per lb.	0 28 0 60
Hindostan	"	0 06 0 07
" slip	"	0 09 0 09
Labrador	"	0 13
" Axe	"	0 15
Turkey	"	0 50
Arkansas	"	1 50
Water-of-Ayr	"	0 10
Scythe	per gross	3 50 5 00
Grind, 2-in., 40 to 200 lb., per ton		25 00
" " under 40 lb., "		28 00
" under 2 in. thick, "		29 00

STOVEPIPES.

5 and 6 inch, per 100 lengths		7 00
7 inch	" "	7 50

ENAMELINE STOVE POLISH.

No. 4, 3 doz. in case	net cash	4 80
No. 6, 3 doz. in case	"	8 40

TACKS, BRADS, ETC.

Carpet tacks, blued	80 and 15
" " tinned	80 and 20
" " (in kegs)	40
Cut tacks, blued, in dozens only	80
" ¼ weights	60
Swedes cut tacks, blued and tinned—	
In bulk	80 and 10
In dozens	75
Swedes, upholsterers', bulk	85, 12½ and 12½
" brush, blued and tinned bulk	70
Swedes, gimp, blued, tinned and japanned	75 and 12½
Zinc tacks	35
Leather carpet tacks	55
Copper tacks	50
Copper nails	52½
Trunk nails, black	65 and 5
Trunk nails, tinned	65 and 10
Clout nails, blued	65 and 5
Chair nails	35
Patent brads	40
Fine finishing	40
Lining tacks, in papers	10
" " in bulk	15
" " solid heads, in bulk	75
Saddle nails, in papers	10
" " in bulk	15
Tufting buttons, 22 line, in dozens only	60
Zinc glaziers' points	5
Double pointed tacks, papers	90 and 10
" " bulk	40
Clinch and duck rivets	45

TAPE LINES.

English, ass skin	per doz.	2 75 5 00
English, Patent Leather		5 50 9 75
Chesterman's	each	0 90 2 85
" steel	each	0 80 3 00

TINNERS' SNIPS.

Bailey's, discount 25 per cent.

THERMOMETERS.

Tin case and dairy, discount 75 to 75 and 10 per cent.

TRAPS (steel.)

Game, Newhouse, discount 25 per cent.
Game, H. & N., P. S. & W., 65 per cent.
Game, steel, 72½, 75 per cent.

TROWELS.

Disston's, discount 10 per cent.

German	per doz.	4 75 6 00

S. & D., discount 35 per cent.

TWINES.

Bag, Russian	per lb.	0 27
Wrapping, cotton, 3-ply		0 24
" " 4-ply		0 27
Mattress	per lb.	0 33 0 45
Staging	"	0 27 0 35

VISES.

Wright's	0 13½
Brook's	0 12½
Pipe Vise, Hinge, No. 1	3 50
" " No. 2	5 50
Saw Vise	4 50 9 00

Columbia Hardware Co.
Blacksmiths' (discount) 60 per cent.
" parallel (discount) 45 per cent.

ENAMELLED WARE.

White, Princess, Turquoise, Blue and White discount 50 per cent.
Diamond, Famous, Premier, discount 50 and 10 per cent.
Granite or Pearl, Imperial, Crescent, discount 50, 10 and 10 per cent.
Premier steel ware, 40 per cent.
"Star" decorated steel and decorated white, 25 per cent

WIRE

Smooth Steel Wire.

No. 0-9 gauge		$2 50
10 "	6c.	extra
11 "	12c.	"
12 "	20c.	"
13 "	30c.	"
14 "	40c.	"
15 "	55c.	"
16 "	70c	"

Add 60c. for coppering and $2 for tinning.
Extra net per 100 lb.—Oiled wire 10c., spring wire $1.25, special hay baling wire 30c., best steel wire 75c., bright soft drawn 15c., charcoal (extra quality) $1.25, packed in casks or cases 15c., bagging and papering 10c., 50 and 100-lb. bundles 10c., in 25-lb. bundles 15c., in 5 and 10-lb. bundles 25c., in 1-lb. hanks, 50c., in ½-lb. hanks 75c., in ¼-lb. hanks $1.
Fine Steel Wire, discount 25 per cent. List of extras: In 100-lb. lots: No. 17, $5—No. 18, $5.50—No. 19, $6—No. 20, $6.65—No. 21, $7—No. 22, $7.30—No. 23, $7,65—No. 24, $8—No. 25, $9—No. 26, $9.50—No. 27, $10—No. 28, $11—No. 29, $12—No. 30, $13—No. 31, $14—No. 32, $15—No. 33, $16—No. 34, $17. Extras net—tinned wire, Nos. 17-25, $2—Nos. 26-31, $4—Nos. 32-34, $6. Coppered, 5c.—oiling, 10c.—in 25-lb. bundles, 15c.—in 5 and 10-lb. bundles, 25c.—in 1-lb. hanks, 25c. —in ½-lb. hanks, 38c.—in ¼-lb. hanks, 50c.—packed in casks or cases, 15c.—bagging or papering, 10c.
Brass wire, discount 60 per cent. off the list.
Copper wire, discount 60 per cent. net cash 30 days, f.o.b factory.
Galvanized wire, per 100 lb.—Nos. 4 and 5, $3.70 to $3.70—Nos. 6, 7, 8, $3.15 to $3.15—No. 9, $2.55 — No. 10, $3.20 to $3.20—No. 11, $3.25 to $3 25 — No. 12, $2.6[illegible]—No. 13, $2.75—No. 14. $3.75 to $3.75—No 15, $4.30—No. 16. $4.30. Base sizes, Nos. 6 to 9, $2.27½ f.o.b. Cleveland. In carlots 12½c. less.
Clothes Line Wire, regular 7 strand, No. 17, $4.65; No. 18. $2.90; No. 19, $2.60. Hollow 6 strand, No. 17, $4.30; No. 18, $2.70; No. 19, $2.35; No. 20, $2.30, f.o.b. Hamilton, Toronto, Montreal.

WIRE FENCING.

Galvanized barb	2 80
Galvanized, plain twist	2 80

Galvanized barb, f.o.b. Cleveland, $2 55½ in less than carlots, and $2 45 in carlots.

COILED SPRING WIRE.

High Carbon, No. 9	$2 75
" No. 11	3 40
" No. 12	2 95

WIRE CLOTH.

Painted Screen, per 100 sq. ft., net	1 50

Terms, 3 per cent. off 30 days.

WASHING MACHINES.

Stephenson Washer, per doz.	45 00

WRENCHES.

Acme, discount 35 to 37½ per cent.
Agricultural, discount 60 per cent.
Coe's Genuine, discount 20 to 25 per cent.

Towers' Engineer	each	2 00	7 00
" S.	per doz.	5 80	6 00
G. & K.'s Pipe	"	....	3 40
Burrell's Pipe	each	....	3 00
Pocket	per doz.	0 25	2 90

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Royal Canadian	"	....	24 00
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Sampson	"	....	24 00
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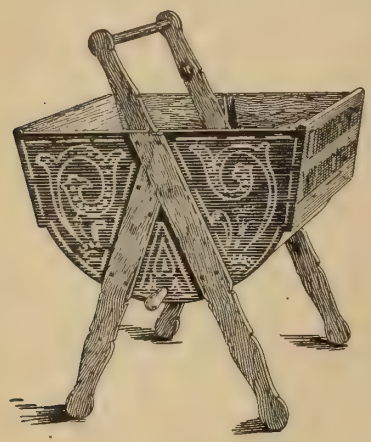

CONNOR'S IMPROVED WASHING MACHINE.

The rubbing board in this washer works eccentrically on the clothes in such a way that it both rubs and squeezes the clothes with every stroke of the rubbing board.

LARGEST CAPACITY. STRONGLY MADE.
NEATLY FINISHED.
THE BEST FOR THE MONEY.

We have nine other kinds, send for our catalogue.

J. H. CONNOR & SON, Limited

Manufacturers
Washing Machines and Clothes Wringers,
Pretoria Ave., - OTTAWA

CHAS. F. CLARK, President. **JARED CHITTENDEN, Treasurer.**

...ESTABLISHED 1849...

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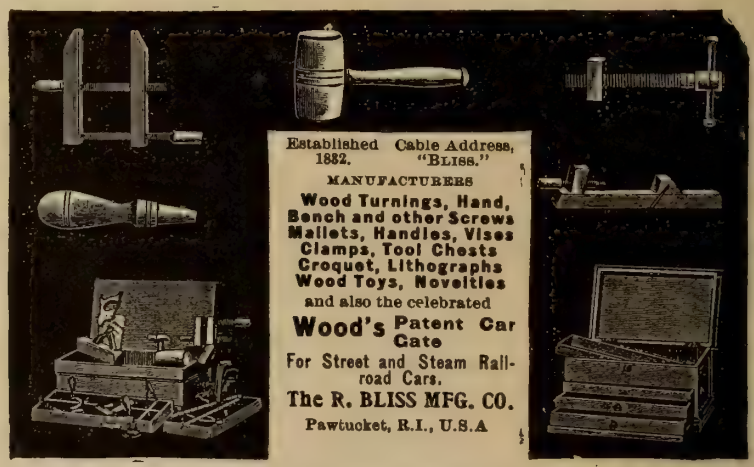
THOS. C. IRVING, Gen. Man. Western Canada, Toronto.



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75 YEARS *ESTABLISHED 1825.* *75 YEARS*

WHY sell Old Style Cork Screws?

The People Want

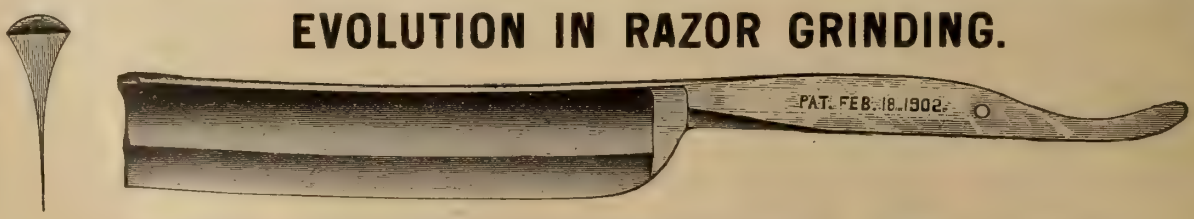
WALKER'S SELF-PULLING

which draws the cork, cuts the wire, removes crown, seal and aluminum stopper. Does the whole thing. Each one tested and guaranteed. We manufacture over 50 different styles.

ERIE SPECIALTY COMPANY, Erie, Pa., U.S.A.

EVOLUTION IN RAZOR GRINDING.

English full hollow ground.



German full concaved.

THE AMERICAN DOUBLE HOLLOW.

Have you ever seen a razor too good to be used on your face?

The old-fashioned way to grind a razor was the English full hollow, but it was found that, if ground thick, it was harsh on the face, if very thin it would vibrate or would not shave clean.

About 30 years ago a new style of grinding was invented, the German full concaved; this was found better; it had only one fault, being thick above the edge it cannot easily be kept sharp on a strop, you have to hone it very often. We are making a newly Patented Razor, the American Double Hollow, which has two distinct hollows. This razor, if properly used on a strop, practically never needs honing, because it is so thin above the edge. Try it and you will be more than pleased.

AGENTS FOR CANADA { **Caverhill, Learmont & Co., Montreal.** **Rice Lewis & Son, Limited, Toronto.**

GEO. W. KORN RAZOR MFG. CO., *LITTLE VALLEY, N.Y. U. S. A.*

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In this paper cost 2 cents per word first insertion, 1 cent per word subsequent insertions. Contractions count as one word, but five figures (such as $1,000) may pass as one word. Cash remittance to cover cost **must in all cases** accompany orders, otherwise we cannot insert the advertisement. When replies come in our care 5 cents additional must be included for forwarding same. Many large business deals have been brought about through advertisements of 20 or 30 words. Clerks can be secured, articles sold and exchanged, at small expenditure.

MacLEAN PUBLISHING CO., Limited
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SOLID STEEL SCISSORS

Made in Canada and fully warranted.

You will save money and give your customers better satisfaction by placing your cutlery orders with

BAILEY CUTLERY CO., Limited

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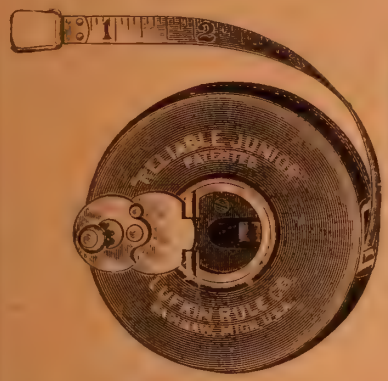
Razors, Shears, Scissors, Tinners' Snips and Butcher Knives.



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Steel, Metallic, Linen, Pocket, Ass Skin, Pat. Leather, Bend Leather, Etc.

ARE THE BEST AND MOST POPULAR TAPES IN THE WORLD.
YOUR STOCK IS NOT COMPLETE WITHOUT THEM.

LUFKIN RULE CO., Saginaw, Mich, U.S.A.

New York City Branch—280 Broadway.

For sale by ALL PROMINENT CANADIAN HARDWARE JOBBERS.

"QUALITY FIRST AND ALWAYS."

"Crown Huron"

RANGES

The handsomest, most improved, best made and easiest sold ranges in the world. The most quoted, and already being copied; they are style-setters and pacemakers. Is it not a pleasure to sell such stoves?

You will not lose a single customer if you show

"Crown Hurons."

One agent in a town is all we can supply, and we have to hustle to do even that. We are planning another addition to our factory.

Get our latest printed matter.

The Western Foundry Co., Limited, Wingham, Ont.

Est. 1868. Inc. 1895.

Black Diamond File Works

G. & H. Barnett Company

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Twelve Medals

Awarded
By **JURORS** at
International Expositions
Special Prize
Gold Medal at Atlanta, 1895

"Redstone" Sheet Packing.

For use in highest pressures for Steam, hot or cold Water and Air. Packs equally well for all. No trouble with leaky joints when they are packed with **"REDSTONE."** The most satisfactory packing on the market. Try a sample lot and be convinced of its merits.

Manufactured solely by

The Gutta Percha and Rubber Mfg. Co.

OF TORONTO, LIMITED.

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Dominion of Canada Sales Agents for

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Standard Railway and Carriage Varnishes
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—Won't turn white from the effects of water and sun
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OFFICES:

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30 St. John St., MONTREAL

Classified List of Advertisements on page 63.

Neither Fictitious nor Exorbitant
Get LANGWELL'S BABBIT, MONTREAL.

HARDWARE AND METAL

A Weekly Newspaper devoted to the Hardware, Metal, Machinery, Heating and Plumbing Trades in Canada.

VOL. XVI. MONTREAL AND TORONTO, FEBRUARY 6, 1904. NO. 6

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IMPROVED
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FOR SALE BY LEADING WHOLESALE HARDWARE HOUSES.

"FLEUR DE LIS" GALVANIZED IRON

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Sold more largely and more popular than ever.

Every sheet guaranteed.

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A. C. LESLIE & CO., MONTREAL
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Before placing your orders elsewhere, secure our

New Prices

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IRON PIPE, BLACK AND GALVANIZED.
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IRON BODY VALVES.
STEAM SPECIALTIES AND ENGINEERS' SUPPLIES.

Large Stock. Prompt Shipment.

THE DOMINION RADIATOR CO., Limited,
Head Office and Works—DUFFERIN ST., TORONTO.
BRANCHES: Montreal, Quebec, St. John, N.B., Winnipeg and Vancouver, B.C.

all in Cut Book 15
Page 52 – Acc.

HORSE CLIPPERS AND COMBS.

CHICAGO FLEXIBLE SHAFT HORSE CLIPPER

ALSO

THE 20th CENTURY CHICAGO CLIPPER.

Hand Horse Clippers.

No. 1668—Boker's Tree Brand, with leather cover.

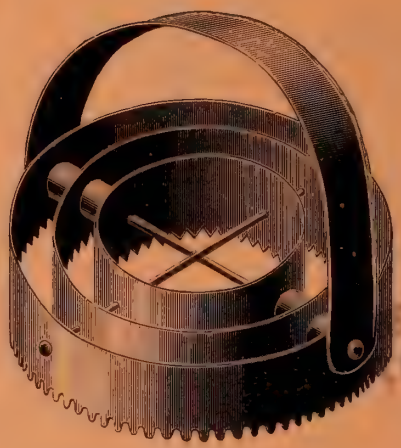
No. 1669—Gem Clipper, tin cover, iron ferrules.

No. 1704—Boker Tree Brand, ball-bearing Clipper.

Are you asked

For the **Newmarket** Horse Clipper?

We Have Them in Stock.



No. 3 Curry Combs.

No. 3— Ideal Curry Comb and scraper.

No. 33—6 bar, steel, open back.

No. 51—6-bar, solid steel back.

WRITE FOR THE

Horse Friend Curry Comb.

Horse Singers.

Mane Combs.

WRITE FOR TRADE PRICES.

RICE LEWIS & SON

LIMITED

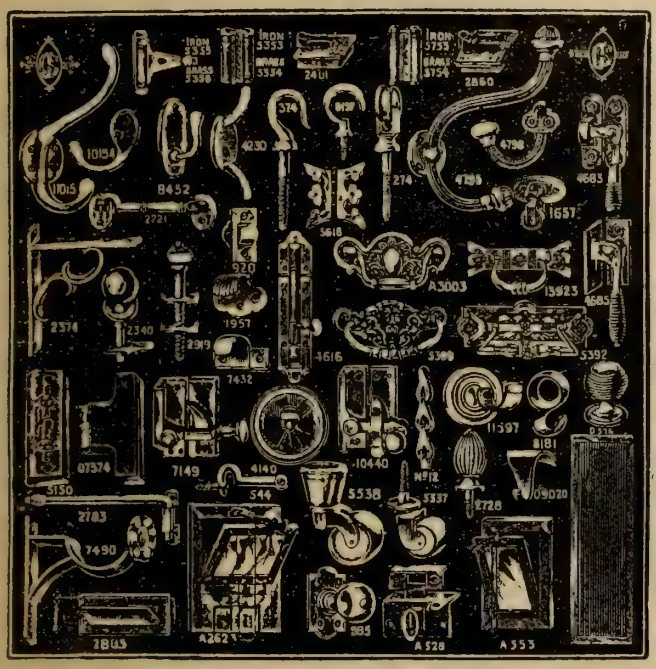
COR. KING AND VICTORIA STS., TORONTO.

James Cartland & Son

Manufacturers of every description of Limited

CABINET BUILDERS' FURNISHING AND NAVAL BRASSFOUNDRY

BIRMINGHAM, ENGLAND.



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THE CANADIAN RUBBER CO.

of Montreal.

MANUFACTURERS OF

Rubber Belting, Hose, Packing, Valves, Gaskets,

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We make a specialty of

HORSE SHOE PADS

the best in the market.

Write for Prices and Circulars.

Head Office : : MONTREAL

BRANCHES—TORONTO, WINNIPEG and VANCOUVER

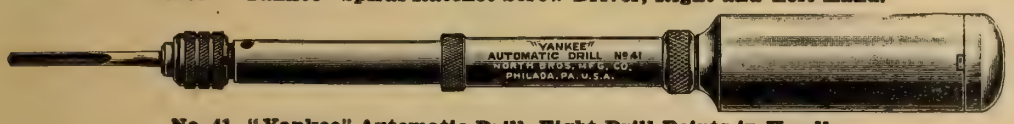
Other Tools are very good Tools, but

"YANKEE TOOLS"

ARE BETTER

No. 15. "Yankee" Ratchet Screw Driver, with Finger Turn on Blade.

No. 30. "Yankee" Spiral-Ratchet Screw Driver, Right and Left Hand.



No. 41. "Yankee" Automatic Drill, Eight Drill Points in Handle.

No. 50. "Yankee" Reciprocating Drill for Iron, Steel, Brass, Wood, etc.

No. 60. Pocket Magazine Screw Driver.

Our "YANKEE" Tool Book tells all about them. Mailed free on application. . . . . .

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LIGHTNING, GEM and BLIZZARD Ice Cream Freezers.

Toy Freezers, Ice Shaves and Ice Chippers.

Fluting Machines, Hand Fluters.

Sold by Leading Jobbers in Canada.

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Philadelphia, Pa., U.S.A.

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Wholesale Hardware Merchants,

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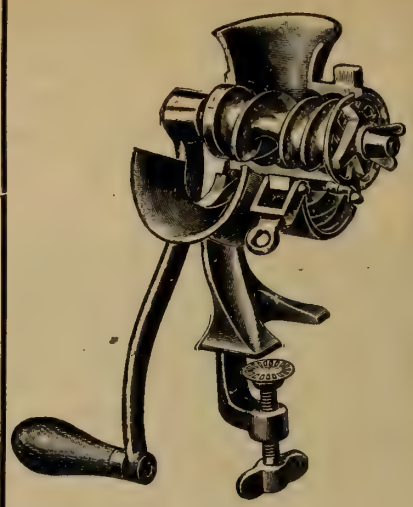
Builders' Lumbermen's and Contractors' Supplies

A complete stock always on hand for prompt delivery.

Enquiries solicited. Mail orders filled with dispatch.



The Russwin Food Cutter.

CLEANLINESS.

There is no drip from the Russwin to soil clothing and floors. The gutter carries all juices to the dish—they are not deposited upon the floor. The machine itself is quickly cleaned with the least possible effort. Write for Booklets, Posters and Electrotypes to assist you.

Russell & Erwin Mfg. Co.
New Britain, Conn., U.S.A.

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M. & L. SAMUEL, BENJAMIN & CO.

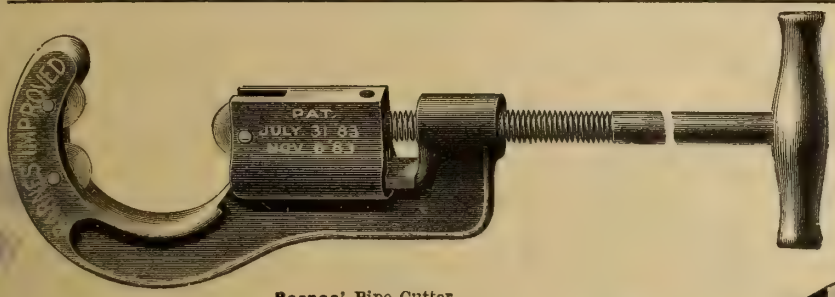
General Importers and Exporters and Metal Merchants

27 Wellington St. West, TORONTO, ONT.

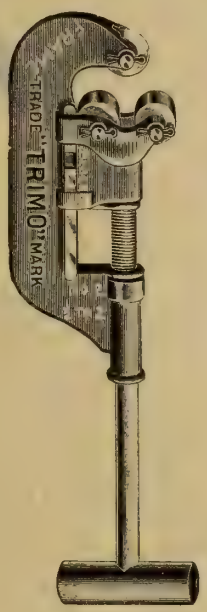
EUROPEAN HOUSE—16 PHILPOT LANE, LONDON, ENG.

You Will Get The Grip

on the plumbing and pipe-fitting trade if you handle our line of Pipe Wrenches and Tools. A glance at our thousand page catalog will prove the immensity of the assortment we regularly carry. We illustrate a few :

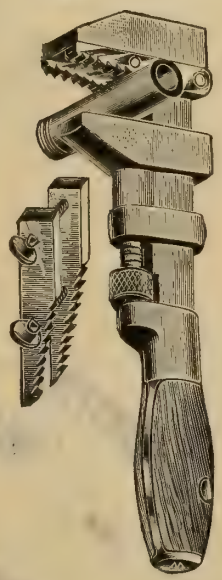


Barnes' Pipe Cutter.

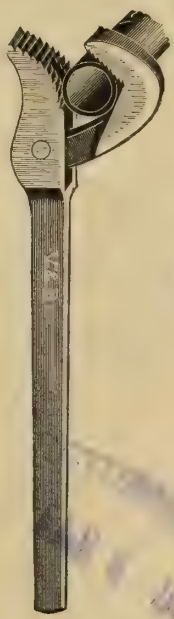


Trimo
Pripe Cutter.

Stillson's
Pipe Wrench.

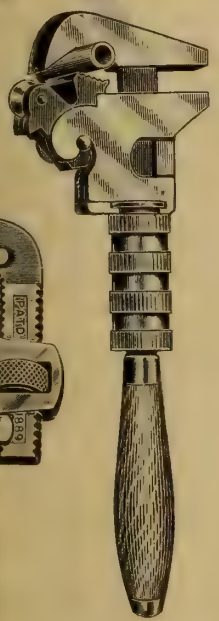


Yankee
Pipe Jaws.



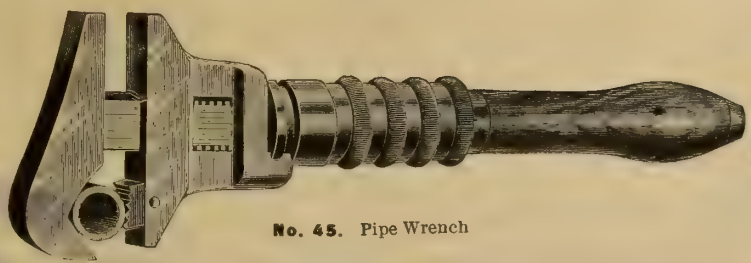
V & B
Pipe Wrench.

Oswego
Pipe Cutter.

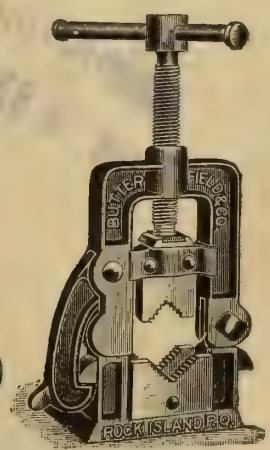


Bonney's Combination
Pipe and Monkey Wrench, and Pipe Cutter.

Trimo
Pipe Wrench



No. 45. Pipe Wrench



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Filled Correctly,
Shipped Promptly,
Billed at Lowest Prices.

LEWIS BROS. & CO.

Importers and Distributors

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OTTAWA, 54 QUEEN ST.
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Address all correspondence to
MONTREAL.

Binder Twine

BLUE RIBBON,	650	feet	per	pound
RED CAP,	600	"	"	"
TIGER,	550	"	"	"
GOLDEN CROWN,	500	"	"	"
STANDARD,	500	"	"	"
SISAL,	500	"	"	"

Blue Ribbon is no doubt the Queen of Binder Twine. It runs six hundred and fifty feet to the pound, and is manufactured from most select Manila Fibre. Six hundred and fifty foot Twine is the only Twine manufactured entirely from Manila Fibre. Dealers should beware of so-called "Manila" Twines which are advertised to measure less than 650 feet to the pound. They are mixed Twines.

Write for samples.

Consumers Cordage Company, Limited

Halifax, N. S. **Montreal, Que.**

COVERT MFG. CO.
West Troy, N.Y

Auto Screw Jack

Harness Snaps, Chain, Rop and Web Goods, etc.

FOR SALE BY JOBBERS AT MFRS. PRICE.

PRIEST'S CLIPPERS

Largest Variety, Toilet, Hand, Electric Power
ARE THE BEST.
Highest Quality Grooming and Sheep-Shearing Machines.
WE MAKE THEM.
SEND FOR CATALOGUE TO
American Shearer Mfg. Co., Nashua, N.H., USA

Oneida Community Goods

HALTERS, COW TIES, SNAPS, etc., etc.,
In all sizes and styles. May be had of all jobbers throughout Canada.
Factory—NIAGARA FALLS, ONT.

"Just as good" is not Solarine.
For 1904—Buy
SOLARINE
The very best **METAL POLISH**
Order through your Jobber, or write
SOLARINE DEPOT, 60 George St., TORONTO

Our brown and manilla wrapping papers
are durable
We want to emphasize this fact because it is very important in wrapping papers. Your parcel is safe when these papers are used
CANADA PAPER CO.
Limited
Toronto Montreal and Windsor Mills, Que.

We desire to call your attention to some of our specialties which are handled extensively by the general hardware trade.

Horse Blankets (all kinds)
Rubber and Oiled Knee Rugs
Burlington-Stay-on Blankets
Plush and Woollen Knee Rugs

If you handle the above, it will be of interest to you to write us.

The Trees, Spriggs Co., Limited, Winnipeg, Man.
Samuel Trees & Co., Toronto.
Importers and Manufacturers of Saddlery Goods.

Arctic Buffalo Robes and Clothing

See the **Arctic Brand Buffalo Robe** before buying your next year's supply. Our travellers are on the road and will call shortly with a full line of Robes, Arctic Buffalo and Astrachan; Ulsters, Fly Front Coats, Rugs, Ladies' Jackets, etc.
The "Quality Right, Price Right" will be our motto.

BERLIN ROBE & CLOTHING CO., BERLIN, ONT.

SPRINGS
FLAT—SPIRAL OR VOLUTE
INTERESTING CATALOG MAILED ON APPLICATION
THE WALLACE BARNES CO.
BRISTOL CONN.

THE LION BRAND.

Waterproof Clothing

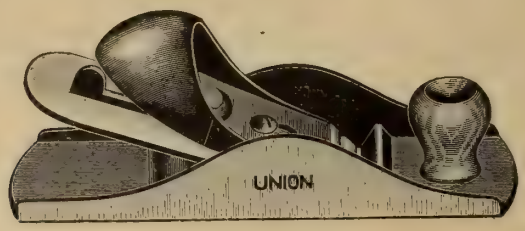
FISHERMEN'S TEAMSTERS'

Best Goods. **Right Prices.**

Branch Agencies: W. LOUIS HALDIMAND, Jr., 36 St. Dizier Street, MONTREAL, QUE.,
CHAS. THOMPSON, 430 Cordova St., VANCOUVER, B.C.

The Guelph Waterproof Clothing Co., Guelph, Ontario.

UNION IRON and WOOD PLANER.



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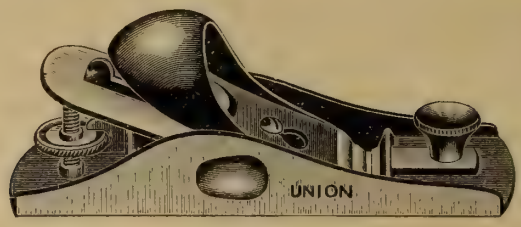

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UNEQUALLED IN QUALITY AND FINISH.

Union Mfg. Co., - - New Britain, Conn.

FOR SALE BY ALL PRINCIPAL HARDWARE DEALERS.

American Steel & Wire Co.

New York Empire Building | **Montreal** N. Y. Life Building | **Chicago** The Rookery

BARBED WIRE GALVANIZED PLAIN WIRE
PLAIN TWIST CABLE FENCING

Telegraph and Telephone Wire; Mattress, Broom, Weaving Wires of every description; Rail Bonds, Bale Ties, Special Wires for all purposes, Springs, Horse Shoes, Wire Rope, Cold-drawn Steel Shafting.

IMPROVED STEEL WIRE Trace Chains.

Every Chain Guaranteed.

Gives Universal Satisfaction.

THE B. GREENING WIRE CO. LIMITED,

Hamilton, Ont.

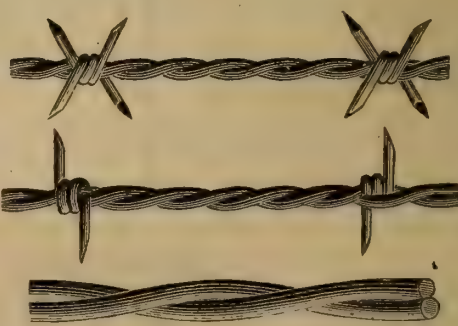
MONTREAL, QUE.

FENCING

MANUFACTURED BY

Dominion Wire Manufacturing Co. LIMITED

MONTREAL AND TORONTO.



4-barb 6-in.	352 lbs. per mile
4-barb 4-in.	384 lbs. per mile
2-barb 5-in.	352 lbs. per mil
2-barb 2½-in.	384 lbs. per mile
Plain Twist 2 Wires.	288 lbs. per mile

Coiled SPRING Galvanized Fence.

BRIGHT and GALVANIZED FENCE STAPLES,
1¼ to 2 INCHES.

ANNEALED WIRE

FOR BALING

HAY — PULP — PAPER — RAGS — SHINGLES—ETC.

BUY DOMINION GOODS

SATISFACTION GUARANTEED.

For GOLD PAINT, GOLD ENAMEL, BRONZE POWDERS and LEAF GOODS.

We represent German Houses. Ask for our Quotations.

GEO. RIDOUT & CO.
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Points on **ERECTION OF WIRE FENCING:**

PRICE 25 CENTS.

Our little treatise on "The Erection, Repair, and Up-Keep of Wire Fencing" is a practical book by a practical man. It contains ten illustrations of Splices, Knots, Angle-Posts, etc., and gives innumerable hints on Repair Work. Things to guard against -Straining and Over-Straining, Erection of Posts, etc.

44 pages, with useful "Table of Guage, Weight and Strength of Wire." A valuable work.

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IRONSIDE, SON & CO., 16 Water Lane, E. C., LONDON, ENG.

Or from Office of HARDWARE & METAL, Montreal, Toronto, Winnipeg.

A Vagrant

it may be, is going through your town soliciting orders for re-plating Silverware. Whatever he is, he isn't making a cent for you.

Take up this matter yourself—you can be trusted, so can I.

Write me about it—prices, references, plans.

D. SUTHERLAND
Electro-Plater,
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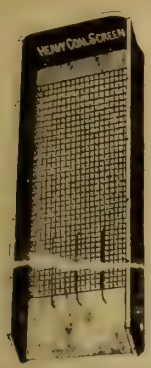
We invite inquiries for **STEEL RAILS,** BAR IRON, PIG IRON GALVANIZED IRON, CANADA PLATES, TINPLATES, WIRE ROPE (W. B. BROWN & CO.), CEMENT, FIREBRICKS, ORE BAGS, GRAIN BAGS, ETC.

C. F. JACKSON & CO., Limited, IMPORTERS and COMMISSION MERCHANTS
151 Hastings St. W., VANCOUVER, B.C., and LIVERPOOL, ENGLAND.

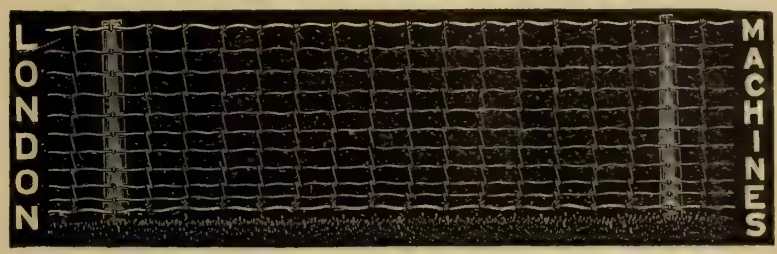


Coal Screens
Sand Screens
Ash Screens

Dennis Wire & Iron Co.,
LONDON, Ont.

New Catalogue ready Feb. 1904. Send in your name.

LONDON HIGH-GRADE COILED SPRING WIRE
—and—



makes BEST FENCES ON EARTH.

London Fence Machines and London Wire make an A1 specialty for the trade. It pays to talk London Fencing Goods. Write us for Prices and Discounts. Our facilities for handling wire are better than ever and our goods have always been right in quality.

The London Fence Machine Company, Limited, London, Ontario.

Steel Frame Churn.

DAVID MAXWELL & SONS

ST. MARYS, ONT., CANADA.

"Maxwell Favorite Churn"

PATENTED FEATURES: Improved Steel Stand, Roller Bearings, and Foot and Hand Lever Drive, and Detachable Driving Link. Improved for season of 1904. Steel or Wood Frame as desired.

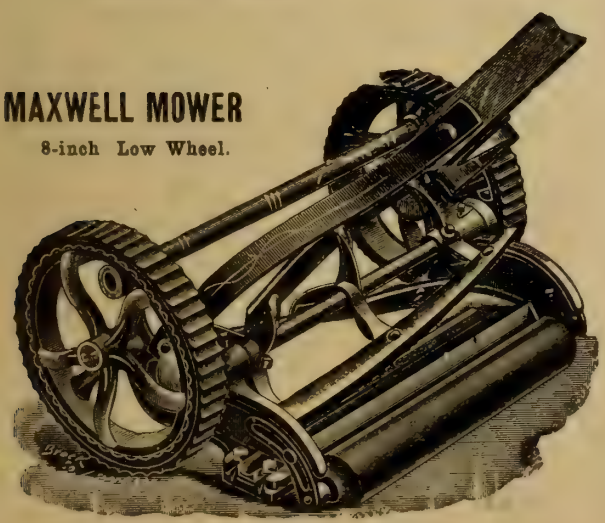
Wheelbarrows. In Four Different Sizes.

Lawn Mowers. High and Low Wheels, from 12 in. to 20 in. widths. Cold Rolled Steel Shafting, Crucible Steel Knives and Cutting Plate.

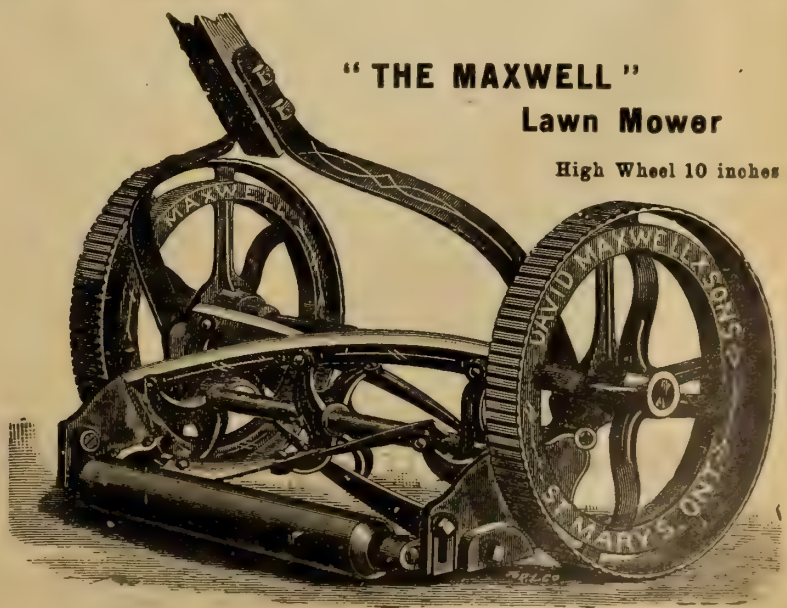
If your Wholesale House does not offer you these articles

SEND DIRECT TO US.

MAXWELL MOWER
8-inch Low Wheel.



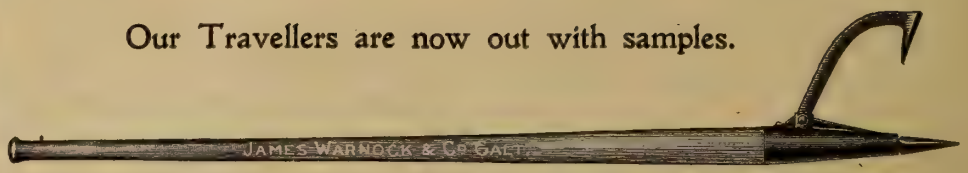
"THE MAXWELL"
Lawn Mower
High Wheel 10 inches



AXES and . . .

LUMBERING TOOLS

Our Travellers are now out with samples.



Our prices are right and a Warnock Tool is the accepted standard of quality.

See our axe samples before buying.

JAMES WARNOCK & CO.

GALT, ONT.

The new lines of Axes we offer this year never fail to capture the buyer, and there is nothing in the market equal to our

"Crown Jewel"

it truly crowns them all. The number of choppers that are going to demand it is always increasing. Are you preparing to meet the demand?

DUNDAS AXE WORKS,

DUNDAS, CANADA.

THE TORONTO SILVER PLATE CO.,

LIMITED

Silversmiths and Manufacturers

OF

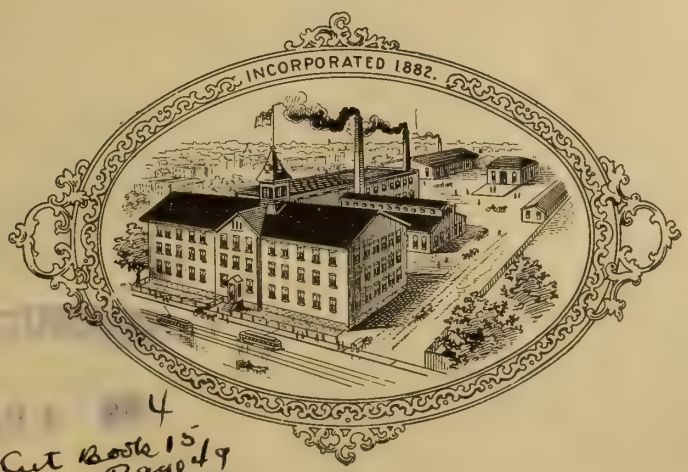
Electro Silver Plate

OF EVERY DESCRIPTION

No. 0156. Tea Set. Set of four pieces, with Sugar and Cream Gold Lined.

Our travellers are now out with photographs of a large number of new lines in Hollow Ware, and samples of new lines in Flatware.

NOT IN THE TRUST

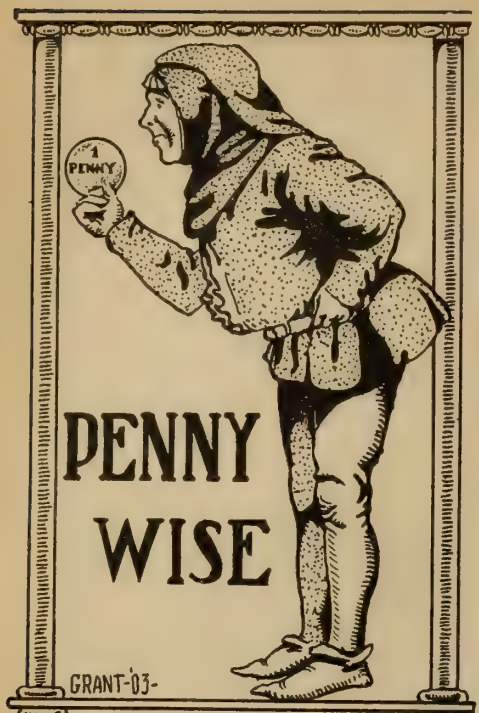


NOT IN THE TRUST

Factories and Salesrooms:

West King St., - Toronto, Canada.

E. G. GOODERHAM, Managing Director.



Hold a dime close to your eye with your right hand and a bright silver dollar a few inches away with your left; you cannot see the dollar because the smaller coin obscures your vision.

So it is with some people; in their eagerness to save a dollar they often lose sight of the fifty within their reach.

They would rather have a penny than a pound — if it meant spending the penny to get the pound.

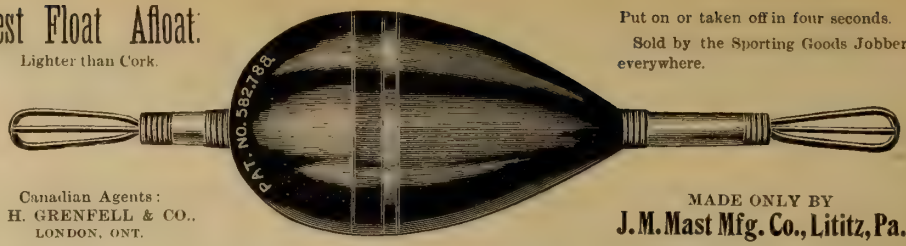
Does the illustration apply?

Are you saving (?) money by not advertising in HARDWARE AND METAL?

MACLEAN PUBLISHING CO.-DEPT. OF ADVERTISING SERVICE

Best Float Afloat.

Lighter than Cork.



Put on or taken off in four seconds.

Sold by the Sporting Goods Jobber everywhere.

Canadian Agents:
E. H. GRENFELL & CO.,
LONDON, ONT.

MADE ONLY BY
J. M. Mast Mfg. Co., Lititz, Pa.

H. & R. SINGLE GUN AUTOMATIC AND NON-EJECTING

12, 16 and 20 Guage.
Steel and Twist Barrels

Superior in Design, Workmanship and Finish, and the most popular Gun on the Market.

Simplest "Take Down" Gun Made

HARRINGTON & RICHARDSON ARMS CO.
Also makers of H. & R. Revolvers.
Catalog on request. Worcester, Mass., U.S.A.

MONTREAL STEEL WORKS, LIMITED.

SUCCESSORS TO
The Canada Switch and Spring Co., Limited.

Manufacturers of

STEEL CASTINGS (OPEN HEARTH SYSTEM).

SPRINGS, FROGS, SWITCHES, SIGNALS, for Steam and Electric Railways.

CANAL BANK, POINT ST. CHARLES, : : MONTREAL.

BUY THEM NOW.

Iver Johnson

SINGLE TRIGGER, SEMI-HAMMERLESS, TOP SNAP and CHAMPION GUNS.

STEVENS' HAMMERLESS GUN.

Stevens'

HAMMERLESS GUNS.

BEST GOODS **RIGHT PRICES**

E. F. WALTER & CO., 166 and 168 McGill St., Montreal

WOOD SCREWS, MACHINE SCREWS,

WIRE NAILS, BRIGHT WIRE GOODS, WIRE IN COILS AND STRAIGHT LENGTHS.

TORONTO HAMILTON MONTREAL

A GOOD BILL OF FARE

Is never complete without a number of entrees and fancy dishes—these are the accessories of the menu, and the same rule applies to the Bicycle—A good Bicycle is not complete unless equipped with the "COMFORT" line of accessories.

"COMFORT"

Saddles, Handle Bars, Grips, Spokes and Nipples, Tool Bags, Pedals, Hubs, Chains, etc.

All carried by up-to-date hardwaremen.

"COMFORT" accessories cost no more that the imported cheap stuff and they are made in Canada and guaranteed by the makers.

Accessories Department.

Canada Cycle & Motor Co., Limited

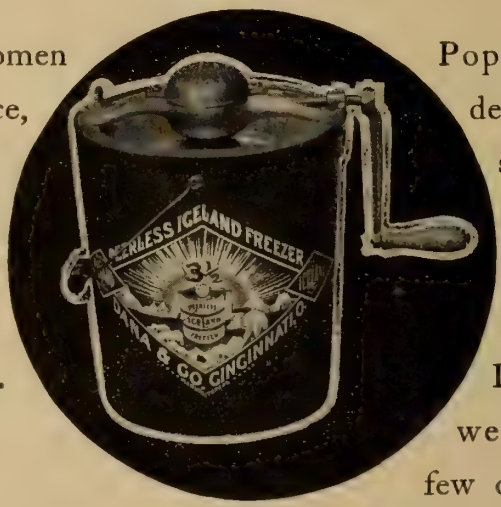
Branches: WINNIPEG, MAN.
VANCOUVER, B.C.

TORONTO JUNCTION.

Peerless Iceland

The Bull's Eye of Popularity

A favorite with women because it saves ice, time and makes delicious cream. Asked for by women because it is the best advertised freezer.



Popular with the dealer because it is so easy to sell, and at a good profit. We don't ask you to handle Peerless Icelands exclusively, we simply want a few on your floor—

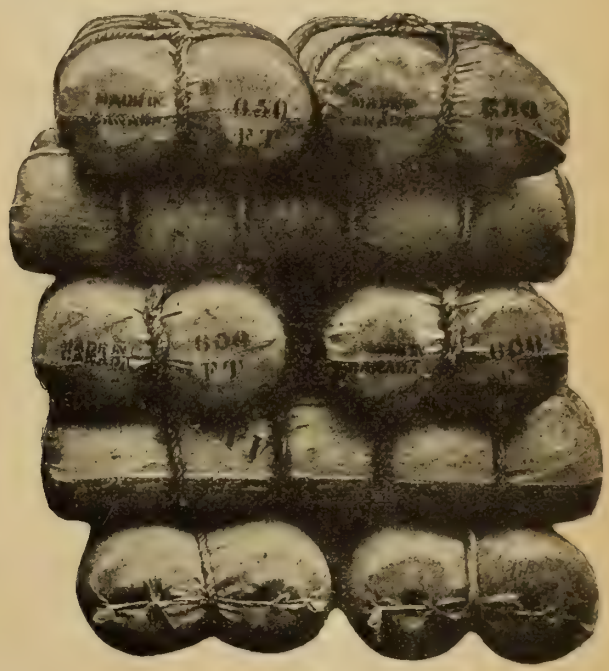
then you will see for yourself how quickly they move.

There is a big demand for Peerless Icelands; don't let the other fellow do all the business.

Ask your jobber.

CANADIAN CORDAGE & MFG. CO., Limited.

BINDER TWINE.



"ROYAL" MANILA, 650 ft. to the pound.
"ROYAL" MANILA, 600 ft. to the pound.
"ROYAL" MANILA, 550 ft. to the pound.
"ROYAL" MANILA, 500 ft. to the pound.
STANDARD, - 500 ft. to the pound.
SISAL, - - 500 ft. to the pound.

Our " ROYAL " Brand of Binder Twine is manufactured of the finest raw material that can be obtained, and with the utmost care. For length and strength we have no competitors. Our Twine is manufactured with the latest machinery, and dealers desiring to have exclusive agencies should apply at once. Will name lowest prices, or will enter contracts without price named until The International Harvester Co. announces prices.

Wire, Write or 'Phone.

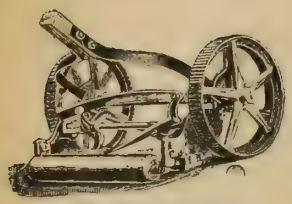
CANADIAN CORDAGE & MFG. CO., Limited

Peterborough, Ont.

Whose Lawn Mowers do you sell?

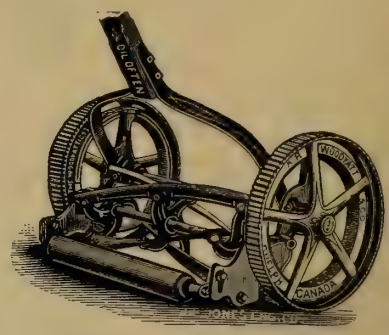
The only answer we want to hear is :---" Those made by Taylor-Forbes, of Guelph."

It is the best answer that can be made.



STAR MOWER

And here are the reasons : They are high-grade, being constructed of the very best material obtainable; they are simple; they are easy to operate; parts or repairs can be had at relatively small expense.



WOODYATT MOWER
Patented throughout the world.

If you have not received it already, send for Catalogue "B." It will be useful to you.

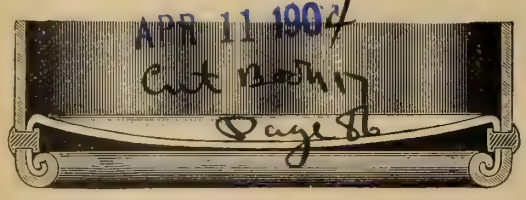
SOLD ONLY THROUGH THE WHOLESALE TRADE.

TAYLOR-FORBES COMPANY, LIMITED

HEAD OFFICE :—GUELPH, ONT.
BRANCH OFFICE :—9 DE BRESOLES ST., MONTREAL.

THE BEST RESULTS ALWAYS FOLLOW THE SALE AND USE OF

KEMP'S BROAD HOOP ROLL RIM BOTTOM MILK CAN TRIMMINGS



A criticising public have used them for the past five years and the increasing demand is proof of their superiority, also evidence of the satisfaction which they give.

The Roll Rim Bottom having no sharp turns does not break the grain of the metal or lessen its wearing qualities.

Narrow Top Hoops can be supplied in place of Broad Top Hoops if desired.

For Strength, Durability and Finish our Trimmings are unexcelled.

They cost no more than inferior qualities.

We also carry in stock a full line of **First Quality Tinned Iron,** cut suitable for the different size of Trimmings, which we will supply at the lowest current market quotations.

KEMP MANUFACTURING CO., TORONTO, CANADA.

HARDWARE TRADE OUTLOOK AT REGINA, N.W.T.

An Interview with J. W. Smith, of Smith & Ferguson.

IT would be hard to find a more confident tone of optimism than that expressed by J. W. Smith, of Smith & Ferguson, hardware merchants, Regina, N.W.T.

Mr. Smith is a pioneer merchant in Regina, he having started a hardware store there immediately on the completion of the C.P.R., and for a score of years he has, in addition to building up a first-class business, kept a close watch on the development of the district about his town; in fact of the Province of Manitoba.

"Regina has started to move onward," said he to "Hardware and Metal" this week, while on a trip to the Eastern wholesale and manufacturing centres. "The town has made such progress during the last few years that its future is assured."

"What has contributed to this development?"

"Many things. The most important has been the great influx of immigration, especially from the United States, to the district north of Regina.

"Another important factor has been the energetic manner in which the local Board of Trade took hold of things two years ago. We had come to the conclusion that the town was not moving ahead as it should so we determined to draw up a slate, to elect men into the Council who would look after its interests in a businesslike way. The Board selected a strong Council and honored me with their nomination for the mayoralty. This slate was elected, and for two years we used every effort to improve the town. Our first big fight was to pass a by-law to spend $10,000 in improving the streets of the town. This was with difficulty carried. But when the people saw the improvement they were so pleased that when a by-law was put a few months ago to spend $200,000 in waterworks, sewerage and electric light systems there were only four opposing votes.

"The railways have done much for Regina, too. The town has been granted wholesale distributing rates and bids fair to be a wholesale distributing centre of great importance. The C.P.R. main line, the C.P.R. Ascola branch and the C.N.R. main line will soon be connected with Regina. Then a company of local capitalists have a charter for a railway to the southern boundry, possibly to connect with J. J. Hill's line. When this line will be built is still a matter of conjecture, but with the C.N.R. and two C.P.R. lines running into the town we have a good connection. The fact that the 'Masey-Harris,' 'Frost & Wood's,' 'J. I. Case,' and 'International Harvester' companies are building large permanent distributing warehouses in the town is proof of the importance of Regina as a distributing centre.

"One result of the improved conditions in the town has been to attract industries. This will help to make business even better than it now is. The machinery for a planing mill is now on the way and will be installed at once. There is a small pork packing plant in the town, which is to be enlarged greatly in the Spring, I understand."

"That's a good showing. You speak of immigration? How about the future?"

Some Eastern people seem to think there is a boom in immigration just now. Well, that is a great mistake. The country is just beginning to receive population as it should have been coming in five years ago. And this year it will be three times as great as it was last year. This is not guesswork. We are in constant touch with people who come in from the United States, from all the states as far as Illinois and Missouri, but most particularly from the Dakotas. These people come in one Summer, examine the land, the crops and in every way get all the information they can. Every one of these takes home a glowing report, with the result that they attract far more settlers than our best immigration officers. One can judge the number sure to come, but how many more may come can never be estimated. There will be at least three times as many new settlers this year as last year. The result of all this is that land which could easily be had for $5 an acre three years ago can now be sold for $15 per acre. And it is cheap at that. I do not believe land will have passed a safe speculative basis before it is $25 an acre."

"Do the business men speculate in land?"

"Some are unwise enough to do too much of that. If from any cause depression takes the place of abounding expansion some of our merchants are likely to have a hard squeeze."

"How is business in the West now?"

"There has been a good business all right, yet some of the merchants are having some trouble in meeting their obligations as many of our farmers have not been able to pay up as fully as usual owing to the light crop. The country is a new one and many of the farmers add to their stock and equipment as their crop warrants. Well, last Fall a bumper crop was expected but an exceptional frost at the end of the season reduced the crop by one-third and many found they had bought more than they could pay for. However, this will be all straightened out by another good crop."

"Are your farmers progressive?"

"Well I should say so. They are making enough money to have comfort, and they are disposed to secure them. For instance I have ordered two or three carloads of 'Daisy' boilers and 'Safford' radiators from the Dominion Radiator Co., Toronto. Over one-third of my radiator trade is with farmers, many of whom have come to believe that there is nothing to compare with hot water heating. I have also bought five cars of wood furnaces and stoves from the McClary Mfg. Co., London, which goods are in constant demand."

"What is the nature of your business?"

"Just a general hardware business. I did handle implements but quit them two years ago. I have a tin shop and repair shop and do all kinds of contract work. I carry an average stock of about $40,000, so you see I have enough to do to keep my hardware business at its best without touching implements."

"Some criticisms are made regarding Canadian implements. How do they compare?"

"Candidly, I don't like to express myself. I am a good Canadian and would, other things being equal, always give the preference to the Canadian manufacturer. But I believe the American implements are easier running and their ploughs better wearing than the Canadian goods. Consequently they get a good share of the business. I am glad, though, that the Canadian makers are improving their goods steadily. Canadian tools, such as saws, hammers, etc., are well up to the mark."

"You are a protectionist, I presume from the way you talk."

"Then you presume too much. There are few business men in Manitoba who would like to see further increase in the tariff. They all want to favor Canadian manufacturers, but, as I said before, if the Canadians supply us with the proper quality of goods they can keep our trade under present tariff conditions."

"Is competition keen in Regina?"

"When I started in business there were seven hardware stores. Now there are but three. But there is too much rivalry for one of us to get out-of-date. Business is done in a modern way now and at more reasonable price. Do you know I had to pay $700 for my first car of freight, though I got about $200 rebate after more than a year. Now I pay from $200 to $225, so you see the railways are getting costs down to a better basis all the time."

"By the way, you mentioned the interest taken by the Board of Trade in the municipal elections two years ago. Are they still interested?"

"Better, the Council is largely composed by Board of Trade members. My successor, a grain merchant, is an energetic business man and we feel confident that the interests of the business community in the town will be properly looked after."

"I suppose you are down east buying?"

"Wrong again," replied Mr. Smith laughing. "No, I do not believe in buying at the wholesale warehouse. I prefer to buy in my own store where I can know best what I need. I have come to the conclusion that the good travellers are the best friends a merchant can have. If you stand by them they treat you right and you are kept posted about all the new things and you can depend on the prices they give you. And the wholesale houses do well to recognize the value of their best men. It might surprise some of them to know what a great personal influence some of their men have. I am going to take a look through some of the wholesale houses, but my heavy buying will be done after I get back home.

"And let me add this. I read your paper closely. It is of great value to me; in fact I could not very well do without it. Well, good day."

PERSONAL RECOMMENDATION.

THE other day, on entering a neighbor's shop, the writer was just in time to catch the tail end of a conversation between a lady customer and the honest tradesman behind the counter. "And can you recommend this enamel, Mr. Smith?" "Well," replied Mr. Smith, "I've never used it myself, but those of my customers who have speak highly of it." After a moment's doubt, the lady said she would rather wait—she might have it another day—and then went out without purchasing a tin of that enamel, writes Alfred Bedford in the Hardwareman.

The writer's purchase was a small one, and he, too, was soon following in the lady's footsteps out of the shop. But as he wended his way back to his own place of business, he pondered over that conversation, until he came to the conclusion that had that shop-keeper been able to tell his customer that he himself had used that enamel and had found it to be all right, she, the customer, would not have gone empty away, but would undoubtedly have purchased some. So strongly did this conclusion force itself upon the writer's mind that he resolved, in his own ironmongery establishment, to see in how many cases the ability to give a personal recommendation of any goods seemed to sell them, and also to ascertain the extent to which the inability to give that recommendation acted as a deterrent to sales. It was not long before the first opportunity presented itself. A lady having asked to see an enamelled and an iron saucepan, very quickly decided to have the latter when, in answer to her inquiry as to the wearing qualities of each, she was informed that some of exactly the same make had been in constant use in the writer's family for over twenty years.

And so it went on. Whether the articles discussed were kettles or saucepans, tins of paint or enamel, brooms, brushes, or mats, if the man behind the counter was, from his own personal experience and use of them, able to speak in favor of any particular class of goods, sales almost invariably resulted; whereas, if his testimony was limited to what other people—his customers or the press—said about them, the customer generally hummed and ha'd, and either bought something inferior, because cheaper, or else purchased nothing at all.

Since then the writer has found it a good plan to get personally acquainted with as many as possible of the goods he handles. Especially profitable has this plan proved in the incandescent mantle trade. There are scores of people who, in spite of all reason, simply will not be convinced that there is any difference between a cheap mantle and the best until, having simultaneously mounted one of each next to one another in his own establishment, the ironmonger is able to point at once to a very practical illustration of the superiority of the best mantle, both in brilliance and durability.

It has also proved highly beneficial to business to personally test the qualities of each brand of paint and enamel, each kind of gold paint, and the different varieties of repairing preparations, such as seccotine and giantine. Not only is the user spared the mortification of having customers refuse goods because the testimonials in their favor only half satisfy them, but his practical experience gives him a peculiar technical knowledge of the various properties of his specialties that is extremely valuable at every turn of business life.

To carry this principle further, a wonderfully good advertisement is afforded by getting one of the assistants to repair the next damaged article, or retouch a soiled and shabby one with the preparation you wish to specially push; and if the job has been neatly done, to show it in the window or on the counter as a specimen of the handiwork done by ourselves with So-and-So. The assertion that anyone else can do the same should then follow this statement.

Finally, it is always as well, whenever possible, to advertise goods "as used by ourselves," or to state in some form or other that you yourself make practical use of the goods you are advertising.

WIRE NAILS
TACKS
WIRE

Prompt Shipment

The ONTARIO TACK CO.
Limited
HAMILTON ONT.

CATALOGUES, BOOKLETS, ETC.

HARDWARE AND METAL would be pleased to review catalogues, booklets or other such publications issued by manufcturers or wholesale dealers selling to the hardware, plumbing, machinery or metal trades. Retailers desiring such publications may also have inserted a note to that effect. No charge will be made for these services.

NO MORE DUST.

The Toronto Specialty Co., 29 Colborne street, Toronto, are issuing a small booklet giving information regarding their dustless floor brush. This is for distribution by hardwaremen handling the brush. If you are not acquainted with the brush this booklet would be worth writing for.

WIRE FENCING.

Ironside, Son & Co., 16 Water lane, London, E.C., have issued a practical treatise on "The Erection, Repair and Upkeep of Wire Fencing." This booklet should be of value to many readers of "Hardware and Metal" for it could be used as a standard work of reference for any person desiring to erect wire fencing. It is amply illustrated throughout. Copies of the booklet will be sent to readers of "Hardware and Metal" on request.

AN EDITORIAL ERROR

We all slip up sometimes. This time "Hardware and Metal" finds itself in error. A neat desk calendar was sent the paper from the Vancouver distributing agency of the Gurney Foundry Co. By mistake the statement was published in "Hardware and Metal" that this calendar was issued by the head office of the Gurney Foundry Co., Toronto. We are sorry to have mislead the readers of the paper who wrote asking the Gurney Co. to forward them the calenders. We understand the issue of this neat calendar was restricted to customers of the British Columbia agency and was early exhausted.

CANADA FOUNDRY GOODS.

Hardware merchants are much interested in many lines manufactured by the Canada Foundry Co., Limited, Toronto. This company are now sending out literature relating to the "Beaver" post hole digger, about "Northey" pumps and about new fence designs which they are manufacturing. Any readers of "Hardware and Metal" who have not received this literature can secure it on application.

A CALENDAR PAD.

The Alex. McArthur Co., Limited, 82 McGill street, Montreal, have prepared a serviceable calendar pad which will be appreciated by merchants so fortunate as to secure one. The pages of the pad are about 10 inches deep. On each page are spaces for three day's memorandum, there being over 100 pages in the pad. "Hardware and Metal" readers should write for this on their own letter paper to secure a copy.

A CHAMBERLAIN CALENDAR.

Possibly the most impressive and expensive calendar of the year has been issued by the A. R. Williams Machinery Co., Front street east, Toronto. On a large sheet on a dark background is presented a superb likeness of the "Man for the Empire," Hon. Joseph Chamberlain. The advertising matter is in rich bronze and harmonizes nicely with the drawing. Naturally such a calendar, the cost of which is a heavy item, is not for general distribution. It is only being sent to customers and prospective customers of the firm. Machinery buyers would do well to mention "Hardware and Metal" in writing for this superior calendar.

MILK CAN PRICE LIST.

The Thomas Davidson Manufacturing Company, of Montreal, have issued to the trade a new price list of cheese factory milk can trimmings and milk cans. It is well illustrated showing the various lines handled by this company. Prices are quoted for all lines. If you have not recived one, write for it.

THE D'OLIER ENGINEERING CO.

The D'Olier Engineering Co., Philadelphia, have issued a bulletin containing an extract from the December number of Power, which describes the new shops of the Mexican Central Railway Co. where there is installed the DeLavel steam turbine generator, manufactured by the D'Olier Engineering Co. with two armatures to each turbine.

Business Changes

ONTARIO.

G. SHAW, coal and wood dealer, Sarnia, has assigned to E. W. West.

W. J. Hughes, builder, Toronto, is dead.

R. Gallagher, hardware merchant, Belgrave, has sold out to J. D. Nichol.

J. C. Dignam, coal and wood dealer, London, has sold out to E. R. Swartz.

The Roxton Mill and Manufacturing Chair Co., Roxton Falls, have registered.

S. Hunter, coal and wood dealer, Toronto, has sold to the J. H. Hammill Co., of Toronto.

The premises of R. McDiarmid & Co., general merchants, Carleton Place, have been damaged by fire.

A meeting of creditors of G. Shaw, coal and wood dealer, Sarnia, was announced for 2nd inst.

T. D. Loney, general merchant, North Bay, has assigned to J. Bradford; meeting of creditors announced for 5th inst.

The hardware stock of L. J. A. Surveyor, Montreal, has been damaged by water. Loss partially covered by insurance.

Lalonde & Lalonde, general merchants, Plantagenet Springs, have changed the style of their firm name to that of J. A. Lalonde.

A meeting of creditors of J. E. Hoffman, wagon maker and proprietor of planing mill, Dashwood, was advertised for 4th inst.

F. Perschbacher, tobacconist and dealer in sporting goods and shoes, Chesley, has assigned to R. J. Lillico. Meeting of creditors announced for 6th inst.

QUEBEC.

G. Levlaire, joiner, Blue Bonnets, is dead.

A. Lapierre, general merchant, Contrecoeur, is dead.

F. X. Martel & Co., contractors, Lorette, have registered.

Jones & Henry, painters, Montreal, have dissolved partnership.

The Inverness Railway & Coal Co., Montreal, have registered.

A. J. Kelly, hardware merchant, Hull, is offering his business for sale.

The consolidated Rubber Tile Co., of Canada, Montreal, have registered.

IVER JOHNSON
AUTOMATIC
REVOLVERS

THE REVOLVER THAT DEFENDS OUR REPUTATION.

ABSOLUTELY SAFE,
ACCIDENTAL DISCHARGE IMPOSSIBLE.
SEND FOR FIREARMS CATALOGUE.

Automatic
Hammerless.

IVER JOHNSON'S ARMS & CYCLE WORKS,
New York Office, 99 Chambers Street. FITCHBURG, MASS.

A. Houle & Cie, joiners and builders, Shawinigan Falls, have registered.

The assets of J. T. Paradis, general merchant, St. Anne de La Perade, have been sold.

A meeting of creditors of Rabinovitez Bros., general merchants, St. Guillaume D'Upton, has been announced.

J. A. Lamarche, proprietor of a planing mill, Montreal, has assigned. Meeting of creditors Frbruary 3.

The stock of N. H. Turcotte, general merchant, St. Eulalie, has been sold at 71c. on the dollar to G. D. Therien.

S. Peters, proprietor of planing mill, etc., Quebec, has assigned, and E. F. Wurtell has been appointed provisional guardian.

NOVA SCOTIA.

C. Madson, bicycle repairer, Glace Bay, has assigned.

M. McDonald, general merchant, Port Hawkesbury, has assigned.

NEW BRUNSWICK.

J. McAfee, tinsmith, Woodstock, is dead.

C. Fawcett, Sackville, has advertised his shingle, cornmeal and feed mills for sale.

J. F. Brownell, general merchant, Baie Verte, has been succeeded in business by Dunfield Bros.

The stock of the estate of F. A. Phillips, general merchant, Bristol, is advertised for sale by tender closing February 13, 1904.

MANITOBA AND N.W.T.

T. E. McGirr, general merchant, Morden, has assigned; meeting of creditors announced for 4th inst.

The implement warehouse of Sutherland & Stolch, hardware merchants, Dauphin, has been destroyed by fire. Loss covered by insurance.

The premises and stock of J. Bucknold & Co., general merchants, and of S. Hanford, general merchant, both of Dauphin, have been damaged by fire; loss partially covered by insurance.

BRITISH COLUMBIA.

A. A. Claake, general merchant, Camborne, has assigned to C. B. Hume.

G. W. McBride has been appointed receiver for Byers & Co., hardware merchants, Nelson.

The plant of J. Ladue Gold Mining and Development Co., of Yukon, Dawson, has been damaged by fire. Loss partially covered by insurance.

H. S. HOWLAND, SONS & CO., LIMITED

WHOLESALE ONLY — 37-39 West Front Street, **Toronto.** — ONLY WHOLESALE

Cream Separator.

Butter Spade.

"Star" Cooler and Cream Separator.

No.....	000	00	01	01½	02	
Capacity..	14	20	25	35	45	..Quarts.

Butter Ladles.

Churns.

"FAVORITE."

Oak Dash Churns.

Plain Top.	Crib Top.
6 gallons.....	6 gallons.....
8 "	8 " .....
10 "	10 " .....

"LEADER."

Style A—Steel Frame.

No.	Holds	Churns.
0.	6 gallons.	½ to 3 gallons.
1.	9 "	1 to 5 "
2.	15 "	2 to 7 "
3.	20 "	3 to 9 "
4.	25 "	4 to 12 "
5.	35 "	6 to 14 "

All in Cut Book 15
Page 55
ans.

No.	Holds	Churns.
0.	7 gallons, (Wine)	1 to 3 gallons.
1.	9 "	1 to 4 "
2.	15 "	1 to 7 "
3.	20 "	1 to 9 "
4.	25 "	1 to 12 "
5.	35 "	1 to 16 "

H. S. HOWLAND, SONS & CO. LIMITED, **Toronto.**

OUR prices are right — GRAHAM NAILS ARE THE BEST. Factory: Dufferin Street, Toronto — **WE** ship promptly

HEADQUARTERS FOR BRIGHT STEEL SHAFTING

That's what you can be if you carry our line for we carry an immense stock at all times in all standard lengths and diameters. The line is a good one to carry. We'd be pleased to have you investigate.

The Dodge Mfg. Co., of Toronto, Limited,

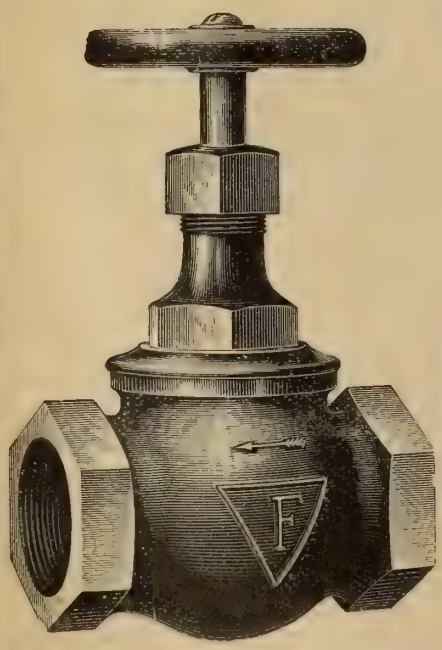
TORONTO, ONT.

Blacksmiths' Vises, Farmers' Oval Slide Vises, Etc.

COLUMBIAN HARDWARE CO.,
CLEVELAND.

F. W. Lamplough & Co.

SELLING AGENTS,
MONTREAL.



FAIRBANKS RENEWABLE

Asbestos Disc

GLOBE VALVES

In a class by themselves.

Send for Catalogue.

THE FAIRBANKS COMPANY

MONTREAL. TORONTO. WINNIPEG. VANCOUVER.

MACHINERY

THE MACHINERY MARKET.

Ontario.

Office of HARDWARE AND METAL.
10 Front street east,
Toronto, February 3, 1904.

AT the present time the machinery market is not in so satisfactory a condition as indications three weeks or a month ago went to show. Both last week and this week the volume of business done has been less than three weeks ago. At that time there was every indication that the machinery trade was opening up very brightly for the coming year. Enquiries were numerous and also promising. Later a considerable number of the enquiries were developed into substantial orders by the dealers. However, this continued for little more than a week, and then there was a falling off. Some firms say that during the last two weeks there has been less business done than during the same two weeks of last year. This should not be since enquiries during the latter part of December and the early part of January were more numerous, and of a more promising nature than during the same period a year ago. Machinery dealers can only conjecture as to the reason for this condition of the market. It is not thought likely that the severe weather and the consequent blocking and delaying of trains on many of the branch lines had much, if anything, to do with it. Although the actual volume of business does not make a good showing, still enquiries are frequent, and seem to indicate that the present condition is merely a temporary one.

The one bright feature of the market is the good demand for engines and boilers. This line has made a good showing through January and there is every reason to hope that February will follow suit. The Northwest, Manitoba and Northern Ontario are making large demands for engines and boilers for varied industrial purposes. The demand for machine tools is also good this week, showing a slight improvement over last in that respect. The demand for wood-working machinery is even below normal, in that the number of orders placed for sawmill, shingle mill and planing mill machinery have been few, and enquiries have also been scarce. Perhaps the number of enquiries for gas and gasoline engines has been greater this week than last, but the actual business done in that line has not been large.

Electrical machinery still lags on the market, no improvement is shown over last week except in the matter of enquiries. Enquiries have been very numerous, but buyers seem to be holding back for some reason. However, this does not worry the dealers a great deal, since they feel that the demand is good even unusually so and that it is only a matter of time until prospective buyers begin to place their orders. It is claimed that the condition of this market is in every way ahead of what it was at the same time last year, so that there is not much cause for anxiety concerning the developments on this market.

The Levy, Weston & McLean Machinery Co. report a good demand for engines and boilers. They have found the demand for iron working machinery fairly good this week, there being an improvement over last. However, there has not been much done in the line of wood-working machinery. The demand for electrical machinery has been normal with that of preceding weeks, which means not very good.

The A. R. Williams Machinery Co. report that they found the demand for engines and boilers very good, they having just shipped a car-load out West The business done in iron-working machinery has been fair, with a somewhat brighter aspect than last week. Nothing much has been done in wood-working machinery, nor has the demand for electrical machinery shown any improvement. This firm is about to start their annual business campaign throughout Manitoba, the Northwest and British Columbia. T. A. Hollinrake, vice-president of the company, leaves very soon on his annual tour across the continent, which will extend over three months. Unless this year proves an exception to the rule, the firm will be making numerous shipments to that part of Canada as a result of Mr. Hollinrake's trip.

The Jones & Moore Electric Co. report no perceptible increase in the volume of business this week. Mr. Moore says that, judging from the large number of enquiries, the demand for electrical machinery must be even unusually good. However, buyers seem to be delaying the placing of orders. He is very hopeful for a good market in a short while since if there is the demand that the enquiries show, orders must be placed at one time or another. He doesn't see the reason for the withholding of orders, but whatever the reason he expects to see them placed bye-and-bye, as has happened in former years. The outlook now is considerably brighter than it was at this time last year.

The Dominion Motor and Machine Co. report numerous enquiries for their gas and gasoline engines for farm use.

Quebec.

Office of HARDWARE AND METAL.
232 McGill Street,
Montreal, February 3, 1904

THE improvement noted in our last week's report has continued this week. The stagnation of the holiday season is now well passed and continued activity may now be expected. The improvement this week has been manifested both in the increase of actual business and in a number of unexpected enquiries. Machinery men are now in much better humor and a feeling of optimism is very marked.

Actual business this week has centred around sawmill outfits, wood-working machinery, and machine tools. Several house report sales of sawmill outfits and sawmill supplies. A number of new mills have been started in the Ottawa Valley and Gaspe Peninsula and these have called for complete outfits. Trade would have been still brisker were it not for the continued cold weather and deep snow which have hindered deliveries.

In machine tools a couple of good sales are reported by one house and sev-

eral more sales are likely to be made very soon. Canadian buyers are now becoming convinced that prices are likely to be well maintained this season and no break in prices is now expected from United States houses. Hence they are about to place some large orders on the Canadian market and competition will be principally among Canadian houses and American firms having branches here.

In engines, boilers and shafting there has been a good movement during the week and the outlook in these lines seems particularly good. For gas and gasoline engines there has been some enquiry and a few small sales have been made. This is a line which a few houses are making a strong effort to push in the Canadian market.

The Laurie Engine Company report business quiet in heavy engines and boilers. As before stated, their orders now at hand will keep them busy for several months. In small engines there has been a fair movement and some enquiry. Engines and boilers for sawmill outfits are moving now and a number of enquiries came in last week. Wood-working machinery of all kinds is selling well. A large sale was made last week in the Lake Megantic district.

The Fairbanks Company report this week a big improvement in actual business and an increased number of enquiries. A couple of large sales of machine tools each aggregating several thousand dollars were made last week. Gas and gasoline engines are meeting with considerable enquiry and some sales. The season has opened very auspiciously and there is no reason to doubt that 1904 will be a prosperous year in the machine tool trade.

Alfred Rubra, of the Machinery Exchange, finds a big improvement in this week's business. A number of quite unexpected enquiries for sawmill outfits were received the latter part of last week and good business seems likely to result. Actual sales of engines and boilers this week have been quite satisfactory and altogether the prospects seem much improved. In machine tools business is now commencing as buyers are at last becoming convinced that concessions are not to be obtained.

E. Leonard & Sons find business conditions in their Montreal branch much the same as last week. Trade in January has been quite satisfactory and Manager Plant is looking forward to a prosperous season. Some good sales were made during the week of engines and boilers. Some enquiries for mining machinery are coming in.

W. H. Nolan, of the Canadian Machinery Agency, reports a continued improvement in the demand for almost all lines of machinery and machinery supplies. Buyers who, a month ago, were disposed to hold off for lower prices are now commencing to place their orders. The outlook seems quite satisfactory.

Williams & Wilson in common with other Montreal machinery firms find a big improvement both in actual business and the number of enquiries received.

St. Hyacinthe, P.Q.

The F. X. Bertrand Company find business conditions for the first few weeks of 1904 very satisfactory indeed. For all kinds of foundry supplies they are experiencing what, for this season, is a very brisk demand. They also find considerable enquiry for engines and boilers for sawmill outfits and for general lines of wood-working machinery. Pumps and hydrants are also meeting with a fair demand.

New York.

The Iron Age says that there is no change in the situation to be reported The volume of business has not increased very materially, although prospects have continued to improve. The American Machinist says that before many weeks shall have elapsed machine tool men will be able to announce that they have closed some good orders.

Cincinnati.

The Iron Age says: "If the exact situation as to conditions among the machine tool men of this city was actually known it would give one anything but an optimistic opinion of things in general. Surface indications point to the fact that trade has failed to put in an appearance at the time expected, and like the will-o'-the-wisp, has eluded the grasp of the different plants in this section of the country. There have been many reasons suggested as to why, in the midst of prosperity, with the mineral and agricultural resources of the country being developed as never before, this seeming uncalled for depression exists. Surely there is no lack of demand, and this certainly is not the real cause. With the railroads estimating on increasin their rolling stock and making extensive expansion in many of their shops commensurate with the immense tonnage which confronts them, why should trade at this particular time seem as if the bottom had dropped completely out?

"The question seems to resolve itself into the fact that manufacturing life the same as animal life, needs rest; so that after several years of strenuous exertion, when everything was keyed to its highest tension, throbbing and beating with the unusual demands of the time, what is more natural than that following this period should come a season of relaxation? Just how long this shall continue is a matter of grave doubt and uncertainty, but it is generally conceded that within the next 60 days a normal condition will prevail."

Chicago.

The American Machinist says: "Not in many months has there been in any branch of the Western machinery market a change in the outlook so radical as that which has occurred during the past four weeks. It is strongly marked in the electrical machinery trade. With perhaps not a single exception, the representatives of electrical machinery manufacturers located here say they have far better prospects for doing business than at any time within six months or longer.

To Clean Belting.

IF convenient, make a tank with a tight fitting cover; if not, a good strong barrel sawed through the center and a cover fitted thereto will answer. Place in tank or half-barrel about 10 gallons of naphtha, the receptacle being tightly covered, evaporation is minimized.

Take a belt, regardless of dirt, oil, cement or belt dressing that may have been plastered over its face, and coil, place coil on edges of belt up or perpendicularly in tank, seeing that there is sufficient naphtha therein to cover belt, which should remain in this position for ten or twelve hours, after which it should be reversed and allowed to remain for a corresponding time.

The period of immersion should be governed by conditions of belt as regards dirt to be removed.

The belt being coiled and placed edges up in the tank, the dirt loosened by action of the naphtha, drops to the bottom.

After belt has remained in cleaning receptacle the allotted time, remove, allowing the naphtha to drain therefrom into the tank, and lay it out flat, stretching or shaking until almost dry, when the edges should be cemented, as

Some people raise money by raising cheques, then the drawer of the cheque raises Cain, because he has to stand the loss, whereas the simple precaution of using

A Canada Cheque Protector

would prevent alterations of a cheque and protect it from being changed to a larger amount.

Made in Canada, for Canadians, the price is reasonable, $10. and the Patantees and Manufacturers are the

Hamilton Stamp & Stencil Works,

HAMILTON, ONT.

Study your own interests and get one.

SPECIFY

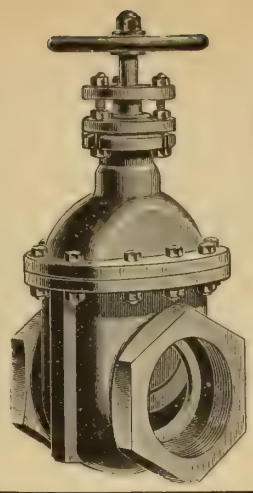
TRADE PENBERTHY MARK.

INJECTORS

PENBERTHY INJECTOR CO.,

LIMITED

BRASS MFRS. Windsor, Ont.



We Make Good

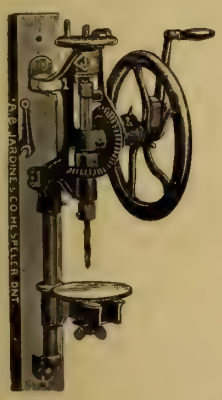
VALVES

Write for Catalogue It tells all about them.

The Kerr Engine Co.

LIMITED

Walkerville, Ont.



TRADE MARK J REGISTERED

Blacksmiths' Hand Drills.

The very best.

A. B. JARDINE & CO.

HESPELER, ONT.

"Say, Friend,"

your aim should be to start up for yourself.

Why Work

from morn till night for somebody else instead of pushing a business for yourself and thus reap the full profit of your labor ?

We Will

start men of ability and good character in every County in the Dominion.

WRITE FOR PARTICULARS TO

The Empire Machine and Metal Stamping Co. Limited

1012 Yonge St. - TORONTO,

MADE IN CANADA

Stitched Cotton Duck Belting

Superior to all others.

FOR

Agricultural Machines, Elevators, Pulp and Paper Mills, Cotton, Woollen, Cement and Saw Mills, Machine Shops and Electric Powers.

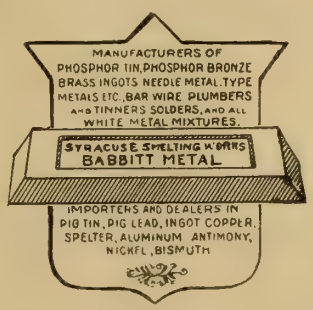
MANUFACTURED BY

DOMINION BELTING COMPANY Limited

HAMILTON, CANADA.

USE OUR

"MAPLE LEAF BELT DRESSING"



A Satisfactory Metal.

MANGANESE

Anti-Friction Metal,

Owing to its peculiar constitution, possesses lubricating qualities that saves its cost in OIL in a short time.

Every pound guaranteed.

Syracuse Smelting Works,

Montreal,
New York,
Seattle.

ASK YOUR DEALER FOR IT.

the naphtha has a tendency to open the edges, though has no effect on center of face of belt. Before cementing edges the old cement thereon, if any left, should be carefully scraped off.

The naphtha bath hardens the belt more or less, and before using again it should be thoroughly rubbed with some well-known preparation that will soften and preserve the leather, after which a good belt dressing should be thoroughly rubbed in.

—

Machinery and Electrical Notes.

The London Rolling Mills, London, Ont., are still shut down owing to a lack of soft coal.

The total coal sold was 4,621, 074 tons as compared with 3,898,626 tons for 1902. The production was 5,245,247 compared with 4,362,869 tons in 1902.

The annual meeting of the Benefit Society of the employes of the Waterous Engine Works Co., Brantford, Ont., was held recently. The old officers were re-elected. The secretary's report showed a distribution for sick and funeral benefits of $1,365, with a balance of $350 in the treasury.

The following figures for Nova Scotia in 1903 are given by the N. S. Department of Mines: Coal raised in 1903 amounted to 5,245,247 tons as compared with 4,362,869 tons for 1902; iron ore, 415,196 tons as compared with 489,731 for 1902; pig iron output was 194,444 tons as compared with 206,193 for 1902; steel ingots, 180,434 tons in 1903.

The promoters of the new car works to be erected in connection with the Sydney Mfg. Co.'s plant at Sydney, N.S,. are asking a bonus of $10,000 from the city council and exemption from taxation. The capital for the carrying out of the scheme has been collected, and if the reply of the council is favorable the works will be started in the Summer. They will cover seven acres of land. It is the intention of the company to build all kinds of wood and steel cars.

John E. Bates, of the Portland Mining Co., owners of mining properties at Aspen Grove, B.C., has announced the company's intention to erect a smelter at a cost of $600,000 to treat the copper-gold ores at Aspen Grove. Nearly a hundred men have been busy all Winter on development work, and Mr. Bates says there are nine ore dumps at the mines each containing from three hundred to twenty-two thousand tons of very rich ore, all ready for treatment. Aspen Grove is located some 60 miles northerly from Spences Bridge, B.C.

AMERICAN MACHINERY IN CANADA.

IN answer to an article in the American Machinist stating that machine tool concerns in Canada was apprehensive of an American invasion with lower prices but that American manufacturers interviewed said they had no intention of doing anything of the kind, the head of the sales department of a leading Canadian machine-tool house writes that this is not a true state of affairs. He writes that his firm "have a confidential letter from a friend who obtained quotations from several of the leading concerns in New York, quoting him prices for the home market, but to the Canadian trade quotations were based on export prices which are from 10 to 12 per cent. better than they will sell for in the home market, and to the Canadian trade they give an extra 2 1-2 per cent. over and above the regular export price. When asked why they named this additional 2 1-2 per cent., he was informed that they could send machine tools into Canada on skids the same as they would ship in the United States, and for the European trade they had to be boxed, which they figured was equal to 2 1-2 per cent., and for that reason they would give an extra 2 1-2 per cent. to the Canadian purchaser. Another thing is that American machinery firms are advertising their wares more extensively in Canada than they have in some time. In addition, they are shipping surplus machinery for stocking purposes to Canadian brokers. In any of the machine warerooms, either in Toronto or Montreal, you will find large stocks of American machine tools such as made by the Cincinnati makers and some of the other Eastern firms, and we understand from good authority that they are even shipping this machinery into Canada, consigning it to Canadian brokers to be sold whenever possible. This, together with travellers direct from the houses, is pretty good evidence that the machine-tool makers of the United States are giving as close attention to the Canadian market as they would almost to a neighboring state. There is no doubt that it is going to have its effect on the Canadian machine-tool builder and that effect is going to be felt very quickly."

One of the most representative men in the machine-tool trade in Cincinnati, asked as to the foregoing statements, replied:

"To say that Cincinnati machine-tool men are sending their products to Canada to be sold whenever possible, is not so; neither is there anything in the statement that lower prices are being quoted to Canadian buyers. The 25 per cent. tariff is enough of a handicap, without going into anything like that. That American manufacturers have become a little more active recently in trying to make their products known in Canada, is true, but for the writer of that letter to quote that by way of corroboration for his statements, is giving the matter undue importance. Besides, there is not enough business in Canada for American machine-tool men to adopt the extreme methods of doing business as that Canadian writer outlines. In Cincinnati prices are being strictly maintained."

A local machine-tool merchant was asked for his opinion of the letter:

"I can say for a positive fact that there are no concessions being made to Canadian buyers. During the past week, for example, we had enquiries for three machine tools from Canada, whose aggregate value was about $6,000. We made a special effort to get a reduction from the manufacturers, but were unsuccessful. Price lists for American machine tools are being rigidly adhered to."

Another machine-tool dealer, after expressing himself in a similar manner to those we have quoted, added:

"I am afraid our Canadian friend is not doing the business he would wish, and, wanting to find some excuse for it, lays it at the door of American manufacturers. You know it's an awfully consoling thing, when anything goes wrong, to blame it on somebody. I have been there myself, and know how it is."
—American Machinist.

IRON WORKS TO ENLARGE.

The management of the Sherbrooke Iron Works, of Sherbrooke, Quebec, are considering the advisability of greatly extending their works this Summer. Like so many other concerns in these years of prosperity they have had more business than they could conveniently attend to with their present equipment, and it seems absolutely necessary to make considerable extensions in order to profit by the wave of prosperity. When the extensions are made the management expect to add to their business in the other provinces.

INQUIRIES FOR CANADIAN TRADE.

The following were among the inquiries relating to Canadian trade recently received at the Canadian Government office in London, Eng.

1. A London steel and iron merchant is open to act as buying or selling agent for Canadian firms or public corporations.

2. A firm of Australian wine importers wish to open up negotiations with a first-class house in Canada with a view to establishing an agency for the Dominion.

3. The makers of certain gas and electrical light fittings are making inquiry respecting the possibility of doing business with their goods in Canada.

4. An inquiry comes from Antwerp for iron pyrites, in lumps, from Canada.

5. A firm of paper exporters wish to get into touch with Canadian stationery houses with the object of introducing a specialty.

6. The makers of a sheep-dip and other disinfectants are seeking to do business in Canada, and have made inquiry to this end.

7. A firm of implement makers is seeking supplies of spade, shovel and fork handles from Canada.

8. A gentleman with a thorough knowledge of the hardware, paint and glass trades, is prepared to undertake the representation in England of a Canadian house of good standing.

9. Inquiry is made by a Dublin firm for names of Canadian exporters of oaken and soft wood shives.

10. A firm manufacturing metal shelf brackets, door handles, hinges, hat and coat hooks, etc., are seeking a market for these goods in Canada.

11. Inquiry is made for the address of a Canadian manufacturer of a certain cement or glue largely used by musical instrument makers.

12. A Glasgow firm of grain and flour merchants is desirous of taking up the representation of a Canadian house.

13. Inquiry is made for Canadian exporters of oak mouldings for picture frames.

14. A timber firm engaged in the Australian trade has asked to be furnished with a list of the various lumber mills in Canada, and of lumber exporters.

The following enquiries were received at the Canadian Section of the Imperial Institute, London, Eng.:

15. A Manchester timber merchant wishes to purchase supplies of birch veneer, lengths 24, 30, 36 and 42 inches, by 8 in. wide and 1-30 in. thick, and invites quotations from Canadian firms who can furnish the article.

16. A firm manufacturing cane and wicker furniture and also children's mail carts, etc., is prepared to appoint a suitable Canadian resident agent.

17. A firm manufacturing picks, shovels, spades and other implements used in railway construction, asks to be placed in communication with importers of these lines.

18. A firm manufacturing hosiery (cashmere, worsted, merino and cotton stockings and socks) is open to appoint resident Canadian agent possessing the requisite connection. First-class references required.

[The names of those making inquiries may be obtained from the Editor of HARDWARE AND METAL.]

G. A. Crosby & Co. of Ontario, LIMITED
SARNIA, ONT.
Manufacturers of
Patent Automatic Can Making Machinery, Presses, Dies and Special Machinery for Working Sheet Metal
H. W. Petrie, 141-145 Front Street West, TORONTO—Selling Agent.

BABBIT
No 0
No 1
STAR
SPECIAL
HERCULES
METALLIC
IMPERIAL
QUALITY & PRICE TO SUIT ALL GRADES OF WORK.
THE CANADA METAL CO.
WILLIAM ST., TORONTO. TELEPHONE MAIN 1729.

BUY DIRECT AND SAVE MONEY.
— We are the only Canadian Manufacturers of —
COLD PRESSED NUTS
Square and Hexagon Finished, Semi-Finished, Case Hardened, Polished and Plated, Set Screws, Cap Screws, Thumb Screws.
CANADA FOUNDRY COMPANY, LIMITED,
Head Office, - - TORONTO, ONT.
District Offices — Montreal, Halifax, Ottawa, Winnipeg, Vancouver, Victoria, Rossland.

To Metal Polishers
CRYSTAL REGISTERED TRADE MARK CORUNDUM
We can now fill promptly all orders for grain corundum, (emery is an iron ore containing corundum). Our new mill has a greater capacity than any other abrasive plant in the world.
Substitute a pure Canadian product, CRAIG MINE CORUNDUM, for the impure foreign corundum, called emery.
Write us Regarding a yearly contract.
The Canada Corundum Company, Limited
TORONTO, CANADA.

Colonial Poultry Food

For Poultry Only.

Will positively make hens lay, and will keep poultry in a healthy condition.

Packed in 3 dozen and 6 dozen cases, 1-lb. cartons, and retails at 25c.; costs the retailer $1.25 per doz.

We prepay the freight on all orders of Poultry and Stock food of $25.00 and upward.

Colonial Stock Food

For Horses, Cattle, Sheep and Hogs.

It is the best, safest, and cheapest to use.

Positively guaranteed to invigorate the entire system, give perfect digestion and very rapid growth.

Packed and priced as follows:

6-doz. 10c. pkgs., @ .75 doz.
3-doz. 25c. " @ 2.00 "
Holds almost 3 lbs.
2-doz. 50c. pkgs., @ 4.00 doz.
Holds 6 lbs.
25-lb. Pails, - @ 1.30 each.
Retails for 2.25.

The Colonial Stock Food Co. makes Poultry and Stock Foods that are positively the best made in America, proved by use. These foods are advertised direct for the retailer by the Company making them, by special literature addressed to a list of users supplied by the retailer. No costly newspaper advertising for which the retailer pays. Colonial Stock Foods pay generous profits. One agent to a town. How about your town ?

THE COLONIAL STOCK FOOD COMPANY
TORONTO.

THE SIDE WIRE TIRE

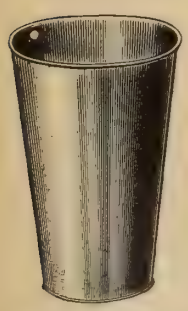
There is only one successful carriage tire in catalogue of tires and that the

DUNLOP SIDE WIRE TIRE

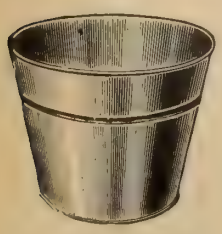
It is held firmly in place by steel cross bars vulcanized into the rubber, being a few inches apart, These bars engage the side wire at the rim. This means no swerving and even wear to the channel.

THE DUNLOP TIRE COMPANY, Limited,
TORONTO.

SAP PAILS and SPILES



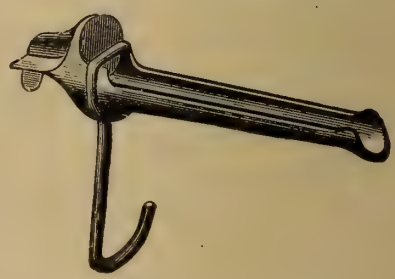
STRAIGHT PATTERN



FLARING PATTERN

These goods will be needed before long, and your customers may ask for them any time now.

If you require either spiles or pails we can ship you any quantity the same day the order reaches us.



Sap Pails

Made in six sizes in both straight and flaring patterns.

"Eureka" Cast Iron Sap Spiles

The superiority of these spiles over all others is well known to the trade.

Tinned and Galvanized Iron in the following sizes and gauges, for sap pans, always in stock.

Tinned Iron	*Galvanized Iron*
48x96x20	48x96x22
48x96x22	36x96x22
48x96x24	36x96x24
36x84x22	
36x84x24	

Prompt Shipment Guaranteed.

The McClary Manufacturing Co.

London, Toronto, Montreal, Winnipeg, Vancouver, St. John, N.B.

"EVERYTHING FOR THE TINSHOP."

HARDWARE AND METAL

President:

JOHN BAYNE MACLEAN,

Montreal.

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THE WAR IN THE EAST.

THE imminence of war in the East is regarded with keen regret by those who have hoped for a peaceful solution of the differences existing between Russia and Japan. The aggressor is assuming a terrible responsibility, and is precipitating a conflict which may engulf all Europe in a bloody and devastating warfare. War is a hideous monster, which only residual barbarism and want of imagination makes possible among men to-day.

Apart altogether from humanitarian reasons war is a calamity to the world at large and to the business world in particular.

In the first place hundreds of thousands of men, the pick of the countries involved, are torn away from useful employments, where they have been engaged in producing articles to supply the multitudinous needs of a poverty-stricken world, to tramp or ride hundreds of leagues, for what? To take the lives of similar workmen who have been similarly torn away from useful employment for a like unprofitable purpose.

The goods these men would have produced are lost to the world, at the same time thousands of other workmen are turned from the production of the necessities and luxuries of life to the production of instruments of destruction to be used by the first set of workmen against their opposing fellows.

In all this millions of dollars are swallowed up by the cavernous maw of the war. Where does all this money come from which upsets the humdrum industrial world and converts it into a system of arsenals and cartridge factories? It comes from the general fund of savings which would otherwise have found investment in the development of industries, in the production of commodities for the use of mankind and in the payment of workmen who would thus have been put in a position to purchase the commodities so produced.

But war absorbs this fund; money becomes scarce and interest high; owners of factories can not secure the funds to extend their works; progress is checked. The nation, or the world at large, like the prodigal, has wasted its substance on riotous living and must bear the penalty of hard times.

Britain felt it after the Boer War which fortunately occurred at the crest of a wave of extraordinary prosperity. Its effects, however, are still seen in the low price of consuls. Consuls are no less safe than ten years ago; the high rates of interest due to the scarcity of money consequent upon the vast expenditure upon the war has depreciated consols to their present low rate. Had not such a stupendous amount of money been sunk in the Boer War we would have found little difficulty in securing funds for our transcontinental railway at a rate very considerably below what now must be paid.

Should the Japano-Russian embroglio develop into a war of great magnitude, certain lines of trade may be temporarily stimulated, but the final result will be to absorb the surplus capital afloat, raise the rate of interest and precipitate hard times.

CANADA'S INDUSTRIAL PROGRESS

THE census statistics for 1901, which have just been completed, furnish interesting information about the progress of the various branches of Canadian industry. From figures to hand it is manifest that Canada's progress during the census decade 1891-1901, was essentially due to her agricultural and forest resources. Of the aggregate gain in production fully 85 per cent. is credited to flour and grist mills, butter and cheese factories, meat packing and slaughtering establishments, almost wholly the products of agriculture. Of the other 15 per cent. increase a large share consists of the expansion in the manufacture of wood pulp and of log products.

Among the lines in which a satisfactory gain is recorded are the following:

Product.	1891.	1901.
Log products	46,750,000	$50,805,000
Wood pulp	1,050,000	4 462,000
Slaughtering and meat packing	5 264,000	22,217,000
Butter and cheese	10,697 000	29,462,000
Agricultural implements.	7,252 000	9,597,000
Cottons	8 740,000	12 595 000
Electrical apparatus, etc.	801,700	3 032,000
Fish preserved	5,661,144	8,025 630
Smelting	13,016 200	7,082,384
Iron and steel	4 356 730	6,912,450
Harness and saddlery	1,501,750	3,427,250
Flour, etc	30,721,000	31,835,000
Boots and Shoes	12,706,215	18,481 216
Leather	9,711,781	12,068,600
Car works	9,450,525	11 500 816
Bread, biscuits and confectionery	8,374 306	11,637,808
Printing and publishing.	7,671 310	10 319 241
Tobacco and snuff	2 347 650	6,469 961
Cigars and cigarettes	3,280,114	5,352,151
Plumbing and tinsmith'g	5,716,250	6,553 957
Carriages and wagons	5,942,339	6,650,912
Hats, caps and furs	4 743,888	5,876,467
Boilers and engines	2,433,878	4,626 214
Men's furnishings	2,647,200	4,623,652
Paper	2,570,722	4,380,776

In woollens, ship and ship repairs, foundry products and distilled liquors small reductions are shown.The total production, however, shows a gain, which though not nearly as large as it should have been, is an evidence that Canada expanded more industrially than she did in numbers. The total number of manufacturing establishments with five employes or over in 1891 was 13,679 with a product of $363,156,797 as compared with 16,300 with a product valued at $481,053,375 in 1901.

THE MONTREAL TECHNICAL SCHOOL.

MONTREAL citizens, and particularly the business men of Montreal, should take a live interest in the prospectus of the projected Technical School for that city. The movement towards the establishment of such a school was inaugurated by men representative of the industrial, commercial and financial interests as well as the educational organizations of Montreal.

The Board of Governors have formulated a course of studies, have secured a suitable site, and also obtained the promise of co-operation from the Mechanics' Institute and of a large degree of financial support.

However, further financial assistance is required and it is from the business men of the city that the promoters of the school have reason to expect and to receive the money required. "Hardware and Metal" has repeatedly pointed out the advantages of more widespread technical training. In Germany, Britain and the United States technical education is one of the foremost characteristics of industrial progress. Canada has been slow to move in this direction, but there seems to be every evidence that greater attention is being given to the matter and a more general belief in its efficiency.

It is proposed to provide accommodation for 2,000 to 3,000 men, women, boys and girls who seek to extend in a systematic way their knowledge and training yet are not able to take an university course. In drafting the course of studies the committee have planned a three years' course of evening study, suited to those employed during the day who aspire to thorough knowledge of the principles of their trade. The courses proposed are as below:

Department of preparatory instruction (one year course) — arithmetic, drawing, algebra, practical geometry and mensuration, mechanics, elementary physics and chemistry; English, French, commercial arithmetic and composition.

Mechanical and electrical engineering.—Steam, machine construction, mechanical drawing, strength of materials, applied mechanics, applied electricity, locomotive engineering, and instruction in shop work (including pattern making, moulding smith work, pipe fitting and electrical fitting).

Building trades.—Building construction, applied mechanics, architectural drawing and shop work (including carpentry, joinery, plumbing, brick work and masonry, house and sign painting, metal plate work, plastering and steamfitting).

Textile trades.—Applied chemistry, textile design, spinning, weaving, dying and color printing.

Printing trades.—Drawing and design, typography, lithography, engraving.

Applied chemistry. — Chemistry (organic and inorganic), applied chemistry, including chemistry of oils, soaps, colors, brewing, rubber manufacture, paper and pulp making, glass manufacture, metallurgy.

Flour milling.—Flour and general milling, mechanical drawing, steam, applied mechanics.

Boot and shoe trades.—Pattern cutting, boot and shoe making, mechanical drawing.

Commercial course.—French (conversation and correspondence), commercial geography, elements of commerce and commercial law, bookkeeping, shorthand and typewriting, advanced English composition (additional languages, e.g., German and Spanish, if found advisable).

Domestic industries. — Cookery and domestic economy, laundry work, millinery and dressmaking.

Applied art.—Drawing and coloring, design and composition, modelling, applied design.

Navigation. — Navigation, nautical astronomy, naval architecture, shipping (in its legal and commercial relations).

It is estimated that fully $250,000 will be required to make the school a success, of which less than $150,000 will be used for building and equipment. Arrangement has been made with the Mechanics' Institute whereby it will devote to the movement, as soon as an equivalent amount has been subscribed, the equity in its property, amounting to about $100,000. It is not likely that Montreal business men will be found wanting in the proper spirit of generosity when this need is placed before them.

SNOW-BOUND WITHOUT FUEL.

INCONVENIENCE and even material loss is reported in many towns in Western Ontario as a result of the exceptionally heavy snowstorms of the last few weeks. The greatest cause of trouble is a shortage of coal, a lack of soft coal for the factories and of anthracite for domestic heating. In several towns this shortage has become so pronounced that several factories have been compelled to bank their fires, let off steam and stop work altogether.

It would be hardly fair to blame any person for this unsatisfactory condition. The manufacturers assumed they could secure their supplies as they needed; the coal dealers had bought the coal and were awaiting its transportation; the coal was ready at the mines. In fact the railways had, in many cases, the coal on the way and were making every effort to have it delivered. But they had to fight weather conditions entirely exceptional and were under the disadvantage of having to meet the situation with rolling stock not adequate for the ordinary demands of traffic.

The railways, especially the Grand Trunk in Western Ontario, are deserving of censure for the poor service they have given this winter, but it would be hardly fair to lay on their shoulders the blame for what they with the most complete service could not have avoided, being tied-up by an exceptional fall of snow.

A POINT IN PARTNERSHIP LAW.

IN disposing of a motion for an interim injunction in the case of Smith v. Greer this week Mr. Justice Street in the Single Court, Osgoode Hall, Toronto, touched upon a point in partnership law which will interest business men generally. It was held that "Upon the dissolution of a partnership in the absence of an agreement between the partners to the contrary, the firm name, being a part of the good-will and not having been dealt with upon the dissolution remains the property of all the partners like any other undisposed of partnership property. Each member of the late partnership is entitled to carry on business in the firm name subject to the limitation that no man has a right to hold out his late partner as still being his partner in business contrary to the fact."

That is to say, if the firm of Smith & Jones dissolve partnership, in the absence of any agreement as to the disposal of the firm name, either Smith or Jones or both may set up again under the name of Smith & Jones, subject to the aforesaid limitation that it is not held out that the former member is still one of the firm.

SILVERWARE IN FEBRUARY.

THE most progressive hardware retailers have found silverware a line which they can handle to excellent advantage. It not only adds to the attractiveness of the store interior, when properly shown, and makes possible dainty window displays, but it proves a line which responds very readily to efforts made toward pushing it. It, in fact constitutes a line which should find a place in the hardware store. Table furnishing entails the use of silverware almost as vitally as of cutlery and in the same store the householder should be able to secure both his silverware and cutlery. Moreover silverware can be made to supply a want which the hardwareman could not otherwise cater to nearly so well—this want being the result of the universal habit of giving gifts to brides, on birthdays and on other festive occasions.

During February the Toronto departmental stores whose advertising and mail-order system effects the trade of the average retailer in many districts of Canada have, one might say, started the fashion of making a special feature of silverware during the month of February.

The progressive retail hardwareman has found himself able to give his customers as good prices on most lines as do the departmental stores. The same they can do in silverware, and if they were to make it clear by local advertising that they were prepared to sell silverware at attractive prices during February the amount of business passing them to the departmental stores would be infinitely less than is likely to be the case in the towns where the hardwaremen pay little or no attention to the line at this season.

Silverware is too important a line to be neglected.

THEIR PLANT ABOUT READY.

The concentrating plant of the Canada Corundum Co., Limited, Toronto, is rapidly nearing completion and consequently the company expects to shortly be in a much stronger position to supply the wants of their customers, the users of abrasives.

AUTONOMY FOR THE WEST.

THE demand for autonomy on the part of the Northwest Territories is an evidence of the awakening consciousness of the West. The demand is a most natural one and should receive ready sympathy from the still surviving stalwarts who waged a long but finally successful struggle for the boon of self government in the older provinces.

The rapidity with which the territories are being filled up will result in rapidly changing conditions which will need to be met with legislation suited to local needs. The Dominion Government which for many years administered these wide acres in an admirable manner is now confronted with conditions which are changing rapidly and can receive adequate treatment only from those who are on the spot and whose interests are bound up in that of their prairie territory. The Dominion Government should make haste to divest itself of a trusteeship which it has faithfully observed but which it can no longer maintain either with justice to itself or advantage to the West.

It is true that in granting autonomy to the provinces the Dominion gives up certain advantages, but after all it is only right that these advantages should accrue to the provinces-to-be themselves. There is no force in the contention that as the Dominion has spent large sums of money in building the C.P.R. she should exact the last farthing from the West. The east is receiving, indeed has received its payment in the additional business and prosperity that has come to the East through the Western development. The East can prosper best only through the prosperity of the West. Whatever develops the West benefits the East. As the West is best qualified to attend to its own proper development the sooner authority is given them so to do the better for the Dominion at large.

PERSONAL MENTION.

Mr. H. Occomore has purchased the store and tinware business formerly carried on by A. Rumford, Guelph, Ont.

Mr. G. H. Green, hardware merchant of International Falls, Man., was found frozen to death on the step of his own store. It is thought that he must have slipped on the ice, perhaps stunning himself, and thus freezing to death.

Mr. George W. Lewis, son of the late Rice Lewis, founder of the well-known hardware firm of Rice Lewis & Sons, Toronto, ended his life at Niagara Falls on Saturday by swallowing cyanide of potassium. Mr. Lewis was in his 64th year and had not been connected with the Rice Lewis firm since 1877.

Mr. Arthur Gorman, of Cape Town, South Africa, was in Montreal last week after a trip across Canada. Among the opinions expressed by him regarding the trade relations between Canada and South Africa was the conviction that Canadians might get much more business in South Africa if they would get after it more aggressively. South Africa would be dependent on the outside world for many supplies for years to come and had given Canada a preference. If Canadian manufacturers made a study of the trade they could do profitable business there.

THE FIRST COPPER OUTPUT.

ON Monday the Syracuse Smelting Co., Montreal, turned out six tons of casting copper. This, their first trial, was successful in every respect and it is confidently expected that ten tons will be produced daily.

In addition to casting copper, this company are going to make phosphor copper, which is getting to be largely in demand by electrical concerns. They are also going to make phosphor bronze ingots, red bronze as well as yellow brass ingots, which they hope in course of time to suppiy the wants of the Canadian trade. While there is copper made in Canada, none that could be used, as there is only what is known as blister copper as well as copper matte, and all of it is sent to the United States for to be refined. If the Canadians would place all their orders in Canada, there is no question but what there is a large trade to be done by the Syracuse Smelting Company.

MARKETS AND MARKET NOTES

QUEBEC MARKETS.

Office of HARDWARE AND METAL,
232 McGill Street.
Montreal, February 5, 1904

Hardware.

THE city trade has not been very satisfactory through the week, but the demand from outside points shows up a little better, though the stormy weather has prevented many retailers from getting deliveries of goods. Stocks are plainly very low throughout the country, and there is no doubt but that people want the goods, and would make purchases were they not prevented (in rural communities) from reaching the stores. A return of good sleighing would certainly greatly improve trade. Perhaps, however, the conditions prevailing now are not an unmixed evil, for many retailers are taking stock the first of February, and the lull in the trade gives them an opportunity to complete it with despatch. The railroads have had great difficulty in places to transport goods with any kind of promptness, and some manufacturers have been obliged to cease their heavy shipments westward. There are few quotable changes this week. The prices for 1904 on lawn mowers will be noted below.

Lawn Mowers—A few orders have been received already for these goods. They are quoted as follows: With 8-inch wheel, sizes 12, 14 and 16, $2.65 each; with 9-inch wheel, size 12, $3; size 14; $3.12 1-2; size 16, $3.25 each; Philadelphia pattern, size 12, $3.25, size 14, $3.50; size 16, $3.75 each; High Wheel, size 12, $4; 14, $4.25; 16, $4.50; 18, $4.75; 20, $5.25 each.

Spring Hinges—Orders continue to come in moderately well for future delivery. Prices are unchanged. We quote as follows: No. 5, $17.25 per gross; No. 10, $18 per gross; No. 20, $10.50; No. 120, $20; No. 51, $9.25; No. 50, $27.50.

Game Traps—There is but little doing. The discount is 72 1-2 per cent. on "Victor" and 60 and 2 1-2 per cent. on "Hawley & Norton."

Poultry Netting—A few orders have been received this week. The discounts for 2-inch 19-gauge standard extras are 60 and 5; for 2-inch 16-guage, the discounts are 55 and 5 per cent.

Wire Nails—There is a light movement in wire nails this week. We quote: $2.40 per keg in carlots, and $2.45 per keg in small lots f.o.b. Gananoque, Montreal, London, Hamilton, Toronto, Brantford, Windsor, Ont., and St. John.

Cut Nails—There is still a fairly good enquiry for cut nails, and were it not for the weather conditions there would be a good trade doing. We quote $2.30 per keg f.o.b. Montreal, Toronto, Hamilton and St. John.

Fence Staples—These are commencing to move out more briskly. We quote as follows: $3 per 100-lb. keg for galvanized, and $2.80 for bright; 25 to 50-lb. packages, 25c. extra.

Pressed Spikes—There is no change. The discount is 25 per cent.

Horsenails—The demand for horsenails is quite satisfactory for the season. Our quotations are as follows: "M" brand, "Oval" and "New City" heads, 55 per cent.; "Countersunk" heads, 55 per cent.; "C" brand, 40, 10 and 7 1-2 per cent. off; "Monarch," 50 and 7 1-2 per cent. and "Peerless," 50 per cent.

Horseshoes—Trade is fair at unchanged prices as follows: Iron shoes, light and medium pattern, No. 2 and larger, $3.65; No. 1 and smaller, $3.90; snow pattern, No. 2 and larger, $3.90; No. 1 and smaller, $4.15; light steel shoes, No. 2 and larger, $3.80; No. 1 and smaller, $4.05; featherweight, all sizes, 0 to 4, $5.35; toe weight, all sizes, 1 to 4, $6.60. Shoes more than one size in a keg, 10c. per keg extra f.o.b. Montreal only.

Fire Shovels—A few sorting orders are being received. Our quotations are as follows: No. 70, 39c. per dozen; No. 55, 55 to 82c. per dozen; No. 57, 82c. to $1.10 per dozen; No. 60, 70 to 88c. per dozen; No. 65, $1.10 to $1.23 per dozen; Duplex, No. 7, 96c. per doz.; No. 9, $1.20 per dozen; No. 11, $1.54 per dozen.

Snow Shovels—The demand for these is keeping up well. We quote the following prices: "Habitant," $2.50 to $2.75 per dozen; "Victor," 30 per cent. off; steel railroad shovels, 45 per cent. off.

Screen Wire Cloth—Orders are commencing to arrive more freely for Spring delivery. The price is $1.50 per 100 square feet.

Galvanized Coil Spring Wire—The demand keeps up fairly well. We quote as follows: Nos. 6, 7 and 8, $3.20; No. 9, $2.70; No. 10, $3.30; No. 11, $3.35; No. 12, $2.95; No. 13, $3.10. Car lots 5 cents less. Freight prepaid in less than car lots to extent of 25 cents and in car lots to extent of 20 cents. For following factory points freight is equalized: Montreal, Hamilton, London, Welland, Windsor, Stratford.

Galvanized Wire—There is some improvement over last week. We quote as follows: No. 5, $3.65; Nos. 6, 7, and 8, $3.10; No. 9, $2.45; No. 10, $3.15; No. 11, $3.20; No. 12, $2.60; No. 13, $2.70; No. 14, $3.70. In carlots f.o.b. Cleveland, No. 5, $2.15; Nos. 6, 7, 8 and 9, $2.10; No. 10, $2.15; No. 11, $2.20; No. 12. $2.25; No. 13, $2.35; No. 14, $2.45. In less than carlots, 12 1-2c. extra per 100 lbs. will be charged.

Barb Wire—There are a few orders coming in. Our quotations are: $2.75 per 100 lbs. f.ob. Montreal and $2.50 f.o.b. Cleveland. Carlots of 15 tons, $2.40 f.o.b. Cleveland.

Smooth Steel Wire—There is a fair demand. We quote as follows: Bright and annealed, $2.50 per 100 lb. f.o.b. Montreal, Toronto, Halifax, London, Hamilton and St. John. Net extras per 100 lb. are now as follows: Coppered wire, 60c.; tinned wire, $2; oiling, 10c.: spring wire, $1.25; best steel wire, 75c.; bright soft-drawn, 15c.; hay-baling wire, 20 to 25c.

Fine Steel Wire—There is no improvement in the demand this week. The discount is 25 per cent. with net extras as follows: 1 and 2-lb. hanks, 25c. per 100 lb.; 1-2-lb hangs, 37 1-2c., and 1-4-lb. hangs, 50c.

Brass Wire—There is little doing. The discount is 60 per cent.

Copper Wire—The market is very quiet. The discount is 60 per cent.

Rivets and Burrs—The market is a little more active this week. We quote the discounts as follows: Best iron rivets, section carriage and wagon box, black rivets, tinned do., coopers' rivets and tinned swede rivets, 60 and 10 per cent.; swedes iron burrs are quoted at 55 per cent. off; copper rivets with the

usual proportion of burrs, 45 per cent. off and coppered iron rivets and burrs, in 5-lb. carton boxes are quoted at 60 and 10 per cent. off list.

Bolts and Nuts—One or two factories in the United States have advanced prices a little, but it is not general. Prices here may stiffen but an immediate advance is not looked for. We quote the following prices: Carriage bolts, common ($1.00) list, 3-16 and 1-4 diameter, 60 per cent.; carriage bolts, common ($1.00) list, 5-16 and 3-8 diameter, 55 and 5 per cent.; carriage bolts, common ($1.00) list, 7-16 diameter and up, 55 per cent.; carriage bolts, full square ($2.40) list, 60 per cent.; carriage bolts, Norway iron ($3.00) list, 60 per cent.; machine bolts, 3-8 diameter and under, 60 per cent.; machine bolts, 7-16 diameter and larger, 55 and 5 per cent.; plow bolts, 55 and 5 per cent.; blank bolts, 55 and 5 per cent.; bolt ends, 55 and 5 per cent.; sleigh shoe bolts, 70 per cent.; coach screws, cone point, 70 per cent.; nuts, square, all sizes, 4c. per lb. off; nuts, hexagon, all sizes, 4 1-4c. per lb. off.

Washers, 45 per cent. off.

Screws—A fair trade is doing. The discounts are: Round head bright, 82 1-2 per cent.; flat head bright, 87 1-2 per cent.; brass, round head, 75 per cent.; brass, flat head, 80 per cent.

Shot—There is not much doing. Our quotations are as follows: Ordinary drop shot, A.A.A. to dust, $6.50 per 100 lb.; chilled, Nos. 1 to 10, $7 per 100 lb.; buck and seal, $7.50 per 100 lb.; ball, $8 per 100 lb. Trade discount 17 1-2 per cent. f.o.b Montreal, Toronto, Hamilton, London, St. John, N.B., and Halifax.

Lanterns—Demand is light. We quote: Lift, hinged or tilt, $4 to $4.25 per doz.; cold blast No. 2, $7 to $7.50; painted dashboard, $6.50 to $6.75; plain dashboard, $6 to $6.25; searchlight, $20 to $24 doz.; brass cold blast, small, $9.75 to $10.

Cordage—There is little doing in this line. Cotton goods are selling well at firm prices. We quote: Pure manila, 14 1-2c.; British pure manila, 12c.; sisal, 11 1-2c.; double lathyarn, 11c.; single lathyarn, 10 1-2c.; Russian tarred spunyarn 13 1-2c.; jute rope, 3-8-in. in diam. and upwards, 9c.; cotton rope, 26c.; cotton twine, 22 to 24c. for 3 and 4 plv. Cotton bedcord, 90c. to $1.70, according to length. Sash cord 30c.; cotton candle wick, 21c.

Building Paper—Only a light movement is reported on this market. Our quotations are as follows: Tarred felt, $1.85 per 100 lb.; 2-ply ready roofing, 90c. per roll; 3-ply, $1.15 per roll; carpet felt, $2.25 per 100 lb.; dry sheathing, 40c per roll; tar sheathing, 50c. per roll; dry fibre, 55c. per roll; tarred fibre, 65c. per roll; O.K. and I.X.L., 70c per roll; heavy straw and sheathing, $35 per ton; slaters' felt, 65c. per roll.

Cement—Trade is quiet and prices steady. We quote: Canadian cement, $1.90 to $2.25; German, $2.25 to $2.40; English, $2.15 to $2.25; Belgian, $1.70 to $1.95 per bbl., ex store, and American, $2.20 to $2.40 ex-cars.

Firebricks—There is little doing. We quote: English, $16 to $22 per 1,000; and Scotch, $17, to $22.

PLUMBING GOODS.

The trade in plumbers' supplies is commencing to open out fairly well for early Spring. The travellers are out on the road, and orders are coming in satisfactorily. The beginning of the season shows up well, and hopes are entertained for a brisk Spring and Summer trade. The new prices out on iron pipe show some reduction, which will be found below. Otherwise there is no quotable change. Lead pipe and soil pipe are steady.

Lead Pipe—There is some demand, and orders are filled on a basis of 8c. for composition and waste, and 7c. for ordinary. The discount is 35 per cent.

Iron Pipe—This is moving out well. A change in the discounts reduces prices considerably. We quote the following prices: Standard pipe, per 100 feet, in lengths under 19 feet—black, 1-8-in., $2.30; 1-4-in., $2.30; 3-8-in., $2.55; 1-2-in., $2.85; 3-4-in., $3.65; 1-in., $5.20; 1 1-4-in., $7.35; 1 1-2-in., $8.95; 2-in., $12.55. Galvanized—1-4-in., $3.20; 3-8-in., $3.45; 1-2-in., $3.90; 3-4-in., $5; 1-in., $7.20; 1 1-4-in., $10.05; 1 1-2-in., $12.20; 2-in., $16.85. In the above the discount on 1-8, 1-4 and 3-8 in black and 1-4 and 3-8 in galvanized is 12 1-2 per cent.; and on 1-2 to 2, inclusive, in black and galvanized is 15 per cent. Extra heavy pipe, plain ends, are quoted per 100 feet as follows: Black, 1-2-in., $4.20; 3-4-in., $5.25; 1-in., $7.55; 1 1-4-in., $10.55; 1 1-2-in., $12.75; 2-in., $17.60. Galvanized—1-2 in., $5.20; 3-4-in., $6.65; 1-in., $9.55; 1 1-4-in., $13.25; 1 1-2-in., $16; 2-in., $21. The discount on all sizes of extra heavy pipe is 12 1-2 per cent.

Soil Pipe and Fittings—There is a moderate trade doing. The discounts are as follows: Light soil pipe, 3 to 6-in., 50 and 10 per cent.; medium and extra heavy soil pipe, 2 and 6-in., 60 per cent.; extra heavy soil pipe, 8-in., 45 per cent. Light fittings, 2 to 6-in., 50 and 10 per cent.; medium and extra heavy fittings, 2 to 6-in., 60 and 5 per cent.; extra heavy fittings 8-in., 45 per cent.

Solder—This continues to go well at unchanged prices, viz., 18c. for wire solder and 17 1-2c. for bar.

METALS.

The metal market continues quiet. Pig iron is moving slowly, on account of the American importations, pig tin has weakened in the Old Country and here, but no quotable change has been made. Copper has firmed up a little, and is this week quoted 25c. per 100 lbs. higher. Antimony has also advanced and is now quoted at 8c. Tinplates in the Old Country are firm and somewhat higher.

Pig Iron—Summerlee is quoted somewhat higher this week. Trade, however, is quiet, and except for some special brand there is a small market. American manufacturers have sold iron in Ontario and here at very low prices. It is reported that a good brand of American iron was sold in Ontario at less than $17 per ton. We now quote: Summerlee, $19.50 to $20; Carron, No. 1, $21; do., No. 3, $18.50 to $19; Middlesboro', No. 3, $17 to $17.50; Ayersome, No. 1, $20; do., No. 3, $19.40.

Bar Iron—There is no change. We quote merchants' bar, $1.80; horseshoe iron, $2.05; forged iron, $2.

Black Sheets—This continues to improve in sales. We quote: 28-guage, $2.35; 26-guage, $2.30; 22 to 24-gauge, $2.25; 18 to 20-gauge, $2.30, and 8 to 10-gauge, $2.40.

Galvanized Iron—There is a fair demand for this. We quote: Queen's Head, $4.30; Gorbal's "Best Best," $4.30; Apollo, 10 3-4 oz., $4.30; Fleur-de-Lis, $4; Comet, $4; Bell brand, $4. In less than case lots 25c. extra.

Tinplates—The English market remains very firm. Locally there is no change, and prices are: Cokes, $3.75; charcoals, $4.

Terne Plates—We quote: $6.75 to $7.

Ingot Tin—The market has eased off somewhat though there has been no change in price, and we still quote 32 to 32 1-2c.

Ingot Copper—The market is very firm and an advance of 25c. is quoted, making the price $13.75 to $14 per 100 lbs.

Coil Chains—There is not much doing. We quote: No. 6, 10c.; No. 5, 9c.; No. 4, 8 1-2c.; No. 3, 7c.; 1-4-in., $6.10; 5-16-inch, $4.70; 3-8-inch., $4.00; 7-16-inch, $3.80; 1-2-inch, $3.70; 9-16-in., $3.55; 5-8-in., $3.35; 3-4-in., $3.30; 7-8-in., $3.25; and 1-in., $3.20, with 10c allowance on carlots.

Canada Plates—We hear of no further advances in this line, and prices are steady to firm as follows: 52s., $2.30; 60s., $2.40; 75s., $2.55; full polished, $3.60, and galvanized, $4 to $4.10; galvanized 60s., $4.25 to $4.35.

Steel—The market remains quiet at unchanged prices. We quote: Sleighshoe, $1.90; tire, $1.95 to $2.10; spring, $2.75 to $2.95; toe calk, $2.55; machinery (iron finish), $2.45; square harrow, $2.45.

Tool Steel—There is some demand. We quote: Black Diamond, 8 to 9c.; Sanderson's, 8 to 9c., according to the grade; Jessop's, 13c.; Jonas & Colver's, 10 to 20c; "Air Hardening," 50 to 65c. per lb.; Conqueror, 7 1-4c.

Pig Lead—This market is quiet. Prices are $3.20 to $3.30.

Antimony—There is a fair demand. The price has been advanced to 8c.

Sheet Zinc—A moderate trade is doing on a basis of $6.15 to $6.25 for cask lots, and $6.50 for smaller lots.

Zinc Spelter—There is not much doing. We quote 6c.

Scrap Metals—Trade continues quiet. We quote the following prices: Heavy copper and wire, 9 1-2 to 10c per lb.; light copper 10c.; heavy red brass, 10c.; heavy yellow, 8 1-2c.; light brass, 5 1-2c.; lead, 2 1-4 to 2 1-2c.; zinc, 2 3-4 to 3c.; iron, No. 1 wrought, $11 to $12; machinery scrap, $13 to $15; stove plate, $12; mallable and steel, $6; mixed country rags, 60 to 70c. per 100 lb.; old rubbers 6 to 6 1-2c. per lb.

Ashes.

There is no change. Prices are firm owing to light recipts, and a fair trade is doing. We quote:

First pots, per cwt	6 00	6 10
Seconds	5 60	5 65
Pearls, per 100 lb	7 00	7 25

Hides.

There is still some demand for hides. We quote:

No. 1 beef hides		0 08
No. 2 "		0 07
No. 3 "		0 06
Lambskins	0 70	0 75
No. 1 calfskins	0 09	0 11

ONTARIO MARKETS.

Office of HARDWARE AND METAL,
10 Front street east.
Toronto, February 5, 1904.

Hardware.

EXCEPTIONAL weather conditions make it impossible to base an accurate comparison of trade prospects by the volume of business coming. Travellers of practically every line of business report that they are unable to cover their usual territory owing to the heavy snow and that in most districts they find retailers are having a dull time at the moment owing to the trouble farmers and other buyers have in reaching the market. The retailers, however, are not pessimistic, and, as a rule, are placing orders of about the same volume as last year. Yet it is noticeable in wire and wire products that there is not the same eagerness on the part of retailers to protect themselves against an advance. Some are even waiting for a decline. For the benefit of such it is worth noting that the general impression is that the next change in this line will be upwards. An advance in sizes 8 and 10 of socket scoops has been made by Canadian manufacturers. No. 8 is now $20 and No. 10 $24. Cotton has kept high until this week, during the latter part of which considerable reductions in raw cotton have eased the price of various cotton goods. No other price changes are noted.

Screen Wire Cloth—Orders are coming in fairly well at the new prices, $1.50 per 100 square feet.

Spring Hinges—A fair business is reported. Prices are steady as follows: No. 5, $17.25 per gross; No. 10, $18 per gross; No. 20, $10.50; No. 120, $20; No. 51, $9.25; No. 50, $27.50.

Galvanized Wire—Business shows more activity, though many dealers seem to expect lower figures, which jobbers agree are not likely to come. No. 5, $3.65; Nos. 6, 7 and 8, $3.10; No. 9, $2.45; No. 10, $3.15; No. 11, $3.20; No. 12, $2.60; No. 13, $2.70; No. 14, $3.70. In carlots f.o.b. Cleveland, No. 5, $2.15; Nos. 6, 7, 8, and 9, $2.10; No. 10, $2.15; No. 11, $2.20; No. 12, $2.25; No. 13, $2.35; No. 14, $2.45. In less than carlots, 12 1-2c. per 100 lbs. extra charged.

Barb Wire—A moderate trade is doing We quote as follows: $2.75 per 100 quote as follows: $2.75 per 100 lbs. f.o.b. Toronto, and $2.50 f.o.b. Cleveland. Carlots of 15 tons, $2.40 f.o.b. Cleveland.

Coiled Spring Wire—This wire seems to be in more favor but, like other lines, more confidence as to the future is necessary before retailers order freely. Prices are now as follows: No. 9, $2.70 per 100 lbs. f.o.b. Cleveland, freights equalized with factory points at Hamilton, London, Welland or Windsor and allowance to other points up to 25c.; carlots, $2.65, freight allowance to 20c.

Wire nails—There is a better future order business doing with the base price for ordinary lots decidedly stiff at $2.45 per keg f.o.b. Toronto, with carlots $2.40.

Cut Nails—The market is not strong and there is not much doing even at the reduced price, $2.30 per keg f.o.b. Toronto and Hamilton.

Horseshoes—There is not much trade doing. We again quote as follows: Iron shoes, light and medium pattern, No. 2 and larger, $3.80; No. 1 and smaller $4.05; snow pattern, No. 2 and larger, $4.05; No. 1 and smaller, $4.30; light steel shoes, No. 2 and larger, $3.95; No. 1 and smaller, $4.20; featherweight, all sizes, 0 to 4, $5.50; toe weight, all sizes, 1 to 4, $6.75. If shipped from factory 15c. less.

Horsenails—Very little doing this week. We quote discounts as follows: "M" brand, "Oval" and "New City" heads, 55 per cent.; "Countersunk" heads, 55 per cent.; "C" brand, 40, 10 and 7 1-2 per cent. off; "Monarch," 50 and 7 1-2 per cent. and "Peerless," 50 per cent.

Screws—Business is not active. Prices are steady. We quote as follows: Flat head bright, 87 1-2 per cent. discount; round head bright 82 1-2 per cent.; flat head brass, 80 per cent.; round head brass, 75 per cent.; round head bronze, 70 per cent.; flat head bronze, 75 per cent.

Rivets and Burrs—Business is even more active, with no change in prices. We quote: Iron rivets, 60 and 10 per cent. discount; iron burrs, 55 per cent.; copper rivets, with usual proportion of burrs, 45 per cent.

Bolts and Nuts—A good business at steady prices is reported. We quote the following prices: Carriage bolts, common ($1 list), 3-16 and 1-4-in., 60 per cent.; 5-16 and 3-8in., 55 and 5 per cent.; 7-16 and up, 55 per cent.; carriage bolts, full square ($2.40 list), 60 per cent.; carriage bolts, Norway iron ($3 list), 60 per cent.; machine bolts, 3-8 and less, 60 per cent.; 7-16 and up, 55 and 5 per cent.; coach

PORTLAND CEMENT

CANADIAN, ENGLISH, GERMAN and BELGIAN.

FIRE BRICKS, FIRE CLAY, ENAMELLED BRICKS, all colors. BUILDING BRICKS.

SEWER PIPES, CULVERT PIPES, WHEELBARROWS, FOUNDERS' and CONTRACTORS' SUPPLIES.

F. HYDE & CO.

31 WELLINGTON ST., MONTREAL

. . FULL STOCK . .

Salt Glazed Vitrified

SEWERPIPE

Double Strength Culvert Pipe a Specialty.

THE CANADIAN SEWER PIPE CO.

HAMILTON, ONT. TORONTO, ONT.
ST JOHNS, QUE

Deseronto Iron Co.

LIMITED

DESERONTO, ONT.

Manufacturers of

CHARCOAL PIG IRON

BRAND "DESERONTO."

Especially adapted for Car Wheels, Malleable Castings, Boiler Tubes, Engine Cylinders, Hydraulic and other Machinery where great strength is required; Strong, High Silicon Iron, for Foundry Purposes.

"MIDLAND"

BRAND

Foundry Pig Iron.

Made from carefully selected Lake Superior Ores, with Connellsville Coke as Fuel, "Midland" will rival in quality and grading the very best of the imported brands.

Write for Price to Sales Agents

Drummond McCall & Co.

MONTREAL, QUE

or to

Canada Iron Furnace Co.

MIDLAND, ONT. Limited

screws, cone points, 66 2-3 and 10 per cent.

Cordage—Manila and sisal rope are firm, but cotton products are rather easier owing to reductions in raw cotton. We quote as follows: Pure manila, 14 1-2c.; British pure manila, 12c.; sisal, 11 1-2c.; double lathyarn, 11 1-2c.; single lathyarn, 11c.; double shingleyarn, 11 1-2c.; single shingleyarn, 11c.; sashcord "Hercules," 29 to 30c; "Star," 36 to 38c.; cotton rope, 3-16-in. and up, 20 1-2 to 22c.; 5-32-in., 25 to 27c.; 1-8-in., 25 to 28c.; cotton twine, 3-ply, 23 to 24c.; 4-ply, 27 1-2 to 28c.; calking cotton, 16c.; cotton waste, colored, 6 3-4c.; white, 10 to 12c.

Winter Lines—There is little doing now in the essentially Winter lines except in snow shovels, which are still moving nicely. Prices are steady in all these lines.

Woodenware—A fair movement for the season is reported at steady prices. We quote per dozen: Washboards, Victor $1.35; Crown, $1.45; Improved Globe, $1.60; Standard Globe, $1.70; Original solid Globe, $2; Superior Solid Back Globe, $2.15; Jubilee, $2.10; Pony, 95c.; Dominion King (glass), $3.10. Tubs, No. 0, $10.50; No. 1, $8.50; No. 2, $7.50; No. 3, $6.50. Pails, No. 1, 2 hoops, $1.75 and $1.90.

Building Paper—Manufacturers state that business is dull at the moment but jobbers are receiving many orders for this line. Quotations are: Tarred felt, $1.85 per 100 lbs.; 2-ply read roofing, 90c. per roll; 3-ply, $1.15 per roll; carpet felt, $2.25 per 100 lb.; dry sheathing, 40c. per roll; tar sheathing, 50c. per roll; dry fibre, 55c. per roll; tarred fibre, 65c. per roll; O.K. and I.X.L., 70c. per roll; heavy straw and sheathing, $35 per ton; slaters' felt, 60c. per roll.

Cement—The cement market is quiet. Last week's prices continue unchanged. We again quote as follows: Canadian Portland at $2.05 to $2.65 Toronto, and $1.65 to $1.90 at the works; American Portland, $2 Toronto.

Firebricks—Firebricks are dull. We quote English and Scotch each at 28 to 35c.

PLUMBING GOODS.

The trade in plumbing goods is more brisk than last week. The prices then quoted continue unchanged.

Lead Pipe—Business is quiet as usual at this season. Our quotations are: Lead, 7c.; lead waste pipe, 8c.; discount 35 per cent.

"DOMINION CROWN"

Polished Sheet Steel.

Best substitute for Russia Iron. Unequalled value.

A. C. LESLIE & CO.

509-512 Merchants Bank Building, MONTREAL.

Our Object

is to give the dealer in, and the user of our Pumps entire satisfaction.

McDougall Standard Pumps

are made with that object in view.

Do you handle them?

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McDougall Pumps —Made in Canada

The R. McDougall Co., Limited

GALT, ONTARIO.

OAKEY'S 'WELLINGTON' KNIFE POLISH

The original and only Genuine preparation for Cleaning Cutlery 6d. and 1s Canisters.

JOHN OAKEY & SONS, LIMITED

MANUFACTURERS OF

Emery, Black Lead, Emery, Glass and Flint Cloths and Papers, etc.

Wellington Mills, London, England

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JOHN FORMAN, 644 Craig Street

MONTREAL

NOVA SCOTIA STEEL & COAL CO., Limited

NEW GLASGOW, N.S.

Manufacturers of

Ferrona Pig Iron

And SIEMENS MARTIN

OPEN HEARTH STEEL

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APR -5 1904
Cut Book 17

Soil Pipe and Fittings—Trade is fair in soil pipe and fittings. We quote the following prices: Lead soil pipe, 50 per cent.; light soil pipe fittings, 50 and 10 per cent.; medium and extra heavy pipe and fittings, 60 per cent.; 7 and 8-in. pipe, 40 and 5 per cent.

Iron Pipe Fittings—Trade is quiet but steady in iron pipe fittings. We quote the following discounts: Malleable fittings, 15 per cent.; cast iron (standard), 57 1-2 per cent.; headers (not standard), 52 1-2 per cent.; flanged unions, 52 1-2 per cent.; bushings and plugs, 57 1-2 per cent.; nipples, up to 2-in., 65 per cent.; nipples 2 1-2 to 6-in., inclusive, 60 per cent.

Copper Range Boilers—Trade is steady. Discounts at 15 per cent. continue.

Brass Goods—Fairly good trade doing in steamfitters' brass goods, with prices steady.

Iron Pipe—Trade is fair in iron pipe this week. We quote f.o.b. Toronto: 1-8-in., $3.25; 1-4-in., $2.30; 3-8-in., $2.55; 1-2-in., $2.85; 3-4-in., $3.65; 1-in., $5.20; 1 1-4-in., $7.35; 1 1-2-in., $8.95; 2-in., $12.55; 2 1-2-in., $19.25; 3-in., $22.75; 3 1-2-in., $28.75; 4-in., $35.25.

METALS.

Were it not for the pessimistic tone of American manufacturers there would be nothing to disturb the confidence of metal merchants and consumers in the future. The freight blockade, while seriously interrupting trade at the moment, is not materially curtailing consumption of metal, which appears to be even larger than last year. Pig iron prices are unchanged, the furnacemen holding firmly for their quotations. Tin is not strong. Higher prices are looked for on copper. Galvanized sheets are lower. Bar iron is steady. Altogether the market is in a sound position, a fairly good business from stock and an improving demand for later delivery being noted.

Pig Iron—While the United States market is irregular the Canadian furnaces are kept busy and are getting good prices. Quotations are steady at $18.50

Kearney & Foot Co.

This well-known brand of Files have been sold all over the world for the past twenty-five years.

The standard of excellence, sharp teeth, highly tempered.

The KEARNEY & FOOT Horse Rasp is superior to all others.

For sale by :

H. S. HOWLAND SONS & CO., Toronto.
JAMES ROBERTSON CO., Winnipeg.
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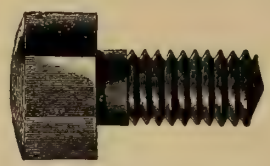

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Manufacturers of
Set and Cap Screws, Special Milled Work, Engine Studs, Etc. Cold Punched Nuts of every variety of finish.
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NEW RAILS

12, 14, 16, 18, 20, 24, 30, 35 and 56 lbs. to the Yard—carried in STOCK for prompt shipment. TRACK REQUISITES.

Sessenwein Bros., 103 Shannon St. MONTREAL.

STANLEY RULE & LEVEL CO.,

NEW BRITAIN, CONN., U.S.A.

IMPROVED CARPENTER'S TOOLS

SOLD BY ALL HARDWARE DEALERS.

PORTLAND CEMENTS

Best German, Belgian and English Brands.

FIRE BRICKS
FIRE CLAY
FLUE LININGS
DRAIN PIPES
HARD WALL PLASTER
CALCINED PLASTER
WHEELBARROWS
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A Full Stock of Builders' and Contractors' Supplies.

W. McNALLY & CO.
40 to 52 McGill St (Cor. Wellington St.)
MONTREAL
Write for our quotations.

Want Ads.

In this paper cost 2 cents per word first insertion, 1 cent per word subsequent insertions. Contractions count as one word, but five figures (such as $1,000) may pass as one word. Cash remittance to cover cost **must in all cases** accompany orders, otherwise we cannot insert the advertisement. When replies come in our care 5 cents additional must be included for forwarding same. Many large business deals have been brought about through advertisements of 20 or 30 words. Clerks can be secured, articles sold and exchanged, at small expenditure.

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PAGE METAL GATES

3 feet wide, 4 feet high, including hinges and latch.....$2.75
10 feet wide, 4 feet high, including hinges and latch 5.75
Other sizes in proportion.

Supplied by us or local dealer. 203

THE PAGE WIRE FENCE CO. Limited, - Walkerville, Montreal, Winnipeg, St. John

for No. 1 and $18 for No. 2 f.o.b. Toronto. Prices at midland are $1.50 lower.

Bar Iron—There is a fairly good business with prices nominally unchanged. Our quotations are as follows: $1.80 f.o.b. Toronto for extras cut to length while rolling; 2 ft. and over, 10c. per 100 lb.; 1 ft. and under 2 ft., 15c.; under 1 ft. 20c., over 20 ft. by special agreement according to length and size.

Black Sheets—Demand from stock for this line has been excellent while enquiries for forward delivery are good. We quote the following prices: 10 to 16 gauge, $2.50; 18 to 20 gauge, $2.70; 22 to 24 gauge, $2.90; 30 gauge, $3.

Canada Plates—There is a fair movement at unchanged prices. Prices here are too low for the American producers to reach them. We quote: All dull, $2.50; half-polished, $2.60; and all-bright, $3.50.

Tin—Outside markets are easier, but stocks here are very light and prices steady. We now quote prices at $30.50 to $31.50.

Galvanized Sheets—Business continues steady. Prices are somewhat easier. We quote: Queen's Head, $4.25 for 28 gauge; American, $4 for 24 gauge; Bell brand, $4.25 for 28 gauge; Gordon Crown, $4.25 for 28 gauge.

Tinplates—The demand for shipment from stock has improved, but orders for future delivery are not coming in freely. We quote as follows: Coke plates, bright, 14x20, $3.75; charcoal plates, $4.25.

Copper—There is a fair movement. in both sheet and ingot. Prices are steady at follows: Ingot copper, $13.75, and sheet copper, $20 per 100 lbs.

Brass—There is a fair trade, with the discount steady at 15 per cent.

Lead—Some small orders have been received. Quotations steady. We quote: $3.30 per 100 lb. for pig lead and $3.65 for bar lead.

Zinc Spelter—The volume of business is not large. Prices show an upward tendency at primary market, but the local situation is unchanged at 6 to 6 1-2c. per lb.

Zinc Sheets—The market is firm and a fair business doing in smal lots. We quote: Cask lots, $6.75 to $7, and part casks, $7 to $7.25.

Solder—Good trade doing. Prices are still stiffening. We quote: Guaranteed half-and-half at 18c., and wiping, 17c.

PETROLEUM.

A fair demand is reported this week. Canadian and American water white are quoted 1-2c. higher. There is nothing special to note. We quote: Canadian prime white, 19 1-2c.; Canadian water white, 21 1-2c.; American prime white, 20c.; American water white, 22c., ex-warehouse.

Old Material—Owing to the recent very heavy snowfall, country traffic is practically at a standstill and as most of the old material comes from the country, the supply is very limited. Dealers claim a good demand and say that if they could supply the demand they would be doing a good business. As it is, business is dull. Prices remain unchanged from last week. We quote as follows: Heavy copper and wire, 10c. per lb.; light copper, 9c. per lb.; heavy red brass, 9 1-2c. per lb.; heavy yellow brass, 8 to 8 1-4c. per lb.; light brass, 5c. per lb.; lead, $2.35 per cwt.; scrap zinc, 3c per lb.; iron, No. 1 wrought, $10.50; No. 2 wrought, $4; machinery cast scrap, $13 to $14; stoveplate, $10; malleable and steel, $4; old rubbers, 5 1-2 to 6c. per lb.; country mixed rags, 50c. per 100 lb.

Hides, Skins and Wool.

There is a marked advance in fleece and pulled wools. Other than this no change is noted. We quote:

HIDES.

No. 1 green, per lb.	0 07½
" 2 " "	0 06½
" 1 " steers, per lb.	0 08
" 2 " "	0 07
Cured, per lb.	0 08½

CALFSKINS.

Veal skins, No. 1, 6 to 12 lb. inclusive	0 09
" " " 2 " " "	0 07
" " " 1 15 to 20 lb "	0 08
" " " 2 " "	0 06
Deacons (dairies), each	0 60 0 70
Lamb and sheep skins	0 90

WOOL.

Unwashed wool, per lb.	0 09 0 16
Fleece wool, "	0 17 0 18
Pulled wools, super, per lb.	0 19 0 22
" " extra "	0 23 0 24
Tallow, per lb.	0 04½ 0 05

REASONS FOR USING

OUR CELEBRATED

Sheet Metal Building Materials

First and foremost, there's the sterling reliability of the goods—you're absolutely sure of qualities being exactly as represented. Our prestige in that respect has been fairly earned, and it counts for a great deal that your customers never find ground for complaint in the goods we deliver to you.

In addition, there's the ease of handling—the studied, artistic effects—the fire and lightning-proof qualities—and the many other details that have made sheet metal the popular building material for all progressive people.

SHINGLES, CEILINGS, SIDINGS, CORNICES and every other Building Requisite in the very highest grade.

You'll do better business by handling our goods.

The Metallic Roofing Co., Limited

TORONTO MONTREAL WINNIPEG

PITTSBURG METAL MARKETS.

NATIONAL TUBE CO. having booked considerable tonnage has decreased its discounts one point all around, equivalent to advance of 4 per cent. net on black and slightly less percentage on galvanized, independents have agreed among themselves to follow suit. Hoop association broken up on account of many charges cutting, market is wide open now and 1.55 full hoop extras is open carload price which is subject to concessions on desirable tonnage, old price 1.65 on contracts this includes light bands while heavy bands 12 gauge and heavier are under steel bar classification and governed as formerly by bar association. Sheets are 2.25 ordinary carloads for anybody who wants them although independents have gone through formality of deciding 2.30 should be minimum price. Have further confirmation nothing in report last week steel corporation had made deal with Welsh tin mills.—Wednesday's telegraph report to the Metal Market, New York.

THE U. S. STEEL MARKET.

The Unted States Steel Corporaton are blowing in additional stacks, and have largely increased production to cover requirements. The drastic measures of November and December have told, and it is understood that even with the new capacity at work the requirements are urgent. Specifications for steel are coming in at a more lively rate, and tonnage is increasing.—Iron Age.

TRADE CONDITIONS IN BRITISH COLUMBIA.

By Regular Correspondent of HARDWARE AND METAL.

THE lumbermen are to ask the railway company to meet them in the effort to shut out disastrous competition of lumber mills from the U. S., which have been shipping lumber into the Northwest and Manitoba and selling at sacrifice prices. The millmen have been negotiating with the C. P. R. for some time to get a concession of sufficiently substantial size to prevent ruinous competition.

As the situation has been for some months now, the mills of the western states have been overproducing and the market is quiet on the other side of the line. To prevent slaughter of surplus on the home market the millmen there have been sending into Canada large quantities of lumber. Not only have they been sacrificing profits to get rid of this surplus, but to lay it down in the Northwest and Manitoba, they have the advantage of better freight rates. The mill men have asked the C. P. R. to give them a concession on freight rates, and they will then make such additional reduction as will make it difficult for lumber to be sold in Canada against the home production.

The question of a $2 per thousand duty on the lumber coming from the States will also be pressed at this session of the Dominion Parliament. The lumbermen claim that they have not been fairly treated in comparison with other industries. They have been for years open to competition with lumber which can be imported from the U. S. free of duty and with better freight rates to competing points. They claim the industry is of such importance to Canada that a fair protective tariff should be imposed to equal that imposed on Canadian lumber going into the United States.

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The newest feature of local lumber conditions is the announcement that a syndicate of mill men from Blaine, Wash., have arranged to build a number of small portable saw mills, with a capacity of 15,000 feet each per day, on the limits owned or controlled by the syndicate, who have large timber holdings here. The enterprise is in charge of C. T. Moore, of Blaine, and J. F. Reilly, of Vancouver, who secured the timber limits.

The lumber to be sawed in these mills is all cedar, which is being so much cut out in the neighboring State of Washington that the mill men there have to look afield for their supply. The intention is to cut the lumber here right on the claims, ship it by barges in the rough direct to Ballard, Wash., where the syndicate control planing mills. Cedar, door, finish and other finer makes of lumber will be worked up out of the rough cedar exported from here.

Of course this move is to get round the recently imposed export log tax The manufacture of the logs into lumber here and the shipment of the lumber, even in the rough, into the U. S., gets round the export tax. Of course the shippers must pay the $2 per thousand duty on the lumber going into the U. S., and the logs, when imported formerly got in free, which was the very kick the British Columbia lumber people had. They were forced to see their logs go into the U. S. free of duty, cut into lumber and then shipped back to Canada, free of duty again. Had not the tax on exported logs been imposed, the parties who now intend building four small mills and cutting rough cedar here, would have taken the logs in the rough direct to Washington.

* * *

Men who are very well versed in the milling and timber industry of this province claim to see in the near future a great transition from the present general method of having the large mills at some convenient location, in most instances a city or town. They think the mills of the future will be built at the limits or areas of land it is intended to cut the timber from. This, they say, will follow increasing taxes in the various centres, and the heavy cost and precarious condition by which the logs are now brought to the mills. There is another feature and that is the men who are employed at mills in large cities have more temptations and are oftener found to be away from work through dissipation.

* * *

The City of Vancouver will shortly begin the preliminary work looking to an expenditure of $150,000 which has been voted for sewer extensions. The proposal is to sewer all portions of the city which are now built up residentially and not yet sewered. The property in such districts will be taxed specially. The method to be adopted in future is to tax all property served by a sewer and to allow property in districts not sewered to go untaxed in that particular. Heretofore all sewer construction and maintenance in this city has been by general levy in the whole assessment of the city, with a few recent exceptions when some small districts were sewered on the local improvement plan, the property owners paying two-thirds of the cost.

* * *

A factory for the manufacture of wood stove pipe, wrapped with steel wire and well coated in bituminous preparation, has been begun by the Pacific Coast Pipe Works, of Seattle, who have been negotiating here for some months. Work on construction of the plant has been going on for some two weeks and it is anticipated that the manufacture of pipe will begin very shortly now. From indications it is likely that a big field will be found in the Canadian Northwest and Manitoba, where several cities and towns have been installing water and sewer systems or are arranging to do so. This sort of pipe is very well adapted to a water works system and has the big advantage of cheaper cost in shipping by rail, the weight being so much less and the loss by breakages being practically nil, while cast iron pipe is often broken.

* * *

The City of Edmonton, Alberta, has recently completed the installation of its waterworks and sewer systems and the City of Regina, the capital of the Northwest Territories, has appropriated a preliminary $200,000 for the same purposes and for the putting in of a civic electric lighting plant. The contract for the waterworks and electric plant has been let to the same contractors who installed the Edmonton system, Dobeson, Jackson & Fry, of Winnipeg. These gentlemen have had large experience in the work they are undertaking. The consulting engineer, under whose plans and from whose designs the work will be done is J. J. Galt, C. E., of Toronto. Mr. Galt has adopted a unique idea in the waterworks for securing pressure, which he saw in the U. S. Two large storage tanks are erected in conjunction with the pumping and power station and these will hold an enormous quantity of reserve water. The initial pressure is to be re-inforced by compressed air, which will be supplied from two other tanks placed above the water tanks. By the mere turning of a valve, the compressed air will increase the pressure on the water in the mains. The initial pressure obtained in the mains leading from the big reservoir which will be built at source of supply, Boggy creek, seven miles from Regina, will be 25 or 30 lbs., but the adoption of the device alluded to will provide all the pressure required in the distributing mains.

* * *

Steamer Aorangi, of the Canadian-Australian line, which arrived this week, brought the first shipment of hardwood lumber for the C. P. R., with which it is intended to experiment in making the finish for coaches and cars. There were 751 pieces in the shipment, which is very valuable. About 870 pieces of red gum, another Australian hardwood, were also included in the imports by the vessel. A new shipment was 150 bales of wool consigned to the eastern states, to be sent over the C. P. R. Usually this freight goes by the steamers which cross to England by way of the Suez and thence across the Atlantic by the other lines. It is expected that the direct route, with a special rail rate across the continent, can compete. Over 2,000 bags of oil cake was another importation of new character from the Commonwealth. The Aorangi also brought 80 bales of hemp, a usual item. 102 bales of fur skins is an indication of the extent of the traffic in that line with Canada, which is a good purchaser.

Vancouver, Jan. 29, 1904.

BUSINESS CONDITIONS IN MANITOBA.

Office of HARDWARE AND METAL,
Room 208, McIntyre Block.
Winnipeg, January 30, 1904.

WINNIPEG is getting ready for the annual bonspiel, which promises to be as good as ever. The committees have been successful in arranging for plenty of ice and the city rinks have been busy for more than a month playing down for the "spiel."

Travellers will begin to round up from trips with fall samples and will be in the city during the 10 days of the bonspiel. It is likely that more than the usual buying will take place this year, as more and more country merchants like to go through the houses and make selections for themselves. This applies more especially to the dry goods trade but is true to some extent of all. Even if no buying were done the jobbing houses would consider the time well spent in entertaining country merchants, as it always leads to more trade later on. There are a number of new warehouses since last February and these will be objects of attraction to men from outside. Merchants, jobbers, indeed men in all lines of business regard the annual bonspiel as a most desirable feature of the winter programme and great would be the groaning if for any reason it were omitted. It entails an enormous amount of work on the comparatively few men that make themselves responsible for its success, but they certainly have the satisfaction of knowing that they contribute largely to the extension of trade in the city.

Mr. Mason, manager for the F. F. Dalley Co., of Hamilton, is comfortably installed in his new quarters in the handsome new block on Bannatyne Street East, that was built for Coltart & Cameron last year. Coltart & Cameron occupy a portion of the building and sub-let the balance to other manufacturers' agents and there is now quite a little colony installed, among them being the Frost Wire Fence Company and Wampole's preparations.

The annual meeting of the Board of Trade will be held to-morrow, the 2nd, and the retiring president, Mr. G. R. Crowe, has invited the members of the board to a dinner to follow the meeting. This is an old established custom. Mr. Crowe is the president and manager of the Northern Elevator Company, and about the 20th of the month will sail from New York for Naples, with his family to spend six months on the continent and in Great Britain.

We quote as follows :

Barbed wire, 100 lb.	$3 15
Plain galvanized, 6 to 8	3 39
" 9	2 50
Plain galvanized, 10	3 50
" 12	3 10
" 13	3 20
" 14	3 90
" 15	4 45
" 16	4 60
Barbed wire, 100 lb.	3 25
Plain twist	3 25
Staples	3 65
Oiled annealed wire, 10	3 42
" 11	3 48
" 12	3 56
" 13	3 66
" 14	3 76
" 15	3 91

Annealed wires (unoiled) 10c. less.
Horsenails, 40 per cent. discount.

Horseshoes, iron, No. 0 to No 1	$4 75
No. 2 and larger	4 45
Snow shoes, No. 0 to No. 1	4 60
No. 2 and larger	4 45
Steel, No. 0 to No. 1	4 45
No. 2 and larger	4 20

Cut Nails—		Wire Nails—	
2d 1 in.	$4 10	1 in.	4 15
3d Fin. 1⅛ in.	4 10	1⅛ in.	4 10
3d 1¼ in.	3 75	1¼ "	3 70
4d 1½ in.	3 50	1½ "	3 50
5d 1¾ in.	3 50	1¾ "	3 50
6d 2 in.	3 40	2 "	3 40
8d 2½ in.	3 25	2½ "	3 25
10d 3 in.	3 20	3 "	3 20
20d 4 in.	3 15	3½ "	3 15
30d 4½ in.	3 10	4 "	3 10
40d 5 in.	3 10	4½ "	3 10
50d 5½ in.	3 10	5 "	3 10
60d 6 in.	3 10	5½ "	3 10
		6 "	3 10

Bar iron (basis)	2 50
Swedish iron (basis)	4 75
Sleigh shoe steel	2 85
Spring steel	3 25
Machinery steel	3 50
Tool steel, Black Diamond, 100 lb	8 50
Jessop	13 00
Sheet iron, black, 10 to 16 gauge, 100 lb.	3 50
18 to 22 gauge	3 75
24 gauge	3 90
26 gauge	4 00
28 gauge	4 10
Galvanized Iron, Apollo, 16 gauge	4 00
18 and 20 gauge	4 00
22 and 24 gauge	4 25
26 gauge	4 25
28 gauge	4 50
30 gauge or 10¾ oz	4 75

Extra sheets, 36 in. wide an advance of 25 p.c. per 100 lb.

Queen's Head, 24 gauge	4 25
26 gauge	4 50
28 "	4 75

Extra sheets, 36-in. wide, an advance of 25 p.c. per 100 lb.

Genuine Russian, per lb	11
Imitation " "	07 to 08
Tinned, 24 gauge, 100 lb	8 00
26 gauge	8 50
Tinplate, IC charcoal, 20 x 28, box	10 00
" IX "	12 00
" IXX "	14 00
Ingot tin	35
Canada plate, 18 x 21, 18 x 24 and 20 x 28.	3 25
Canada plate, full polished	4 00
Sheet zinc, cask lots, 100 lb	7 00
Broken lots	7 50
Pig lead, 100 lb	5 50
Black iron pipe, ⅛ inch	3 30
" ¼ "	3 30
" ⅜ "	3 40
" ½ "	3 70
Black iron pipe, ¾ inch	4 35
" 1 "	6 25
" 1¼ "	8 70
" 1½ "	10 50
" 2 "	14 50
Rope, sisal, 7-16 and larger, basis	11 75
Manila, 7-16 and larger, basis	15 25
Lathyarn	11 25
Solder	20
Axes, chopping	$6 75 to 12 00
" double bitts	12 00 to 18 00
Bluestone	5 50
Screws, flat head, iron, bright	85 and 10 p.c.
Round " "	80 p.c.
Flat " brass	75 and 10 p.c.
Round " "	70 and 10 p.c.
Coach	70 p.c.
Bolts, carriage, 3-16 and ¼	60 p.c.
" 5-16 and ⅜	55 and 5 p.c.
" 7-16 and up	55 p.c.

THE GYPSY JEWEL

STEEL RANGE and COOK STOVE.

THE EASY LINE TO SELL.
DUPLEX GRATE.
LARGE ASH PAN.

A Steel Range Cook made of heavy Sheet Steel Plate. Oven is firmly braced and buckle proof.

Made in the following sizes :

No.	Style	Pot Holes	Size of Oven	Weight
814	AA	4-8	14x16x10 in.	115 lbs.
816	AA	4-8	16x19x10 in.	135 lbs.
916	AA	4-9	16x20x10 in.	150 lbs.
916	BB	4-9	16x20x10 in.	170 lbs.

Note—This Stove is made with 16-in. Oven and 9-in. Pot Holes and Improved Fire-Box.

MADE BY
The Burrow, Stewart & Milne Company, Limited,
HAMILTON, - - CANADA.

MERRICK, ANDERSON & CO.

Winnipeg.

Bolts, machine, 3/8 and under	50 and 5 p.c.
" 7-16 and over	55 and 5 p.c.
Bolts, tire	60 and 5 p.c.
Bolt ends	55 and 5 p.c.
Sleigh shoe bolts	70 p.c.
Machine screws	70 p.c.
Plough bolts	55 and 5 p.c.
Square nuts, case lots	3c. discount.
" " small lots	2½c. "
Hex " case lots	3c. "
" " smaller lots	2½c. "
Rivets, iron	50 and 10 p.c.
Copper, No. 8	32
" No. 12	36
Coil chain, 3-16 inch	9⅛
" ¼ inch	7¼
" 5-16 inch	5¾
" ⅜ inch	5
" 7-16 inch	4⅞
" ½ inch	4¾
" ⅝ and ¾ inch	4½
Spades and shovels	40 and 5 p.c.
Harvest tools	60 p.c.
Axe handles, turned, s. g. hickory, doz.	$3 15
No. 1	1 90
No. 2	1 60
Octagon extra	2 30
No. 1	1 60
Files common	70 and 10 p.c.
Diamond	60 p.c.
Building paper :	
Anchor, plain	65c.
" tarred	70c.
Pure fibre, plain	65c.
" " tarred	80c.
Ammunition, cartridges, Dominion R.F.	50 p.c.
Dominion, C.F., pistol	30 p.c.
" military	15 p.c.
American R.F.	30 p.c.
C.F. pistol	5 p.c.
C.F. military	10 p.c. advance.
Loaded shells :	
Eley's soft, 12 gauge black	15 00
chilled, 12 gauge	16 50
soft, 10 gauge	19 50
chilled, 10 gauge	21 50
Shot, Ordinary, per 100 lb	6 00
Chilled	6 50
Powder, F.F., keg	4 75
F.F.G.	5 00
Tinware, pressed, retinned.	70 and 10 p.c.
" " plain	75 and 2½ p.c.
" pieced	
Japanned ware	37½ p.c.
Enamelled ware, white	45 p.c.
" Famous	50 and 10 p.c.
" Imperial	50 and 10 p.c.
Green Wire Cloth	1 55

PETROLEUM.

Water white American	27½c.
Prime white American	25½c.
Water white Canadian	25½c.
Prime white Canadian	24½c.

SCRAP.

No. 1 cast iron	$14 to 15
No. 2 "	7
Wrought iron scrap	5
Copper (heavy)	8½c. per lb.
Yellow brass (heavy)	7½c. "
Light brass	5c. to 6c. "
Lead pipe, or tea lead	2c. to 2½c. "
Zinc scrap	1c. "

PAINTS, OILS AND GLASS.

White lead	$6 00 to $6 50
Putty in bladder, 2½ lb., in keg of 100 lbs.	0 02¾
Turpentine, pure in barrels	$ 0 90
Less than barrel lots	0 95
Linseed oil, raw	0 57
Boiled	0 60
Lubricating oils, Eldorado castor	0 28½
Eldorado engine	0 27½
Atlantic red	0 33½
Renown engine	0 42
Black oil, per gal	25 to 30
Cylinder oil (according to grade)	53 to 78
Harness oil	0 65
Neatsfoot oil	1 00
Steam refined oil	0 85
Sperm oil	2 00
Pure castor oil, first pressure	0 11½
Lubricating oil	0 11½

WINDOW GLASS.

Single 1st break, up to 25 miled inches, $3.75; 26 to 40, $4; 41 to 50, $4.50; 51 to 60, $5; 61 to 70, $5.50, in 100 -ft. boxes.

BUSINESS CONDITIONS IN NOVA SCOTIA.

By Regular Correspondent of HARDWARE AND METAL.

TRADE is reported steady and the outlook encouraging. The severe weather has lessened the volume of travellers' orders during January, but all expect to do better on their next rounds. Halifax houses report no very important changes in prices. It is the policy here to make changes only when absolutely necessary, and oftentimes no attention is paid to slight fluctuations which obtain elsewhere. At the present time there is quite a controversy regarding the price of turpentine. The local association has not advanced the price for some time and at the present time Halifax prices are about ten cents below those ruling at Montreal. There is a strong pressure being made to advance prices to a dollar a gallon but the conservative element has so far been able to hold the quotation down, although all the interests freely confess that there is no money in turps at the present Halifax price. If the primary and Upper Province markets hold their present strength for any length of time the Halifax quotation will have to be advanced in the near future.

* * *

During the last week the jobbers here were notified of an advance of about ten per cent. by American manufacturers of builders' hardware. The prospect is for a large amount of building throughout the province during the coming Summer. The advance in American goods seems to have taken the trade by surprise, as owing to the depression in the United States it was thought the tendency was in the other direction.

* * *

A company is being organized at Sydney to engage in the manufacture of cement from the slag and waste matter from the blast furnaces of the Dominion Iron and Steel Company. The capital of the proposed company will be half a million dollars and the plant when completed will give employment to 300 hands. The City of Sydney has undertaken to grant a bonus of ten thousand dollars and tax exemption. Legislation giving effect to the agreement will be submitted during the present session of the local legislature and the company intends to commence operations without delay. The capital has been subscribed for the construction of a car building plant at Sydney, the works for which will cover seven acres of land.

* * *

The Nova Scotia Carriage Company which has only been in operation a few years has decided that the demand for its goods warrants the enlargement of its output and the manufacturing plant at Kentville is to be doubled. The capital also is being increased from $50,000 to $100,000.

* * *

The Cairtte Patterson Company are making good progress with their new brick factory at Fairview, four miles from Halifax. The company manufacture tarred paper and other like products and the new factory is to replace the one destroyed by fire at the North-west Arm last year.

* * *

The high price of antimony is very cheering to the stockholders of the Dominion Antimony Company, which has its headquarters in this city. This province has the only antimony mines in Canada.

PIG IRON AT NEW YORK.

The time is again coming around when sellers of Southern foundry iron are more eagerly looking for business for forward delivery. The heavy bookings of the last quarter of the last year took care of a considerable part of the stock, of current output and of production for the first two months. It is now a question to provide for the second quarter, and the feeling is weaker, with some sellers now quoting on the basis of $9.50 for No. 2 at Birmingham. Some fair quantities are under negotiation both as to basis and as to foundry grades. Furnaces on the lake shore and in the Central West are making low figures, and reports of $12 for No. 2 at furnace are current.—Iron Age.

STEEL RAILS IN UNITED STATES.

The sale of 40,000 tons of steel rails by an Eastern mill to the Canadian Pacific Railroad has been causing a good deal of comment and discussion. It is understood that the price was $21.25 Montreal, which is lower than was arranged for. It is figured that it nets the mill about $18, but it must be remembered that the works in question have the advantage of a drawback of the duty on the foreign ore, which is used almost exclusively. This would figure upward of $1 per ton of rails, taking account of waste in conversion. —Iron Age.

M'CLARY MANAGERS IN CONFERENCE.

THE annual meeting of the branch managers and travellers of the McClary Mfg. Co. was held at the head offices in London last week. Among those present from the branches were: A. D. Kennelly, manager, Toronto branch; A. A. Brown, manager, Montreal branch; J. W. Driscoll, manager, Winnipeg branch; W. E. Drake, manager, Vancouver branch; J. J. Foot, manager, St. John, N. B., branch; John D. Laidlaw, manager, Hamilton branch, and Messrs. Turner, Rawson and Jeffreys, Toronto branch, travellers.

The conference lasted four days, during which time a well arranged programme of meetings for each day was carried out. Among the subjects discussed were: "Lines of Goods for 1904," "Improvements on present Lines," "Buying and selling methods," "Shipping," "Advertising," and "Office Systems."

A large portion of the time was devoted to "Goods for 1904," and "Improvements on present lines." The representatives from the various territories had been gathering suggestions and ideas from the trade for months past, and these were all carefully explained and exchanged at the meetings, with the result that a great many changes and improvements have been decided upon, and the trade in the territories of the different branches may, in future, expect goods from the McClary Co. to be still more suitable to their particular needs.

The McClary Co. have always adopted a progressive policy in matters of this kind, and are careful of their reputation for promptness in changing and improving their goods to meet new conditions and demands. The result is their immense and increasing business on three continents, America, Europe and South Africa, which include every imaginable condition of climate, and keen competition from every other manufacturing country in the world.

Their Winnipeg branch manager, J. W. Driscoll, has unbounded confidence in the West, and thinks that the past two years influx of population is not in the nature of a boom, but is only the beginning of a steady flow of immigration which will continue until all the arable land in Manitoba and the territories has been taken up.

The latest established branch, St. John, N. B., under the management of J. J. Foot, previously of the head office staff, here, has made satisfactory progress, which is very encouraging in view of the peculiar conditions existing in that territory. Small foundries are located in a great many towns of the Eastern Provinces, and these concerns place their stoves, etc., on the market at almost manufacturer's cost, so that the McClary goods have won a foothold in that territory only on account of their superior qualities.

The managers of the other branches, Toronto, Montreal, and Vancouver, also report a very considerable increase in last year's business, and are very sanguine for the future.

Branch Managers of The McClary Mfg. Co., London.

In centre of group is A. D. Kennelly, Toronto; lower left corner, A. A. Brown, Montreal; upper left corner, W. E. Drake, Vancouver; lower right corner, J. W. Driscoll, Winnipeg; upper right corner, J. J. Foot, St. John, N, B.

Window and Interior Displays

Timely Hints and Suggestions

Trimming for the Entrance.

THE novice window dresser when he first determines to devote more time on his display space, almost always starts out with ideas that are too limited in their scope, and do not include a close attention to points that are really prominent in every first-class window. Of course this must be expected, as it is only with time that anything is learned satisfactorily. But window dressing, in spite of the attempts confidently made by those young at the business, and in spite of the faith so many merchants have in their own ability to arrange a window as well as is necessary, is an art, and similar to any other art must be acquired by faithful endeavor and close study. And also like any other art there are those who are adapted to it by nature, and those who would never in a life time make a success of it. For this reason it is always wise for the merchant before selecting the clerk who is to increase his business by attractive windows, to study his entire staff from an artistic and inventive standpoint. Art and invention must both be prominent characteristics of the window dresser, and contrary to what is too often thought, the head clerk is no more likely to be fitted to fill the position than the errand boy. Although the junior clerks are seldom chosen, from the failures the older salesmen make of it, it is evident any one else could have done better.

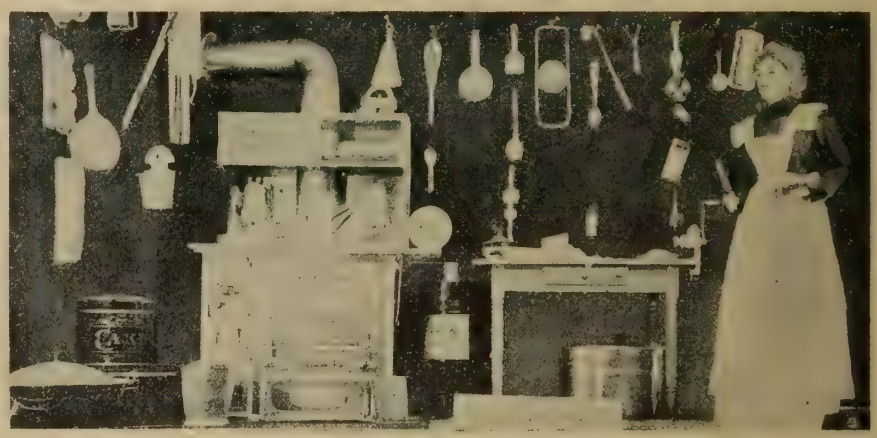
The only advantage a senior clerk or the proprietor has over the lowest down is in his knowledge of the stock, of what will be in demand, and of what should be sold immediately. These things can, however, be kept before the mind of the window dresser by the suggestions that should be made by every employe. No window dresser, of whatever experience, is above where suggestions will be of use to him. He may be most expert at his business, but anyone may still get an idea that could be profitably worked out. In fact this point should be enforced and enlarged upon by the proprietor, for only in this way will the very best use be made of the window, and the proper goods be displayed at the proper time. Co-operation on the part of all the staff is necessary, and a window dresser who is too high in his own estimation to accept ideas, and thankfully, should be open for engagement the next week.

One of the details that the inexperienced window dresser is apt to neglect is the appearance of the window from the entrance. This is not only important on account of the number who notice it when they are entering the store but also from the fact that the first sight a passer-by has of the farther window is through the glass facing the entrance. And first sights are exceedingly important. If the view first obtained is not of a nature to attract attention the observer may walk past without turning at right angles as he must to see the front view, but if it is noticeably good he will wish to see more of it, and thus the front view will come in for its share.

With the end in view of stopping anyone who passes, the window dresser must arrange towards the entrance as well, although not as elaborately, as towards the front. This is one of the reasons why sloping window floors should not be used. A floor that slopes allows the trim only towards the lower side. The floor with the slope towards the front and another towards the side, the point of connection running back at an angle from the corner of the entrance is not at all satisfactory. Although it admits of a certain arrangement toward both sides, very few really tasty displays can be built up for either. The unevenness of the floors prevents very many arrangements, and at any rate the slope is disagreeable to the observer, save perhaps in the case of very low displays.

The window then must be built up in such a way as to have depth as well as a good face. By showing a deep display the entrance will of course show up one side. A shallow display is at the very best suitable only as a variety, and seldom as that.

A plan that can be adopted with great success is to place a double-sided mirror in the window running back at ri angles to the front glass and between this and the entrance glass which will, in ninety-nine out of a hundred stores, leave a wider space at the back than at the front, place shelves perhaps a foot or more apart. On these can be piled quite tasty displays of certain lines of goods that will allow of more variation than may be thought. This, too, makes the window square and a square window can be much more easily treated than one with one side at right angles to the front and the other running off at an angle of perhaps 115 degrees. No matter if both sides run back at equal angles there will still be considerable difficulty in arranging the displays.



A " Kitchen " Display.

This Week's Illustration.

The window shown is a good sample of a kitchen display. The background was made of black enamel building paper. Almost everything that is necessary in an up-to-date kitchen is shown, including the stove, table, boiler, flour bin, coal scuttle, cake tin, dish pan and the smaller articles of tinware. A touch of interest and life was given the window by the introduction of a figure with a pie plate and knife in its hands, as if trimming the pie. On the table was a food chopper and beside it a plate of cracker meal as if just ground. The window is very simple to arrange and is sure to attract attention. There is no extra expense save in the building paper, and any window dresser can fix it up with the figure forming the only difficulty.

DEPARTMENT OF ADVERTISING SUGGESTION AND CRITICISM

Edited by **John C. Kirkwood,** TORONTO.

NOTE—Hereinare discussed the principles and practice of advertising. Subscribers are invited to send Mr. Kirkwood specimens of their newspaper and other advertising, for the purpose of review in this department. Address care of Department of Advertising, HARDWARE AND METAL.

The Rise and Progress of Advertising.

THERE was a time, not many years gone in this country, when merchants relied almost altogether upon their salesmen for the selling of their goods. Stores had their customers who "dealt" there faithfully year after year, throughout a life-time in most cases, and even the succeeding generation kept up the connection. These were the days of shutters and coal oil, when the front windows served only to admit light, when merchandise of all descriptions — hardware, dry goods, shoes, groceries, etc.,—was huddled together in quarters far from attractive.

Such conditions are passing or have already passed away. The old-time store is now mainly a memory. Its disappearance was inevitable in this age of social evolution. The specializing tendencies of modern times operated to the overthrow of the old fashioned general store.

Associated with the new order of things, both as an outcome and as a cause is modern advertising. When, for example, there arose a hardware store to contest the trade of the general stores, the very existence of the exclusive hardwareman depended upon his ability to divert trade from united channels unto himself. At once he felt the necessity of providing attractions,—in store appearance without and within, in prices, variety, or excellence of his stock. But to depend on these things alone to sustain his trade in the days of his beginning was manifestly not enough, and he was by necessity compelled to ask for the trade of his community through the use of printer's ink,—namely, by inserting an announcement of his business in the columns of his local newspaper. Thus advertising in the generally accepted sense of the term began.

At first these announcements were very formal in their style and it is hard to understand how they ever realized their purpose. Occasionally one comes across these old-style advertisements even now, and they are curiosities in all truth. Between the advertising of twenty-five years ago and that of the present lies a fascinating history. Today it is hard to conceive what new things in the way of newspaper or magazine advertising remain to be employed. The mind is baffled when it comes to contemplate the possibilities of advertising as found outside newspapers and magazines.

There are those to be found even yet who are skeptical of the value of advertising, who consider the money spent in this form of business-building mere waste. How they explain the rise and development of business from small things to great, excluding advertising as an agency, would make an interesting statement.

The advertising department of an ever growing number of the larger business houses is a clearly defined one, under the charge of a trained man—a man who commands a higher salary than the great majority of other salesmen and office men. The sum of $200.00 a week, or even $10,000.00 a year, is paid the advertising chief of a large American department store for preparing six or seven advertisements per week. This man commands this salary, and cannot and would not be replaced by a man whose market value is $4,000.00 or $5,000.00. These seem extravagant figures to us Canadians, but to the American merchant whose annual turnover totals up into many millions and whose daily business is largely dependent upon the daily advertisement, the having of a writer who can say and set things so alluringly that buyers are all impatient to exchange their money for the goods offered, is a necessity. No mediocre man will do. No inexperienced writer, no matter how clever, can qualify for such a position. It requires a man whose work has been thoroughly tested,—a man who has tested his own work, who has felt the pulse of the public repeatedly and knows its every flurry. Beginnings are usually wasteful, due to the beginners. To entrust the success of the day's business to untried, inexperienced, ignorant writers would be too costly an experiment. Hence it is that men of ability, trained and trustworthy in their judgments and methods, are absolutely necessary. Such men are rare, just because the opportunities for their developing are few. When found they are worth having, worth paying. They sell through their talent sufficient goods to earn their salaries, and they prevent heavy losses through costly errors or ignorance.

The writing of advertising is not the highest attainment in advertising. Beyond the writer is the advertising counsellor,—a man who resembles in his function the consulting physician. His office is to give advice to advertisers who plan to spend thousands, or hundreds of thousands of dollars a year in advertising. Fortunes have been wasted in misdirected or poorly conducted advertising campaigns. The advertising consulting specialist is called in to make a study of the situation. He investigates thoroughly every phase of the subject, and at the conclusion of his study maps out a course of advertising to be pursued, specifying the amount required; how it is to be appropriated; what classes of mediums to use; what is required in the way of booklets and other literature, whether street cars and bill-boards shall be employed; what is to be spent for illustrations, etc., etc. In short, he writes out a prescription so to speak and charges for his advice. $100.00 a day is paid for such services to some well-known men. The consulting specialist doesn't carry out or execute the plans he formulates; this work is performed by another branch of the fraternity.

My purpose in writing for "Hardware and Metal" this somewhat irrelevant article is to bring out as forcibly as I can the significance of advertising, and to persuade if I can some of my readers who may perchance view this matter of advertising lightly, that there lies in it a force for expanding business very much worth studying and worthy of employment in the conduct of their own business.

IRON AND STEEL HOCKEY LEAGUE

THE fifth game of the series of the Iron and Steel Hockey League of Montreal was played on the night of Thursday, January 28, on the Victoria Rink. The contesting teams were those representing Williams & Wilson, heavy machinery, and Drummond, McCall & Co., metals. The spectators saw a swift and exciting game as the opposing teams were very evenly matched. Early in the game the Drummond, McCall & Co. team secured a goal and after the hardest kind of a struggle they secured a second goal just before time was called. The opposing teams lined up as follows.

Drummond, McCall & Co.—J. Gouldthorpe, goal; K. Audras (captain), point; R. Tait, cover point; A. Brophy, rover; L. Martel, centre; H. O. Wilkinson, right wing; C. J. Gowan, left wing.

Williams & Wilson.—Harry Barrett, goal; C. Barcelo, point; W. F. Walsh, cover point; W. Mahoney, rover; A. Gagne, centre; H. Thomas, right wing; W. G. Young (captain), left wing.

The next evening teams representing Thos. Robertson & Co. and the James Robertson Company met at the Prince Arthur Rink. Those interested in this series expected a very close game as neither team had yet suffered a defeat. The result was something of a surprise, as Thos. Robertson & Co. won by a score of 4 goals to 0. The victors had a good combination and they played a magnificent game. It was team work that won the game. Individually the winners were not much (if any) the superiors of their opponents, but their combination was superb. After 4 goals had been scored against them the William street team warmed up a little and played a much better game, but it was too late to avert a defeat. The teams lined up as follows:

Thos. Robertson & Co.—E. Bouchard, goal; W. A. Irving, point; P. Danberry, cover point; H. D. Browne (captain), rover; H. Orsall, centre; J. H. Bedbrooke, right wing; T. R. Lessard, left wing.

Jas. Robertson Co.—W. Robertson, goal; J. Corcoran, point; James Furey (captain), cover point; Alex. Robertson, rover; T. Kilcullen, centre; G. Snowdon, right wing; C. Fagan, left wing.

At the end of the sixth game the standing of the league was as follows:

	Won.	Lost.	To play.
Thos. Robertson & Co	3	0	3
Jas. Robertson Co	1	1	4
Drummond, McCall & Co...	1	2	3
Williams & Wilson	1	3	2

A PROGRESSIVE BUSINESS MAN.

A representative of "Hardware and Metal" had the pleasure last week of calling on William Wallace who for over 40 years has been established as a machinist in Three Rivers, Quebec. In spite of his name, Mr. Wallace claims to be Irish and the geniality of the man might well convince the visitor that he hails from the Emerald Isle. Mr. Wallace is a thoroughly practical man and he was found in his shop busily superintending the work. Throughout and beyond the Province of Quebec Mr. Wallace is known as the manufacturer of first quality canthooks, boathooks, timber dogs and similar goods. A man of sterling worth, his integrity of character is evidenced by the thoroughly reliable quality of his manufactures. "Hardware and Metal" was glad to learn that with him this has been a prosperous season.

BICYCLES IN THE HARDWARE TRADE.

LAST season "Hardware and Metal" endeavored to impress upon hardware merchants the advantage of handling good bicycles. Many followed this advice and aided by the extensive advertising of the manufacturers of wheels they reaped considerable profit. This year prospects for a larger business in bicycles are considered excellent and retailers should be alive to the wisdom of having a good line of wheels and accessories always in stock. It would be useless to say that wheeling is what it was six years ago, nor would it be reasonable to expect that any turn in the tide of popular opinion would make it so, but the fact remains, the bicycle business to-day is on a sounder basis than it was in the faddish era some few years ago. The many people riding bicycles now are those who consider them useful both from a point of general and economical convenience or who believe that the bicycle is an excellent vehicle for exercise, sunshine and fresh air. With all people the wheel will steadily grow in favor and through the judicious nursing which good advertising will give, we fortell this season should see some very considerable advance in business.

The bicycle of to-day, with the hygienic cushion frame and coaster brake, is about as complete and perfect a machine as it is possible for human skill to make. The public eye has been drawn to its good qualities, the dealer can interest that public to material advantage by having a few good bicycles in a prominent place in the show rooms and by talking wheeling. The advertising of the manufacturers will help materially in making this line a profitable one.

CONDENSED OR "WANT" ADVERTISEMENTS.

Advertisements under this heading, 2c. a word first insertion; 1c. a word each subsequent insertion.

Contractions count as one word, but five figures (as $1.000) are allowed as one word.

Cash remittance to cover cost **must** accompany all advertisements. **In no case** can this rule be overlooked. Advertisements received without remittance cannot be acknowledged.

Where replies come to our care to be forwarded, five cents must be added to cost to cover postage, etc.

SITUATIONS VACANT.

WANTED—Hardware clerk. Apply, stating experience and salary expected, to J. S. Moir, Anprior, Ont. (6)

AS all-round sawmill machinist, or would take charge of modern mill. Correspond Box 25, HARDWARE AND METAL, Toronto. (f)

ELECTRICIAN—To run a Wheelock engine and a C. G. alternating machine and Northey pump for waterworks and electric lighting system. Box 26, HARDWARE AND METAL, Toronto. (f)

TINSMITHS—At once; to go to New Ontario; must be best mechanics; also foreman to take complete charge of tin shop. For further information or replies, address Box 27, HARDWARE AND METAL, Toronto. (f)

TWO experienced hardware travellers wanted; to cover Quebec and Maritime Provinces; with good connection with a hardware trade. Apply Box 28, HARDWARE AND METAL, Toronto. (f)

SITUATIONS WANTED.

HARDWARE CLERK and bookkeeper; young man; experienced in general hardware, stoves, steamfitters' and plumbers' supplies, wants position; Northwest preferred; references furnished. Box 90, HARDWARE AND METAL, Toronto. (f7)

TO EMPLOYERS.

The undersigned labor agent is prepared to forward help to employers who are short-handed. Picked hands of any trade procured on shortest notice, paying own passage. Over 800 registered, Terms moderate. F. C. SMITH, 22 Penton street, London, Eng. (14)

R. E. THORNE, 768 Craig St., **MONTREAL**

Wholesale Agent and Importer

Dry Colors, Ochres, Bronze Powders, Aluminum Powder, Schlag Metal, Bronze Liquids and Varnishes.

Toronto Office—29 Melinda St.

GENUINE

PRATTS ASTRAL LAMP OIL

Sold in all countries and recognized as the highest grade oil manufactured.

WHOLESALE ONLY.

THE QUEEN CITY OIL COMPANY, Limited,

TORONTO, ONT.

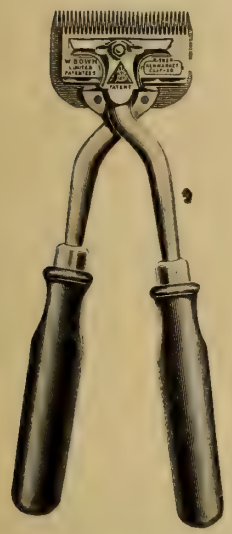
BURMAN'S CELEBRATED CLIPPERS

———Contractors to the War and India Offices———

PATENTEES AND MANUFACTURERS OF

Horse Clippers, Barbers' Clippers, Dog Clippers, Leg Clippers, Fetlock Clippers, Body Clippers, Mane Clippers and Clippers of all descriptions.

310



Bown's "Newmarket" Clipper.

The Improved B. PATTERN "NEWMARKET"

Detachable Plates.

Improved Cap with Long Bearing.

Rigidity and Easy Running.

Accurately Machined and Perfectly Fitted.

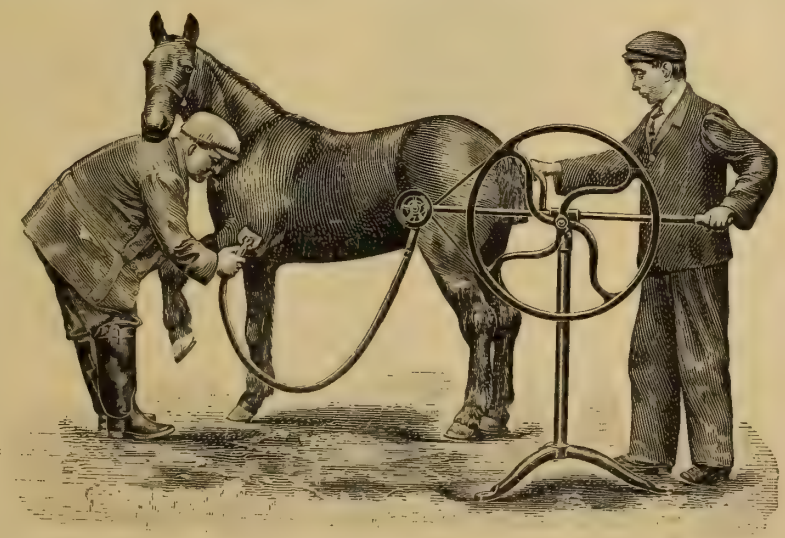
ALL PARTS INTERCHANGEABLE.

274, A

The "Handicap" Clipper.
The cheapest centre-adjustment clipper made.

Our goods are stocked by all the leading Jobbers throughout the Dominion.

For Beauty of Design and Superiority of Workmanship



The "NEWMARKET" POWER CLIPPER stands Supreme and Unassailable.

The "Newmarket" Power Clipper.

Strong and Reliable. Speedy and Durable. Simple and Effective.

BURMAN & SONS, Limited, LEE BANK WORKS, BIRMINGHAM ENGLAND

PAINT, OIL AND BRUSH TRADES

PREPARING FOR LARGER PAINT TRADE.

H. A. SHERWIN, president, and W. H. Cottingham, vice-president and general manager, of the Sherwin-Williams Co., were in Montreal last week inspecting the new factory which the company are erecting in that city and which is to be completed in about two months' time. Both gentlemen were well pleased with their inspection.

The Spring trade will be handled from the company's headquarters on St. Antoine street, and the company will not move till the rush is over. By working full time and even overtime all Winter the company have accumulated a stock which they hope will be large enough to satisfy the demands of what promises to be the best season on record.

In conversation with a representative of "Hardware and Metal" Mr. Cottingham chatted entertainingly about the prospects in the paint trade. The new factory was expected to be large enough for a few years to come, but from present prospects he thought it would not be long before it would be necessary to make further additions. Business prospects in Canada were never so bright. "It is a matter of common remark in the United States," said Mr. Cottingham, "that Canada is the country of the future and that if Canadians will throw into the development of their country the same enterprise and energy which the Americans displayed in building up the industrial enterprises of the United States the results in Canada should be just as great."

Asked as to conditions in the United States, Mr. Cottingham said that they are very satisfactory. The West is prosperous on account of good crops and high prices for wheat. Since the early seventies cotton has not been so high and the South has reaped the advantages of high prices. Hence although some of the railways are disposed to curtail expenditures the general public have money to spend and will spend it.

Mr. Cottingham said that the Sherwin-Williams Company are watching with great interest the progress of the fiscal fight in England and in case Mr. Chamberlain succeeds in establishing preferential trade within the Empire they will handle their export trade to Great Britain from their Canadian factory. They have the advantage of being well established, both in the United States and in Canada. At present their export trade to Great Britain is handled from their American factories because the shipping facilties are better than those supplied in Canada. The Sherwin-Williams Company are also developing a good business in Australia and New Zealand. This also would probably be handled from Canada in case prefrential trade within the Empire were permanently established. Superior shipping facilities still keep their trade with New Zealand in the hands of their United States factories.

Mr. Cottingham himself is a Canadian and as such is delighted with the progress which Canada is making. The Sherwin-Williams Company have been so long established in Montreal that they can well lay claim now to being a thoroughly Canadian business. Manager C. C. Ballantyne who has charge of the Canadian business is a patriotic enterprising Canadian of the right stuff and those in his employ are Canadians. From their new factory the Sherwin-Williams Company will be able to handle their rapidly expanding business to the satisfaction of all their clients.

HOLLYWOOD PAINT

is not a low-price paint, but nevertheless a cheap paint, because it is good quality and makes satisfied customers. It is not made by the "hit or miss" process.

Every ingredient used in its manufrcture is the best that can be used to obtain a certain object, and the object is to make a durable paint with maximum covering capacity in a good assortment of rich and true shades.

Hollywood Paste Paints, Hollywood Ready-Mixed Paints, Hollywood Floor Paints,

ARE THE PAINTS THAT WON'T COME OFF.

THE IMPERIAL VARNISH & COLOR CO., Limited,

TORONTO, ONTARIO, CANADA.

P.S.—Elastilite Varnish, Orolite Oil Finish, Chijap Floor Lac.

LINSEED OIL

Raw and Boiled

"GUARANTEED PURE"

MANUFACTURED BY

Canada Linseed Oil Mills, LIMITED,

MONTREAL.

☞ **BARRELS WANTED!!**

We are open to **buy good sound, oak** Linseed Oil, Turpentine, Varnish, and Machine Oil Barrels.

If You Buy

Varnishes **Paints**

Japans **Colors**

Lacquers **Glues**

Stains **Bronzes**

Fillers **Chamois**

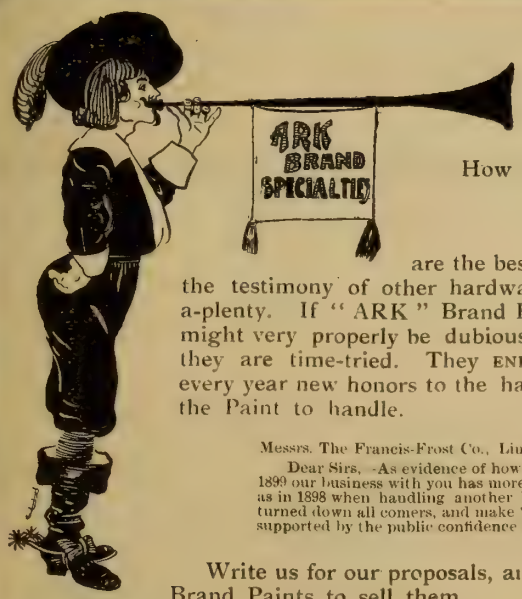
Sponges

WRITE TO

R. C. JAMIESON & CO. LIMITED

MONTREAL

AGENTS FOR ASPINALL'S ENAMEL.



Announcement — Important

How can we persuade you that

"ARK" BRAND PAINTS

are the best paints you can possibly get? Will the testimony of other hardware dealers suffice? We have that a-plenty. If "ARK" Brand Paints were a thing of yesterday, you might very properly be dubious about our claims for them. But they are time-tried. They ENDURE. Paint that wears, that adds every year new honors to the hardware dealer's reputation—that is the Paint to handle.

UDORA, Jan. 20th, 1904.

Messrs. The Francis-Frost Co., Limited, Toronto.

Dear Sirs,—As evidence of how we have found "Ark" Brand Paints, we would say that since 1899 our business with you has more than tripled, and was more than fourteen times as much in 1903 as in 1898 when handling another brand. Our faith in "Ark" Brand Paint is such that we have turned down all comers, and make "Ark" Brand our sole line of paints. In this we have been strongly supported by the public confidence this brand has acquired. Yours truly, R. S. WEBSTER & Co.

Write us for our proposals, and to learn how we help the man that buys "ARK" Brand Paints to sell them.

The Francis-Frost Co., Limited

TORONTO, ONT.

Canadian Distributing Agents for Grippin's Crack Filler and "Muresco" Wall Finish

Paint and Oil Markets

Quebec.

Office of HARDWARE AND METAL,
232 McGill Street.
Montreal, February 3, 1904

TURPENTINE is a shade easier this week, but not sufficient to warrant any further reduction in prices at present, so it remains as last quoted. It is difficult, in view of the interruption of communication, to state exactly the true position of the market. After some delay supplies arrived quite freely last week, and a sudden drop in prices was the result. Should they again be delayed the market will very likely stiffen again. In any event, however, it is not anticipated that there will be much change. The general volume of business is seriously interfered with just now, owing to the snow blockades which seem to be general throughout the country. Orders are arriving spasmodically but shipments suffer serious delays. The officials of the Grand Trunk Railway, a few days ago advised one of the largest paint manufacturers, who was shipping freely, that no more freight could be taken at present for Western points. It is thought that about a fortnight will elapse before traffic conditions get down to their normal level. There are no changes in prices. We quote:

Ground White Lead--Best brands, Government standard, $4.60 to $4.75; No. 1, $4.25 to $4.40; No. 2, $4 to $4.10; No. 3, $3.67 1-2 to $3.77 1-2; No. 4, $3.30 to $3.40, all f.o.b. Montreal.

Dry White Lead.—$4.25 in casks, and in kegs $4.50.

Dry White Zinc.—Pure dry, in casks, 6 1-4c.; in 100-lb. kegs, 6 3-4c.; No. 1, zinc, in casks, 5 1-4c.; in 100-lb kegs, 5 3-4c.

White Zinc (ground in oil)—Pure, 25-lb. irons, 8c.; No. 1, 7c.; No. 2, 6c.

Putty.—We quote: Bulk, in barrels, $1.50; in 25-lb. tins and irons, $1.85; bladded putty in barrels, $1.75.

Orange Mineral.—Casks, 7c.; 100-lb. kegs, 7 1-4c.; smaller quantities, 8 1-4c.

Red Leads.—Genuine red lead, in casks, $4.25; in 100-lb. kegs, $4.50; in less quantities, $5.50 per 100 lb. No. 1 red lead, casks $3; kegs, $4.25, and smaller quantities, $5.25.

Litharge.—Ground, casks, 5c.; in less quantities, 5 1-2c.; flake litharge, casks, $5; smalls, $5.50 per 100 lb.

Linseed Oil—Raw, 1 to 4 barrels, 47c.; 5 to 9 barrels, 46c.; boiled, 1 to 4 barrels, 50c.; 5 to 9 barrels, 49c. Delivered in Ontario between Montreal and Oshawa at 2c. per gallon advance.

Terms 2 per cent. 30 days; 90 days net.

Turpentine—Single barrels, 93c.; 2 to 4 barrels, 92c. Standard gallon of 8.6 pounds. Terms 2 per cent. 30 days; 90 days net.

Benzine.—25 to 26c.

Shellac Varnish.—Pure white, $2.60 to $2.80; pure orange, $2.60 to $2.80; No. 1 orange shellac, $2.40 to $2.60.

Mixed Paints.—$1.20 to $1.40 per gallon.

Castor Oil.—8 3-4 to 9 1-4c. in wholesale lots, and 1-2c. additional for small lots.

Canadian Paris Green — Barrels, 14 1-4c.; arsenic kegs, 14 1-2c.; 50 and 100 lb. drums, 15c.; 25-lb. drums, 15 1-4c; 1-lb. packages, 16c.; 1-2-lb. packages, 18c.; 1-lb. tins, 17c. Terms 2 per cent. discount for cash in 30 days or 90 days net.

English Paris Green.—50 and 100 lb. drums, 15c. per lb.; 25 lb. drums, 15 1-2c; 1-lb. paper boxes, 16c.; 1-lb. tin boxes, 17c. Terms, 2 per cent. 30 days; 90 days net.

Ontario.

Office of HARDWARE AND METAL,
10 Front Street E.
Toronto, February 4, 1904.

Orders for Spring delivery continue to come in fairly well, though travellers are still having difficulty in covering their territory. Prices show no change. Turpentine is so scarce locally that though prices are lower in the South there is no change here. Linseed oil is now higher, considerably higher in the United States than in Canada, but British prices have not gone up as in the Republic. Jobbers are still quoting Paris green 1c. below manufacturers' prices, which are given below. Our figures are:

White Lead—Ex-Toronto, pure white lead, $4.75; No. 1, $4.30; No. 2, $4; No. 3, $3.60; No. 4, $3.35 in packages of 25 lb. and upwards; 1-2c. per lb. extra will be charged for 12 1-2-lb. packages; genuine dry white lead, in casks, $4.87 1-2.

Red Lead—Genuine, in casks of 560 lb., $4.25 to $4.50; ditto, in kegs of 100 lb., $4.75; No. 1, in casks of 560 lb., $4;

Litharge—Genuine, 6 to 6 1-2c.

White Zinc—Genuine, French V.M., ditto, in kegs of 100 lb., $4.25.
in casks, $6 to $6.25; Lehigh, in casks, $6 to $6.25.

Shingle Stain—In 5-gallon lots, 60 to 85c. per gallon.

Paris White—90c. to $1 per 100 lb.

Whiting—60 to 65c. per 100 lb.; Gilders' whiting, 75 to 80c.

Shellac—Pure orange, in, barrels $2.45; white, $2.60 per gallon; No. 1, including price of can.

Pumice Stone—Powdered, $2.50 per 15c. less; in less quantities 30c. extra, cwt. in bbls., and 4 to 5c. per lb. in less quantity; lump, 10c. in smal lots and 8c. in bbls.

Linseed Oil—Raw, 1 to 2 bbls., 50c.; boiled, 53c.; 3 to 5 bbls., raw, 49c.; boiled, 52c.; 6 to 9 bbls., raw, 48c.; boiled, 51c.. delivered. To Toronto, Hamitlon and London, 2c. less.

Turpentine—Single bbls, 96c.; 2 to 4 bbls., 95c., delivered; 5 bbls. and over, open. Toronto, Hamilton and London, 2c. less. For less quantites than barrels, 5c. per gallon extra will be added, and for 5-gallon packages, 50c. and 10-gallon packages, 80c. will be charged.

Glues—Broken sheet, in 200-lb. bbls., 8 to 8 1-2c. per lb.; cabinet glue, in bbls., 11 1-2 to 12c.; emery glue, in bbls., 17c.; bookbinders', ground, 10 1-2c.; finest American, white, 19c.; No. 1 American white, 15c. per lb.

BRANDRAM'S B.B. GENUINE WHITE LEAD

has long been known as the best white lead the world produces. It is unequalled for whiteness, fineness and body and will cover more than any other white lead manufactured. It is the only white lead used in the manufacture of

Anchor Liquid Paint

TRADE MARK

This together with the most permanent pigments known, and the finest grinding in genuine Linseed Oil, Turpentine and Dryers, combine to make a paint that is unapproachable.

Send us a post card and let us tell you all about it.

HENDERSON & POTTS, Limited, Halifax.
HENDERSON & POTTS CO., Limited, Montreal.

CHURCH'S COLD WATER

ALABASTINE.

ALABASTINE, ALABASTINE, ALABASTINE, ALABASTINE, ALABASTINE, ALABASTINE
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ALABASTINE, ALABASTINE, ALABASTINE, ALABASTINE, ALABASTINE, ALABASTINE

Above are good impressions in type we put them in that form to attract

YOUR MIND

and attention to the subject of ALABASTINE, and impress upon you that now is the time to order. Don't wait until the Spring rush "Do it now," either direct or through your jobber. Price and terms the same in either case.

THE ALABASTINE CO., Limited, PARIS, ONT.

STANDARD PAINT & VARNISH WORKS,
LIMITED

Makers of High-Grade Varnishes, Japans, Paints, Colors and Enamels.

Windsor, Ont.

GABRIEL & SCHALL,
205 Pearl St., NEW YORK.
IMPORTERS

LITHOPONE, Red and Green Seal
OXIDE OF ZINC, " " "
SULPHATE OF BARYTES (CRUDE and POWDERED)
CARBONATE OF BARYTES (PRECIPITATED)
BLANC FIXE (DRY and PULP).
DRY COLORS,
DRIERS, for PAINT AND VARNISH

"BRUNSWICK" ASPHALTMASTIC AND BITUMEN

GLASS WAREHOUSES:

1 in Quebec—at Montreal.
3 in Ontario—at Toronto, Ottawa, London.
1 in Manitoba—at Winnipeg.
5

Service and Prices are Better Because of This.
HAVE YOU AN ORDER?

Consolidated Plate Glass Co., Limited
TORONTO MONTREAL LONDON
OTTAWA WINNIPEG.

Paints and Paints

Some are good, some poor. If **GLOBE PAINTS** were poor they wouldn't be 9 years on the market. It takes a good article to live as long as that. We are not only living, but growing. That means a good deal.

—When our salesman calls on you, pay good heed to what he has to say.

The Globe Paint Co., Limited
422-424 Adelaide St. W., Toronto.

"Island City" Paint and Varnish Works

Our "Island City" Enamel Paints are the best in the market—17 artistic shades.

Our "Island City" Aluminum, Gold and Silver Paints can be used with great satisfaction on Furnaces, Radiators, all sorts of Furniture and Ornaments that require renovating.

P. D. DODS & CO., Proprietors, Montreal, Toronto, Vancouver.

Long LIVE THE Potato!

DEATH TO THE BUGS!

BUY THE

CANADA PAINT

COMPANY'S

PARIS GREEN

GUARANTEED PURE!!

IT IS THE BEST!!

SAUVEZ VOS PATATES!

—LE—

VERT DE PARIS!

..DE LA..

CANADA PAINT CO.

EST STRICTEMENT PUR

GARANTI ETRE LE MEILLEUR QUI SOIT FABRIQUE

LA CANADA PAINT CO.

LIMITEE

Putty—Common, $1.65; pure, bladders in barrels, $2.25; bladders, in 100-lb. kegs, $2.40; bulk, in barrels, $2.05; bulk, less than barrels and up to 100 lb., $2.95.

Plaster Paris—New Brunswick, $2 per bbl.

Liquid Paints—Pure, $1.20 to $1.40 per gallon; No. 1, $1.10 per gallon.

Barn Paints—65 to 70c. per gallon.

Castor Oil—English, in cases, 7 1-2 to 8c. per pound, and 8 1-2 to 9c. for single tins.

English Paris Green—Petroleum bbls., 14 1-4c.; arsenic kegs, 14 1-2c.; 50 to 100-lb. drums, 15c.; 1-lb. packages, 16c.; 1-lb. tins, 17c.; 1-2-lb. packages, 1-2-lb. tins, 19c.

Canadian Paris Green (present delivery)—Petroleum bbls., 14 1-4c.; arsenic kegs, 14 1-2c.; 50 and 100-lb. drums, 15c; 1-lb. packages, 16c.; 1-lb. tins, 17c.; 11 1-2 to 12c.; emery glue, in bbls., 17c.; 1-2-lb. packages, 18c.

WINDOW GLASS.

MONTREAL.

Trade this week is not very active, but the tone of the market is steady, at unchanged prices. Our quotations are: First break, 50 feet, $1.70; second break, $1.80 for 50 feet. First break, 100 feet, $3.25; second break, $3.45; third break, $3.95; fourth break, $4.20.

TORONTO.

Import orders are as large as usual and are coming in nicely. Prices are weak though there is no change. We quote as follows: Star, under 26 in., $3.10; 26 to 40 in., $3.30; 41 to 50 in., bookbinders', ground, 10 1-2c.; finest American, white, 19c.; No. 1 American white, 15c. per lb.

Paint and Oil Notes.

Mander Bros., varnish and color manufacturers, Montreal, have registered.

A new knife for use by glaziers in puttying a window pane, is a tool which will be welcomed as soon as it is placed on the market, says an exchange. It has a reservoir to be filled with putty; this supply can be forced out under the blade by the thumb and forefinger, and a flange on the blade keeps the putty from spreading over the glass and the woodwork.

"Patate."

Environment has a great deal to do with the forming of words and phrases. Even in classical Oxford, a suburban district named after a celebrated country house "Chateau Vert" (Green Mansion) becomes "Shotover" when it is anglicized.

The familiar, popular and nutritious potato in the flowery language of la belle France is known as the "Pomme de Terre" (Apple of the Earth). In Germany it has the euphonious name of "Kartoffel." The Habitant calls the mealy tuber by the handy name of "Patate." The French-Canadians are large growers and consumers of potatoes. They, therefore, use Paris green freely.

Recognizing the fact that "Hardware and Metal" has a large following amongst the French-Canadian hardware trade, the Canada Paint Company, this week, have inserted their Paris green advertisement in French as well as in English.

The Paperhanger's Art.

TO make paper stick to a painted or varnished wall, nothing is better than a little Venice turpentine added to the past when it is made, or isinglass, dissolved in water and a little glycerine is good; three sheets of isinglass to a pint of warm water, and two ounces of common commercial glycerine. Gelatine will answer in place of isinglass; or the walls may be sized with glue size, to which some molasses or brown sugar has been added. But the Venice turpentine is sure, and leaves no nasty coating under the paper as glue or sugar may do.

Venice turpentine in the glue size for a damp wall, is recommended by some paperhangers. Shellac does not prove effective on a damp wall.

Much of the trouble with paper breaking and tearing is due to the workman stretching it too much when hanging it.

It is necessary to keep the hands clean when hanging plain papers, such as felts or ingrains. Felts or ingrains should always be trimmed, no matter how well the edges may look in the roll. Water stains in such papers are caused by their porousness, allowing the paste to come through. Let the paper get perfectly dry, then go over it with clean water, using a clean calsomine brush. Brush the water on quickly and with a light sweep. When the paper becomes dry the stains will have disappeared.

When butting felts and similar papers, use the seam roller on the seams, but don't try to force the edges together with the roller or you will have trouble with the next length. If you are careful when trimming the edges you will not have to force any joints.

Sometimes the edges slightly overlap in places, but all that is necessary is to use the edge of the roller to gently press the edges into place. Some paperhangers leave a very slight space between the two edges, and then force them up into place to make a perfect butt; but this is a bad practice, as the edges will open or shrink upon drying. If you are not skilful enough to make your edges fit closely, then let them lap the least bit, just a hair's breadth, and then you can press the edges into place.

Don't try to make speed on delicate jobs, especially if not expert at it. Fine work demands time and care and the tools must be in good order, and cleanliness observed.

Never crease felts or ingrains on the board, but fold them carefully so as to avoid any crease mark, which would show on the wall.

Japanese papers are difficult to hang, as the layers of which they are composed are liable to come apart.

A badly whitewashed wall will hold paper if sized with glue and brown sugar, or molasses size. It is best to lime walls for good paper, as it gives a better foundation to work on, and prevents the lime in the plaster from spoiling the color of the paper. It adds to the cost of the job—but it pays.

WALL PAPER

DON'T

put off buying until our range of samples is broken—get your order in now when we have a complete assortment of all grades—Samples sent prepaid on application.

STAUNTON'S Limited
TORONTO CANADA

YOU DON'T NEED AN ACCIDENT POLICY WITH A

"GEM"
SAFETY RAZOR

in your hand. If you want a shave that's smart or a shave that smarts, take a "Gem" Safety Razor for the former and any other make for the other. You will get just what you are looking for in either instance. The "Gem" Safety Razor is as "bracing" in its effect as a cold plunge in early morn. Clean, healthy, safe, simple and economical. All leading dealers in Cutlery find it profitable and highly satisfactory to handle The Gem. Rock bottom quotations furnished upon application.

GEM CUTLERY CO.
34 Reade Street, - - NEW YORK CITY.

THE PIGMENT

"STERLING" FOR INSIDE WORK
PURE PREPARED FOR OUTSIDE WORK
PAINTS

in Paint is a matter to be considered. The quality of the White Lead used determines very largely the quality of the sum total.

STERLING PAINTS

are made with an absolutely pure White Lead, of a degree of excellence not ordinarily found in the white leads employed in paint-making. Hence the superiority of Sterling Paints. Hence, too, the value to the paint dealer of the agency for Sterling Paints.

THE GRANT-HAMILTON OIL CO.
LIMITED.

Makers, TORONTO.

STOVES AND TINWARE.

Good Prospects in British Columbia.

"PROSPECTS for business in British Columbia were never brighter than they are at the present time," said C. L. Lightfoot, British Columbia representative of the Gurney Foundry Co., to "Hardware and Metal" on Wednesday.

"Yet," he continued, "it is impossible to see very far ahead in a country where so much depends upon labor conditions. Last year the outlook was equally promising when everything was nipped in the bud by the miners' strike, which reacted first on the miners, then on the smelters and finally on trade in general, which is only now recovering from the set-back.

"The condition of the lead industry has been materially improved owing to protective measures recently introduced by the British Columbia Government. Nothing, however, will be adequate but a straight duty on the foreign product. The bounty offered for Canadian lead is by no means sufficient for satisfactory equitable distribution among the respective mine owners. The output of the St. Eugenie mine at Moyie, when it is running at full blast, will be sufficient to take up the total amount of bounty offered by the government. It will not pay to operate this mine by halves, and it will pay still less to operate largely unless some more substantial means of protection is forthcoming than now exists.

"It is doubtful whether the new assessment bill is going to accomplish for British Columbia what is claimed for it except in small degree. In some quarters it is claimed that the British Columbia banks are in the last instance responsible for the measure and that they will profit more than any one else. One example of inequitable taxation is seen in the assessment of a mine, which is 2 per cent. on the total output. It must be remembered, however, that the total is hardly a fair basis since a large amount has to be deducted for transportation to the smelter and smelter charges.

"Nor is it equitable to the commercial world. Suppose a merchant has his stock on hand valued at $100,000; as a rule from $30,000 to $40,000 of it represents credit, nevertheless he is taxed on a $100,000 assessment. At the same time his creditor is also assessed for $30,000 bills payable, which means unjust duplication. The most that can be said for the bill is that it is an attempt at equitable adjustment.

"One of the sins of omission in taxation is the neglect to license outsiders who come into the province and dump goods there while the man at home is burdened with taxes. A change which is bound to come sooner or later is the raising of the poll tax on Chinamen. When this happens the coolie will no longer have an advantage over the Canadian, in fact he will no longer be a dangerous competitor."

Smelting Iron by Electricity.

AT the annual meeting of the Canadian Society of Civil Engineers, held in Montreal last week. Dr. Stansfield, of McGill, read a paper on "The Electrothermic Production of Iron and Steel." The speaker began by considering the commercial possibilities of producing iron and steel in the electric furnace. Attempts are still being continued to produce iron and steel by processes similar to those usually adopted, but in which the heat necessary for the chemical reactions to take place and for fusing the metal is furnished by means of electrical power instead of by the combustion of carbonaceous fuel as at present. The very high temperature produced by electricity in a furnace containing strongly reducing gases has been already utilized in the production of certain alloys of iron, such as ferro-chrome, ferro-silicon, etc., in which cases the value of the alloy and the difficulty and expense of production by ordinary methods has led to the use of the electrical furnace in spite of its greater cost. The question of the production of iron and steel depends entirely upon the relative cost of fuel and electrical energy. Where cheap fuel is obtainable, electrical energy would not compare favorably owing to its higher cost, but where electricity can be produced under the most favorable conditions, there is just the possibility that in certain cases where crucibles are now used to fuse material, in order to protect it from the gases unavoidably present in an open hearth furnace, the electrical method will be adopted, and this particularly where definite temperatures have to be attained or kept for any length of time.

Have you tried it?

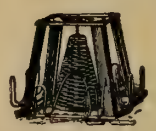
Tried what?

SELLING MANTELS.

This is in your line of business, and it will pay you.

The Batty Stove & Hardware Co

76 YORK ST., TORONTO.



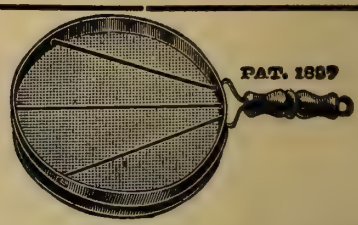
Wire-Cone Incandescent Toaster

Only perfect Bread Toaster for Gas or Gasoline Stoves. No smoky taste to bread toasted on this toaster. Write for prices.

H.O.Edy, Montreal. E.T.Wright & Co., Hamilton.

HARKINS & WILLIS,

Manufacturers and Inventors, - ANN HARBOR, Mic



The FAIRGRIEVE GAS TOASTER

Retails at 25c. The only Toaster guaranteed to toast on gas, gasoline or blue flame oil stoves without taste or smell. Write for prices.

THE FAIRGRIEVE MAN'FG. CO.,

295 COLLEGE ST., TORONTO.

U. S. Branch: 289 Jefferson Ave., DETROI

NEVER DRIP A DROP

THE NEW TEA STRAINER

Meets a popular need. A side line you cannot afford to be without. Retails at 10 cents.

FITS ANY TEA POT

Imperial Tea Strainer Co., MONTREAL.

Buy the Best.

HERCULES

Sash Cord.

Star Brand Cotton Rope

Star Brand Cotton Clothes Lines

Star Brand Cotton Twine

For Sale by all Wholesale Dealers.

Ice Tools

of all sorts. A good line for the hardware dealer.

SEND FOR CATALOGUE AND PRICE LIST

ROBT. DONALDSON & SONS.

30 Youville Square, - - MONTREAL.

ROME

means perfection in the manufacture of

Nickled-Plated Copperware

A FULL LINE ALWAYS CARRIED IN STOCK IN WINNIPEG

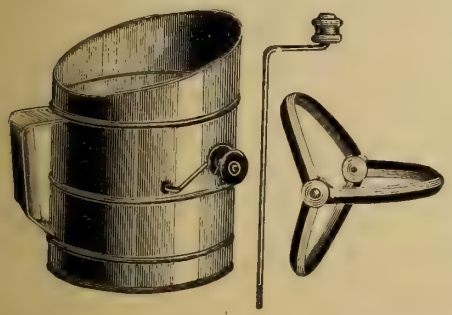
WRITE FOR CATALOGUE, OR BETTER STILL, SEND US A SAMPLE ORDER

Coltart & Cameron

Special attention given to warehousing and distributing cars.

Manufacturers' Agents and Warehousemen,

141-143 Bannatyne Avenue, WINNIPEG.



"Victor" Flour Sifter

WHEN BUYING SIFTERS BUY THE "VICTOR" AND YOU WILL HAVE THE BEST.

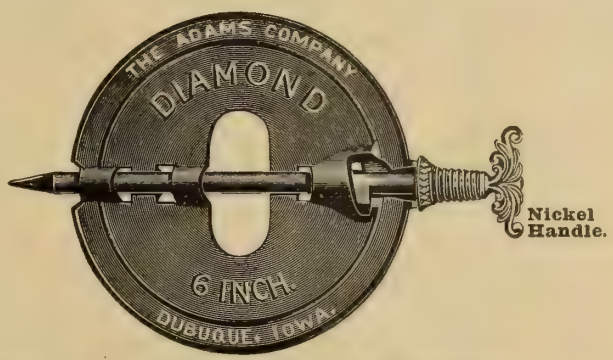
E. T. WRIGHT & CO.,

HAMILTON and MONTREAL.

DIAMOND STOVE PIPE DAMPER.

U.S Patent June 25th, 1895

Canadian Patent December 14th, 1893.



Nickel Handle.

Made by

THE ADAMS COMPANY, Dubuque, Iowa, U.S.A. TAYLOR-FORBES CO., Limited, Guelph, Ont

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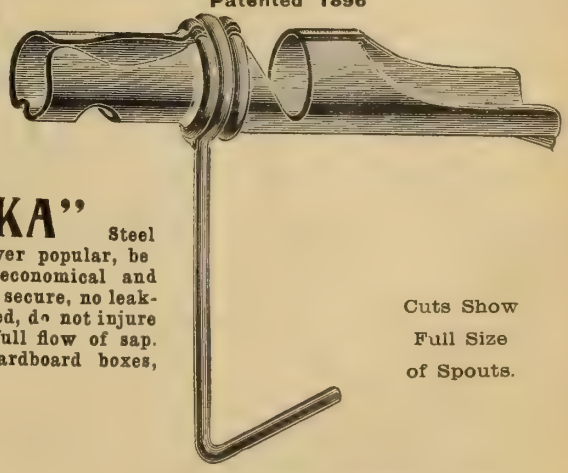
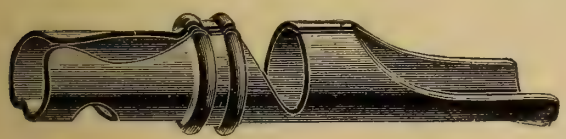
SAP SPOUTS

STEEL

Patented 1896



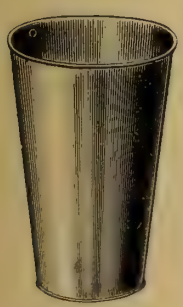


Supplied with or without hooks

THE "EUREKA" Steel Sap Spouts are ever popular, be cause they are economical and durable, safe and secure, no leakage, easily inserted, do not injure the tree, secure full flow of sap. All packed in cardboard boxes, 100 each.

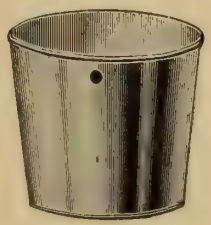
Cuts Show Full Size of Spouts.

SAP BUCKETS



Long Pattern.

SUBSTANTIALLY MADE
PRACTICAL and DURABLE.

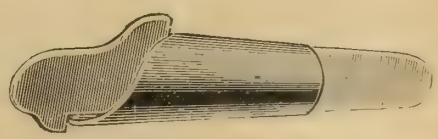


Western Pattern.

Prices and Samples on Application.

"IMPERIAL"

TAPERED.



Made from heavy tinned sheets, specially adapted for . . .

COVERED SAP BUCKETS.

SLIGHTLY FLARING, FITS CLOSELY TO THE TREE AND WILL NOT OVERFLOW UNTIL NEARLY FULL.

The THOS. DAVIDSON MFG. CO., Limited. . . . MONTREAL

HEATING AND PLUMBING

A Magnificent Warehouse.

COMMERCIAL travellers from all parts of Canada unite in saying that the new warehouse into which the Mechanics' Supply Company of Quebec, are now moving is one of the very finest in the whole country. It is an ornament to the business district of the "ancient capital," and certainly reflects great credit on the business enterprise and good taste of the manager, W. H. Wiggs. The new warehouse is built according to Mr. Wiggs' own plans and there are many interesting and novel features in connection with it which are a tribute to his ingenuity.

The new structure is built on St. Paul street and is a handsome and substantial four story building. Mr. Wiggs has not been very many years in business but he has built up a rapidly expanding trade and, anticipating further increases, the foundations of the new building have been made to support two additional stories when the growth of trade demands them. The building is divided into four distinct departments separated by solid fire-proof walls. A whole department is devoted to electrical goods and some interesting devices for the display of these goods are now being installed.

The decorations are very handsome, the ceilings being of metal and the painting and graining is in competent hands. When a representative of "Hardware and Metal" called last week the Mechanics' Supply Company were busily employed in moving and it is probable that they are now installed in their new premises.

Plumbing Licenses Illegal.

THE recent decision, by a judge of the supreme court in Minnesota, that laws requiring the licensing of plumbers are unconstitutional, is regarded as a blunder by many plumbers who are earnestly laboring to remove the menace to public welfare that comes from work done by incompetent men. It is possible that the learned judge may have been correct from a narrow legal standpoint, but that he did not rule in the interests of the general public will be the conclusion if the majority of the plumbing trade.

The prosperity generally enjoyed of late years throughout the United States has led to a considerable increase in building, and the active demand for plumbing work has demonstrated the scarcity of first-class plumbers, both among the employers and the employes.

Many men are tempted to add plumbing as a branch of their business, with no other qualification than a desire to make money. These men are apt to hire the handy mechanic, who is not qualified by experience to do plumbing work that would be accepted even by those who would put a liberal construction on what others might consider absolutely necessary to make their work safe. The effort to secure a law requiring these men to pass an examination in order to secure a certificate of competency, and then to take out a license, is undoubtedly to the interest of the general public, notwithstanding the outcry made against the movement by speculative builders, by those who desire to put up cheap buildings, and by property owners who are disinclined to improve their buildings, but are willing to allow the faulty plumbing work in them to menace the welfare of their tenants and of the community in which they are located.

There is no occasion, however, for the plumber to be discouraged at this setback from the courts. The plumbers have maintained for years that their work is closely identified with the good health of the public generally, and it is only necessary for them to work through the local board of health to secure the same objects that they have sought through the legislative chamber. The board of health in almost any of our cities is definitely endowed with power to lay down such regulations as it considers essential to the public welfare. In many instances the plumbers have been satisfied to work in connection with these bodies, and have had the satisfaction of accomplishing the result for which they have been striving. In some cases the feeling has grown that the plumbing trade is of sufficient importance to secure at the hands of the legislature such recognition as will permit the business to be conducted in accordance with laws which the plumbers themselves largely outline and suggest. While strong claims could be advanced for the justice of this stand, unfortunately it is improbable that the public is prepared to concede to the plumbers this important privilege, and objection would likely be raised to their enjoying it unless it came through the hands of the board of health. The plumbers, meanwhile, are to be congratulated upon their enterprise and courage in initiating this reform and also upon the high standard of plumbing work done throughout the United States as a result of their co-operation with the boards of health in the past. While the court decision above referred to should give no ground for discouragement, the plumbers should be careful to insure that any legislation they may succeed in securing in the future is in harmony with the constitution of the state in which it may be enacted.

Building Notes.

The thirteenth annual meeting of the Province of Quebec Association of Architects was held recently at Quebec. The following officers were elected :

President—J. P. Ouellet.
1st Vice-President—S. H. Archibald.
2nd Vice-President—W. Chaussie.
Secretary—J. E. Va ier.
Treasurer—D. R. Brown.
Councillers—L. P. Ismay, A. A. Cox, W. J. Carmichael, J. Z. Besther and J. Venne.

Tenders are being called for the erection of a brick Anglican church at Elmvale, Ontario.

The St. Andrews Presbyterian Church, Vancouver, B. C., have decided to erect a Sabbath school to cost not more than $15,000.

H. C. Stone, architect, formerly of Montreal, has moved to Winnipeg and opened up an office there.

Tenders are being called for the erection of a Y. M. C. A. building at Springhill, N. S.

The Hamilton Times says that owing to the decision of the bricklayers to demand 50 cents per hour in the Spring there will be a check in the building industry in that district. On this account also it is thought that there will be an increase in the number of frame and cement structures.

S. N. Sterling, of Sterling Bros., are starting to rebuild their warehouse at London, Ont., recently destroyed by fire.

Vancouver, B. C., has not only completely recovered from the reactionary period following the boom of some years ago, but its development this year promises to exceed that of any year in its history. During 1903 buildings costing in the aggregate over one million and a half were erected, and appropriations for this year promise to vastly exceed this sum.

The large boiler in the hardware establishment of J. E. Martineau, Quebec, exploded recently, wrecking the cellar and part of the flooring of the storerooms. Four storemen and three clerks were injured, but none very seriously.

RAMSAY'S PAINTS TO PAINT HOUSES

You are in business for profit, so are we.

A poor line of goods may bring you one profit, but will never bring another.

Can't we sell you a "pure" line of goods?

RAMSAY'S PAINTS

stand for purity, first quality, good sellers, good profits.

We help you sell the goods — that brings you trade for other goods as well.

Try Ramsay's Paints for 1904 — the right paint at the right price.

A. RAMSAY & SON **EST'D** **THE PAINT**
MONTREAL **1842** **MAKERS**

The New Century Ball-Bearing Washing Machine.

Not the cheapest but decidedly the best Washing Machine made.

Five to seven minutes only required for a tubful.
The operator need not stand when using it, and there is practically no wear on garments.
Full information given on application.

THE DOWSWELL MANUFACTURING CO., Limited.
Hamilton, Ont.
W. L. HALDIMAND & SON, Montreal, - Eastern Agents.

The Oxford Push Nipple is a good thing for you. It makes

Oxford Radiators

the most perfect system of heating. It makes the adding or detaching of loops easy, and absolutely prevents leaks. In connection with

Oxford Hot Water Boilers

Oxford Radiators form the perfect system. We would like to have you look over our big plant at Toronto Junction which is exclusively devoted to the manufacture of Oxford Radiators and Oxford Hot Water Boilers.

The Gurney Foundry Company, Limited,

Toronto **Winnipeg** **Vancouver**

The Gurney-Massey Company, Limited,

Montreal.

INDUSTRIAL GOSSIP

HARDWARE AND METAL would be pleased to receive from any authoritative source industrial news of any sort, the formation or incorporation of companies, establishment or enlargement of mills, factories foundries or other works, railway or mining news, etc. All such correspondence will be treated as confidential when desired.

J. H. WOODS' Advertising Agency, Limited, Toronto, has been incorporated with a capital of $25,000, to engage in the business of printing, publishing and advertising. The directors are: A. L. Massey, J. F. Eby, J. L. Ross, H. Wright, Wm. Dobie, and J. H. Woods, all of Toronto.

Orion Mining Co., Limited, Niagara Falls, Ontario, have been incorporated with a capital of $500,000, to carry on in all its branches the operations of a mining, milling, reduction and development company. The directors are: M. Stewart, L. P. Hyde, I. L. Shank, T. B. Westgate, F. Tacky and S. Grumbine, all of Titusville, Penn.; and T. Canan, Bradford, Penn.

Capital is being subscribed to the A. J. Burton Saw Co., Limited, Vancouver, B. C., for the manufacture of saws and other lumber mill equipment. As soon as sufficient capital has been subscribed application will be made to the Provincial Government for a charter, the capitalization being $75,000. The proposed plant, including buildings, engines and boilers, furnaces, etc., will cost about $27,000.

The John Campbell Co., Limited, St. Thomas, Ontario, have been incorporated with a capital of $100,000, to manufacture and deal in flour, oatmeal, pot-barley, split peas, etc., to deal in farm stock and products, and to manufacture and deal in staves, barrels and bagging. The directors are: J. Campbell, R. N. Price, N. C. Sinclair and D. M. Tait, all of St. Thomas, and N. E. Freeman, Brownsville, Ontario.

The Sydney Cement Company is now being organized for the purpose of manufacturing cement in Sydney, N. S. They are seeking aid from the council in the way of a bonus and exemption from taxation. The company proposes to manufacture the cement from slag, which they will obtain from the blast furnaces of the Dominion Iron and Steel Co. At a special meeting of the council a resolution was passed to the effect that the city secure legislation enabling it to grant a bonus of $10,000 and exemption from taxation to the company. The capital of the company will be $500,000.

Toronto's waterworks system is in a bay way. On Tuesday it was necessary to shut off the water in part of the city. The city engineer says that $1,000,000 must be spent on the system before it will be in the shape it should be. A shortage of supply is threatened, partly due to a fall in the lake level in recent years. The engineer will draw the attention of the works committee to two means of increasing the supply. One is by the cutting of a 6½ foot tunnel across the bay at a cost of $325,000; another is the laying of a cast six-foot steel pipe at $200,000. Either of these would increase the capacity from 26,000,000 gallons per day as at present to over 40,000,000 gallons.

The directors of the H., G. & B. Railway met in Hamilton recently and elected the following officers: President, C. J. Myles; vice-president, W. J. Harris; directors, A. H. Myles, W. H. Myles, Robert Ramsay, R. S. Morris and L. Bauer. George Waller was reappointed secretary and manager. The question of extending the line to St. Catharines was discussed, it being stated that the extension would cost about $35,000 per mile. The president and manager are to confer with the St. Catharines council regarding the matter.

It is reported that a large number of companies operating saw mills in British Columbia are offering their mills and property for sale to the Canadian Pacific Railway Co. The reason they give for this is that the C. P. R. has threatened to go into the lumber manufacturing business in British Columbia for the purpose of supplying the markets of Manitoba and the Northwest. If the company should do so the mill men say that they could not possibly compete with it since transportation for the railway company would be effected at a very low cost.

The Owen Sound Sun says that the Georgian Bay region suffers great loss by exporting all its lumber in the rough instead of in the dressed and finished products. It claims that there is opportunity for vast increase in the number of industries for the converting of rough lumber into finished products of all kinds. The following towns are suggested: Wiarton, Owen Sound, Thornburg, Collingwood, Midland, Penetang, and Parry Sound. Another industry that might be worked to advantage in that district is the conversion of sawdust and waste at the sawmills into useful products such as alcohol, acetic acid and tar. All that is necessary to set these industries into operation is confidence of capital in the feasibility and profitableness of the enterprises.

NOTES.

Thom's Implements Works, Watford, Ont., will be removed to Paris.

The world's production of iron and steel in 1900 was 40,000,000 tons, in 1903, 46,000,000 tons.

A. M. Chisholm, mine owner, Kingston, Ont., has received an enquiry from Germany as to the cost of iron pyrites and graphite.

The name of The Willson Carbide Works Company, of St. Catharines, Limited, has been changed to Wilson Carbide Co., Limited.

The C. P. R. has placed an order with D. J. Coughlin, of Montreal, for 40,000 tons of steel rails to be delivered next summer by the Pennsylvania Steel Co.

Owing to the scarcity of water and the clogging of the flume of the Booth saw mill at Ottawa, sawing has been stopped and the mill shut down temporarily.

Owing to the coal famine, the Canada Furniture Co., the Bell Piano and Organ Co., and a number of smaller manufacturing concerns in Guelph have abandoned operations.

The county council of Cape Breton, N. S., are considering the question of how best the forests of the county can best be preserved from destruction by forest fires or otherwise.

The Canadian Copper Co., Port Arthur, Ont., are going to begin the construction of the branch line of railway from the C. N. R. to the Tip Top mine as soon as possible.

Frederic Nicholls, general manager of the Electrical Development Co., of Ontario, Limited, is asking before February 15 for tenders for 20,000 tons of Canadian or American cement.

J. D. Rockefeller has resigned his position as a director of the United States Steel Corporation. His reason for so doing is that he has been unable to attend the meetings of the board.

The McLaughlin Carriage Co., Oshawa, Ont., are going to establish a sales establishment in Charlottetown, P. E. I., and for that purpose have purchased a large brick building in that town.

The Home Furnishing Co., Limited, incorporated under the laws of the Dominion Parliament, have been granted a license to carry on business in Ontario of wholesale and retail merchants.

Western Steamship Co., Limited, incorporated under the laws of the Do-

"Dominion Brand" Tarred Felt.

THE BEST THAT MONEY CAN BUY.

"Shield Brand" Ready Roofing, 2 and 3-ply.

QUICK SELLERS.

MANUFACTURED ONLY BY

Lockerby & McComb, 65 Shannon St., Montreal

Bell Telephone Main 1989.

REID & CO., Limited

126 St Andrew St.

QUEBEC.

Manufacturers and Wholesale Dealers in

PAPER, PAPER BAGS, ROOFING PAPER, TARRED and DRY SHEATHING, 2 and 3-PLY PATENT ROOFING, COAL TAR, BLACK PITCH, SCRAP METALS, PAPER STOCK, OLD and NEW MACHINERY, SCRAP CAR WHEELS AND AXLES.

(Write for prices and particulars.)

The Hamilton Steel & Iron Company LIMITED

HAMILTON, - CANADA.

OPEN HEARTH

STEEL CASTINGS

OF ANY WEIGHT.

P-H

PIPE THAT IS PIPE.

PAGE-HERSEY IRON & TUBE CO., LIMITED, GUELPH, ONT.

IRON

Bars in Flats, Rounds, Squares, Ovals, Half-Ovals, Half-Rounds and Bands. Also Wrought Washers.

GOOD QUALITY. PROMPT SHIPMENT.

London Rolling Mill Co. Limited,

LONDON, CANADA.

STEEL

minion Parliament, have been granted a license by the Ontario Government to carry on a shipping business in Ontario.

The Big Master Gold Mine, in the Upper Manitou Lake district, has been closed down with no prospect of its reopening. It is controlled by a Buffalo syndicate, and the cause of the trouble is lack of capital.

The Huntsville Rink Co., Limited, Huntsville, Ontario, have been incorporated with a capital of $5,000, to carry on athletic clubs. The directors are C. O. Shaw, J. W. Hart, and J. W. White, all of Huntsville.

The William A. Greene Co., Limited, Waterloo, Ont., have been incorporated with a capital of $50,000, to manufacture shirts, collars and cuffs. The directors are: W. A. Greene, F. S. Kumpf, C. Kumpf, and J. Uffelman, all of Waterloo.

Brantford, Ontario, may offer a bonus to the Iron Bridge and Structural Steel Co., who were refused a bonus by Galt, Ontario, ratepayers. The Galt Reformer says that false statements were used by opponents of the bonus to defeat the bonus by-law in Galt.

The Scott Manufacturing Co., Limited, Toronto, have been incorporated with a capital of $50,000, to manufacture and deal in paper vessels, boxes and all other paper products. The directors are: H. J. Scott, F. L. Ratcliff, and S. J. Douglas, all of Toronto.

The Craig-Cowan Co., Limited, Toronto, have been incorporated with a capital of $20,000, to carry on in all its branches the business of a manufacturer and dealer in leather goods. The directors are: J. T. Craig, H. S. Cowan, and G. F. Adams, all of Toronto.

The Safety Folding Bed Co., Limited, Windsor, Ontario, have been incorporated with a capital of $40,000, to manufacture and sell folding beds. The directors are: I. W. Durfee and H. Blackwell, both of Detroit, U. S. A.; and F. H. Macpherson, of Windsor.

The Crown Brass and Steel Works, Limited, Stouffville, Ontario, have been incorporated with a capital of $40,000, to carry on a general manufacturing and foundry business. The directors are: C. A. Mitchell, J. Heise, F. A. Dalls, G. A. Brodie, and J. F. Lennox, all of Stouffville.

J. S. Dennis, superintendent of irrigation, C. P. R., Calgary, Alta., has invited tenders for the construction of division "A" of the main canal of the irrigation scheme of the C. P. R. near Calgary. About 2,500,000 feet of earth will have to be removed in this portion of the work.

Merrill, the Michigan timber man, says that he is about to erect a large saw mill in British Columbia, shipping the manufactured lumber to the United States. He claims that he can pay duty and make money. Merrill owns 40,000 acres of very choice timber limits in British Columbia.

The John C. Winston Co., Limited, Toronto, have been incorporated with a capital of $40,000, to manufacture and deal in books, maps, charts, etc. The directors are: J. C. Winton, I. T. Johnson and C. F. Vindt, all of Philadelphia, U. S. A.; J. Flynn, A. H. Sinclair, and F. C. Bull, all of Toronto.

Canada Linen Works, Limited, incorporated in Nova Scotia, has been granted a license by the Ontario Government to operate and maintain in Ontario mills and factories for the manufacture of linen, woollen, cotton and textile goods of all kinds. The company shall not use a larger capital than $500,000.

The Toronto council has accepted the tender of the Lakefield Portland Cement Co., Lakefield, Ont., for the Lakefield brand of cement at $1.84 per barrel of 350 pounds. They could have obtained the Edison Portland cement for $1.73 per half barrel, but preferred to give 11c. per half barrel more for the Canadian brand.

Nagle & Wills, who have the contract for the government buildings at Woodstock, Ontario, have formed a general business to open up in business in Ingersoll, Ontario, as dealers in coal, brick, sewer pipe, plaster of paris, cement, etc., and to manufacture mantles, wood grills, etc. The firm will continue their contracting business.

BUILDING PERMITS ISSUED.

TORONTO.

J. Westcott, three attached three storey brick dwellings on Fuller street, to cost $3,000.

C. A. Drummer, two pairs semi detached brick dwellings on Spadina road, to cost $8,000, and a two storey brick dwelling on Dupont street, to cost $2,500.

PLUMBING NOTES.

L'Ecuyer & Daniel, plumbers and roofers, Montreal, have registered.

Remillard & Paquin, proprietors of a foundry, Grand Mere, have registered.

Gagnon & Larin, plumbers, Montreal, have registered.

P. Sicard, plumber, Montreal, is offering to compromise at 25c. on the dollar.

On January 27 the Jas. Morrison Brass Mfg. Co., Toronto, beat the Manufacturers' Life Assurance Co., Toronto, at hockey. The score was 8 to 1. Jas. Morrison Brass Mfg. Co. also beat Eby, Blain Co., on January 29, the score being 5 to 1.

LOW TENDERS ON CEMENT.

Toronto council let its contract for cement on Thursday last week, accepting the tender of the Lakefield Portland Cement Company for the Lakefield brand at 52¾ cents per 100 pounds, which is $1.84½ per barrel of 350 pounds. Last year the City of Hamilton paid $2.10 net. Toronto could have got Edison Portland cement, made in New Jersey, at $1.73½ a barrel, but preferred to pay 11 cents a barrel more for the Canadian article.

THE WASTES

of poor galvanized iron.
Cracks and breaks in the working.
Takes more time in the working.
Makes a poor job besides.
Apollo knocks it out.
Return a whole sheet for an inch of fault.
Quick service.

American Sheet Steel Company, New York
Representatives for Canada
B. & S. H. Thompson & Company
53 St. Sulpice Street
Montreal

NEWMAN'S PATENT
INVINCIBLE FLOOR SPRINGS

Combine all the qualities desirable in a Door Closer. They work silently and effectually, and never get out of order. In use in many of the public buildings throughout Great Britain and the Colonies.

MADE SOLELY BY
W. NEWMAN & SONS, Birmingham.

Persons addressing advertisers will kindly mention having seen their advertisement in Hardware and Metal.

Ideal Light

is that which comes from above rather than through side windows.

The Ormsby Skylight

is the ideal skylight—economical, wind and weather proof.

SEND FOR PARTICULARS.

A. B. ORMSBY & CO.,
Cor. Queen and George Streets,
TORONTO, ONT.

Write for free samples.
Agents being placed in every district.

Arrow Brand Asphalt Ready Roofing

Easy to lay—lasts long—needs no painting, as it comes in rolls already surfaced with gravel.

A. C. JENKING, Sole Selling Agents,
Room 215 Coristine Building, - - MONTREAL.

Will Hold Up a Shelf!

That's what a shelf bracket is for.

For this purpose there can be NOTHING BETTER, NOTHING CHEAPER than the BRADLEY STEEL BRACKET. It is well Japanned, Strong and Light. The saving in freight is a good profit, aside from the lower price at which the goods are sold. Order direct or through your jobber.

ATLAS MFG. CO.,
New Haven, Conn., U.S.A.

The Grey and Bruce Portland Cement Company of Shallow Lake, Limited,

Manufacturers of

"Hercules" and "Lion" Brands

of

PORTLAND CEMENT

Unsurpassed for Sidewalks, Floors, and all work requiring the Highest Grade of Portland Cement.

HEAD OFFICE : OWEN SOUND.

MADE IN ENGLAND.
HACK SAW BLADE
MADE BY
CHAS. BAYNES
KNUZDEN BROOK
BLACKBURN

THE "SUN" BRAND PORTLAND CEMENT.

We make only one quality and that the best. Ask us for quotations.

The Sun Portland Cement Co., Limited
OWEN SOUND
JAS. A. CLINE, Managing Director.

The Hanover Portland Cement Co., Limited

HANOVER, ONTARIO.

Manufacturers of the Celebrated **"Saugeen Brand"** **OF PORTLAND CEMENT.**

Prices on application.

"THE EMLYN" SAW BENCH

Made in 6 sizes. Best value obtainable. Specially designed for export. With or without "Emlyn" Patent Guard. Sole maker—

CHARLES D. PHILLIPS,
Cables— "Machinery," Newport.
Emlyn Engineering Works
NEWPORT, MON., ENGLAND

The Saw That Sells Itself.

When placed in the hands of the intelligent mechanic the **ATKINS** High Grade Silver Steel Hand Saw sells itself. You simply show it and the saw does the rest.

ATKINS Silver Steel Hand Saws with Perfection Handles are warranted the FINEST Saws on earth in material, temper, grinding and finish.

Write for Catalogue and Prices.

E. C. ATKINS & CO.

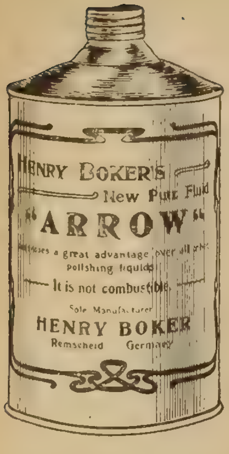
C. D. TEN EYCK, Sales Agent for Canada.
Toronto Office: 30 Front St. East. Tel. Main 1896.

ATKINS
ALWAYS AHEAD

Leading Saw and Tool Manufacturers
Factories: INDIANAPOLIS, IND.
Northwestern Branch: Minneapolis, Minn.

Carry the **"Morrison" Gas Arc Light.** It's the best lamp proposition ever offered to the trade, since it gives the most light for the least cost, and offers splendid profits to the dealer.

JAMES MORRISON BRASS MFG. CO.
Limited,
TORONTO, ONT.



A TRIAL WILL PROVE THAT

Henry Boker's PUTZ FLUID YELLOW LABEL "Arrow Brand"

is the best to clean all sorts of Brass, Nickel, Copper, etc. Can be had in all sizes of tin cans and glass bottles.

For Sale by Wholesale Trade.

CURRENT MARKET QUOTATIONS.

February 5, 1904.

These prices are for such qualities and quantities as are usually ordered by retail dealers on the usual terms of credit, the lowest figures being for larger quantities and prompt pay. Large cash buyers can frequently make purchases at better prices. The Editor is anxious to be informed at once of any apparent errors in this list, as the desire is to make it perfectly accurate.

METALS.

TIN.

Lamb and Flag and Straits – 56 and 28-lb. ingots, 100 lb.	$30 00	$31 00

TINPLATES.

Charcoal Plates—Bright.

M.L.S., equal to Bradley—		Per box.
I C, usual sizes	...	$6 50
I X "	....	8 00
I X X "	....	9 50
Famous, equal to Bradley—		
I C	....	6 75
I X	...	8 25
I X X	....	9 75
Raven and Vulture Grades –		
I C, usual sizes	....	4 25
I X "	....	5 00
I X X "	....	5 75
I X X X "	....	6 50

"Dominion Crown Best" -Double Coated, Tissued.

		Per box.
I C	....	5 50
I X	....	6 50
I X X	....	7 50

"Allaway's Best" – Standard Quality.

I C	....	4 50
I X	....	5 50
I X X	....	6 50

Coke Plates—Bright.

Bessemer Steel –		
I.C., usual size, 14x20	....	3 50
I.C., special sizes, base	....	3 75
20x28	....	7 50

Charcoal Plates—Terne.

Dean or J. G. Grade—		
I.C., 20x28, 112 sheets	6 75	7 50
IX., Terne Tin	....	10 50

Charcoal Tin Boiler Plates.

Cookley Grade—		
X X, 14x56, 50 sheet bxs. } " 14x60, " } " 14x65, " }	...	7 00

Tinned Sheets.

72x30 up to 24 gauge	7 25	7 50
" " 26 "	7 75	8 00

IRON AND STEEL.

Common bar, per 100 lb	...	2 00
Refined "	....	2 40
Horseshoe Iron "	....	2 40
Hoop steel, 1½ to 3-in. base	....	2 75
Sleigh shoe steel, "	....	2 10
Tire steel	2 30	2 50
Reeled machinery	....	3 00
Toe calk steel	2 85	3 00
T. Firth&Co.'s tool steel, per lb	0 12½	0 13
Jessop's tool steel	....	0 14
Morton's tool steel	0 12½	0 13
Black Diamond and "B.C." tool steel	0 10	0 11
Chas. Leonard's tool steel	0 08	0 09
Jonas & Colver's tool steel	0 10	0 20
" "Air Hardening"	...	0 70
Drill steel, per lb	0 08	0 10
Russia Iron—		
Genuine	....	0 11
Imitation Dom. Crown	....	0 06

STEEL BOILER PLATE.

¼ in	2 50	2 60
3-16 in	2 60	2 70
⅜ in and thicker	2 50	2 60

BABBIT METAL.

"Tandem," A ... per lb.	0 27
" B ... "	0 21
" C ... "	0 11½
Frictionless Metal ... "	0 23
Syracuse Smelting Works:	
Aluminum, genuine	0 45
Government, "	0 44
Tough, "	0 40
Hard, "	0 40
Dynamo	0 30
Special	0 25
Harmony	0 22
Car Box	0 20
Extra	0 15
The Canada Metal Co.:	
Imperial, genuine	0 40
Metallic	0 30
Hercules	0 20
Star	0 15
No. 1	0 12
No. 2	0 10
No. 3	0 06
No. 4	0 05
Geo. Langwell & Son.	
No. 1	0 08
No. 2	0 07
No. 3	0 05½
Extra	0 09½

BLACK SHEETS.

	Montreal.	Toronto
10 and 16 gauge	2 25	2 50
18 gauge	2 30	2 50
20 "	2 30	2 50
22 to 24 gauge	2 35	2 70
26 "	2 40	2 80
28	2 40	2 90

COPPER WIRE.

Discount, 50 per cent.

CANADA PLATES.

Ordinary	2 65
All bright	3 50

Galvanized Canada Plates

	Ordinary.	Dom. Crown.
18x24x52	4 25	4 35
" 60	4 50	4 60
20x28x80	8 50	8 70
" 94	9 00	9 20

GALVANIZED SHEETS.

	Fleur-de-Lis.	Gordon Crown.	Comet	Queen's Head
16 gauge	3 65	....	....	....
18 to 24 gauge	3 75	3 75	3 75	3 75
26 "	4 00	4 00	3 90	4 00
28 "	4 25	4 25	4 05	4 25

American brands, $4.00 for 28 gauge.
Less than case lots 10 to 15c. extra.

CHAIN.

Proof coil, 3-16 in., per 100 lb.	....	....
" ¼ "	....	6 10
" 5-16 "	....	4 70
" ⅜ "	....	4 00
" 7-16 "	....	3 80
" ½ "	....	3 70
" 9-16 "	....	3 55
" ⅝ "	...	3 35
" ¾ "	....	3 30

Halter, kennel and post chains, 40 to 40 and 5 per cent.

Cow ties	40 p.c.
Tie out chains	65 p.c.
Stall fixtures	35 p.c.
Trace chain	45 p.c.

Jack chain, iron, single and double, discount 35 p.c.
Jack chain, brass, single and double, discount 40 p.c.

COPPER.

Ingot.		Per 100 lb.
Casting, car lots	....	13 75
Bars.		
Cut lengths, round, ½ to ¾ in	21 00	23 00
" round and square, 1 to 2 inches	21 00	23 00

Sheet.

Plain, 16 oz., 14x48 and 14x60	....	20 00
Plain, 14 oz.	....	21 00
Tinned copper sheet	....	24 00
Planished	....	32 00

Braziers' (in sheets).

4x6 ft., 25 to 30 lb. each, per lb.	....	0 22
" 35 to 45 " "	....	0 21
" 50-lb. and above "	....	0 20

BOILER AND T.K. PITTS.

Plain tinned, per lb	....	0 28
Spun, per lb	....	0 32

BRASS.

Rod and Sheet, 14 to 30 gauge, 15 per cent

Sheets, hard-rolled, 2x4	0 23
Tubing, base, per lb	0 23½

ZINC SPELTER.

Foreign, per 100 lb	6 00	6 25
Domestic " "	...	....

ZINC SHEET.

5-cwt. casks	6 15	6 50
Part casks	6 50	7 00

LEAD.

Imported Pig, per 100 lb	3 20	3 30
Bar, per lb	....	0 05
Sheets, 2½ lb. sq. ft., by roll	....	0 06½
Sheets, 3 to 6 lb. "	....	0 06

NOTE.—Cut sheets ½c. per lb., extra. Pipe, by the roll, usual weights per yard, lists at 7c. per lb. and 35 p.c dis. f.o.b. Toronto.

NOTE.—Cut lengths, net price, waste pipe 8-ft. lengths, lists at 8c.

ANTIMONY.

Cookson's ... per lb.	7 50	8 00

SHOT.

Common, $6.50 per 100 lb.; chilled, $7.00 per 100 lb.; buck, seal and ball, $7.50. Discount, 17½ p.c. Prices are f.o.b. Toronto, Hamilton, Montreal, St. John and Halifax. Terms, 3 p.c. cash, freights equalized.

PLUMBING GOODS.

BATH TUBS.

Zinc	6 00

Copper, discount 20 per cent. off revised list.

BATHS.

Standard Enameled.

5½-ft. rolled rim, 1st quality	23 00
5½ " " " 2nd "	20 00

CLOSETS.

	Net.
Plain York or Ontario Sypnon Jet	$9 60
Emb. " " "	10 20
Fittings	1 00
Plain Simplex Syphon Jet	9 00
Emb. " " "	7 50
Fittings	1 25
Low Down Elgin or Teutonic, plain	6 00
Low " " " emb.	6 50
Plain Richelieu	4 25
Emb. "	4 50
Connections	1 25
Closet connection	1 25
Basins, P.O., 14-in	0 63
Basins, oval, 17 x 14-in.	1 50
Basins, " 19 x 15-in.	2 00

IRON PIPE.

Black pipe—		Per 100 feet.
⅛ inch	....	3 25
¼ "	2 30	2 30
⅜ "	2 55	2 55
½ "	2 85	2 85
¾ "	3 65	3 65
1 "	....	5 20
1¼ "	....	7 35
1½ "	....	8 95
2 "	....	12 55
2½ "	....	19 25
3 "	....	22 75
3½ "	....	28 75
4 "	....	35 25
4½ "	....	41 00
5 "	...	44 00
6 "	....	57 50

Galvanized pipe—		
⅛ inch	....	3 20
¼ "	....	3 45
⅜ "	....	3 90
½ "	....	5 00
1 "	....	7 20
1¼ "	....	10 05
1½ "	....	12 20
2 "	....	16 85

Malleable Fittings—Discount 15 p.c.
Cast Iron Fittings—
On unions, 55 per cent.; on nipples, 60 per cent.; headers and flanged unions, 52½ per cent.; bushings, plugs and other than standard 57½ per cent.

PLUMBERS' BRASS GOODS.

Standard Compression work, dis. 60 per cent.
Cushion work, discount 50 per cent.
Fuller work, discount 65 per cent.
6 dozen lots and over of the above, extra discount 10 per cent.
Lever handle Stops and Waste, discount 60 per cent. With, in lots of 2 dozen and over, an extra discount of 10 per cent.
Globe, Angle and Check Valves, discount 55 per cent.
Standard Globe, Angle and Check Valves, discount 60 per cent.
J. M. T. Radiator Valves discount 55 per cent.
Standard Radiator Valves, discount 60 per cent.
Patent Quick-Opening Valves, discount 65 per cent.

No. 1 compression bath cock ... net	1 75
No. 4 " " ... "	2 00
No. 7 Fuller's ... "	2 20
No. 4½, " ... "	2 35
Patent Compression Cushion, basin cock, hot and cold ... per doz.	15 06
Patent Compression Cushion, bath cock, No. 2208	2 25

Square head brass cocks, discount 55 per cent
" " iron " " 50 to 60 "
Competition Globe, Angle and Check Valve discount 65 per cent.
Thompson Smoke-test Machine $25.00

RANGE BOILERS.

Dominion, 30 gallon	net	5 50
" 35 "	"	6 50
" 40 "	"	7 50
Ronald's Galvanized, 30 gallon,	"	7 40
" " 35 "	"	8 40
" " 40 "	"	9 60
Copper, 30 gallon	"	22 00
" 35 "	"	24 00
" 40 "	"	28

Discount off copper boilers 15 per cent.

SOIL PIPE AND FITTINGS.

Light soil pipe, discount, 50 per cent.
" " fittings, discount 50 and 10 p.c.
Med. and Extra heavy pipe and fittings, dis. 60 per cent.
7 and 8-in. pipe, discount 40 and 5 per cent.

SOLDER.

		Per lb
Bar, half-and-half, guaranteed	....	0 19
Bar, half-and-half, commercial	....	0 18
Refined	....	0 18
Wiping	....	0 17

PAINTS AND OILS.

BLUESTONE.

Casks, for spraying,	5 50
100-lb. lots do per lb	0 08

COLORS IN OIL.

25-lb. tins, Standard Quality.

Venetian red, per lb.	0 03½	0 05
Chrome yellow	0 12	0 14
Golden ochre	0 07	0 10
French "	....	0 06
Marine black	....	0 04
Chrome green	....	0 10
French Imperial green	....	0 14
Signwriters' black	....	0 16
Umber	0 04	0 06
Sienna	0 04	0 07

JOSEPH RODGERS & SONS

Limited

SHEFFIELD, ENGLAND.

Each blade of our Goods bears the exact mark here represented.

REGISTERED TRADE MARK. GRANTED 1682

JAMES HUTTON & CO., MONTREAL SOLE AGENTS IN CANADA.

COLORS, DRY.

Common ochre, bbls.	1 15	1 30
Yellow ochre (J.F.L.S) bbls.,	....	2 00
Brussels ochre	....	2 00
Venetian red, bbl	1 50	2 25
English oxides, per cwt	3 00	3 25
American oxides, bbls	1 25	2 75
Canadian oxides, bbls.	1 25	1 75
Super magnetic oxides, 93 p.c.	2 00	2 25
Burnt sienna, pure, per lb	....	0 10
" umber, " "	0 08	0 10
Raw umber	0 08	0 10
Drop black, pure	....	0 10
Chrome yellow, pure	....	0 18
Chrome greens, pure per lb	0 09	0 10
Golden ochre	0 03	0 04
Ultramarine blue, in 28-lb. boxes, per lb.	0 06	0 12
Fire proof mineral, per 100 lb.	....	1 00
Genunie Eng. Litharge, per lb	....	0 07
Mortar color, per 100 lb	1 25	1 5[illegible]
Pure Indian red, No. 45, lb.	0 08	0 1[illegible]
Whiting (common), bbl	0 55	0 [illegible]0
English vermilion in 30-lb. bgs.	...	0 85

CASTOR OIL.

British, 1st. qual, in cases, per lb	0 08½	0 09½
" " small lots	0 10	0 10½

COD OIL, ETC.

Cod oil, per gal	0 50	0 55
Pure olive	....	1 40
" neatsfoot	....	0 90

WHITE LEAD. Per 100 lb.

Pure	....	4 75
No. 1	....	4 50
No. 2	....	4 25
No. 3	....	3 87½
No. 4	....	3 50
Munro's Select Flake White	....	4 75
Elephant and Decorators' Pure	....	4 75
Monarch	....	5 00
Decorator's Pure	....	4 75
Essex Genuine	....	4 25
Sterling Pure	....	5 00
Island City Pure	....	5 00
Ramsay's Pure Lead	4 75	5 00
Ramsay's Exterior	4 50	4 75

RED LEAD.

Genuine, 560 lb. casks, per cwt	$4 25	$4 50
Genuine, 100 lb. kegs, "	....	4 75
No. 1, 560 lb. casks, per cwt	....	4 00
No. 1, 100 lb. kegs, per cwt	....	4 25

WHITE ZINC.

Extra Red Seal	0 06	0 08
French V. M.	0 06	0 06½
Lehigh	0 06	0 06¼

DRY WHITE LEAD.

Pure, casks	4 50
Pure, kegs	4 75
No. 1, casks	4 25
No. 1, kegs	4 50

PREPARED PAINTS.

In ¼, ½ and 1-gallon tins.

Pure, per gallon	....	1 20
Second qualities, per gallon	....	1 00
Barn (in bbls.)	0 60	0 90
The Sherwin-Williams paints	....	1 40
Canada Paint Co.'s pure	....	1 25
Toronto Lead & Color Co's pure	....	1 25
Sanderson Pearcy's pure	....	1 20
Standard Co.'s "New Era."	....	1 30
"Globe" barn	60	70
Francis-Frost Co.'s "Ark" B'd	....	1 25
" British Navy deck	....	1 50
Henderson & Potts's "Anchor"	....	1 35
Globe Paint Co.'s mixed	....	1 30
" barn and bridge	....	0 75
Ramsay's paints, Pure, per gal.	....	1 20
" Thistle, "	....	1 00
" Outside, bbls	0 55	0 65
Island City House Paint	....	1 25
" Floor "	....	1 25
Sterling House Paint	....	1 20
" Floor "	....	1 10
National	..	1 05

PUTTY.

Bulk in bbls	2 05
Bulk in less quantity	2 25
Bladders in bbls	2 2[illegible]
Bladders in kegs, boxes or loose	2 40
25-lb. tins	2 25
12½ lb. tins	2 50
Bladders in bulk or tins less than 100 lb.	2 50

VARNISHES.

In 5-gal. lots.	Per gal.	Net.
Carriage, No. 1	1 50	1 60
Pale durable body	4 10	4 25
" rubbing	2 85	3 20
Gold size, japan	1 50	1 60
No. 1 brown japan	0 85	0 90
Elastic oak	....	1 50
Furniture, extra	1 10	1 25
" No. 1.	0 90	1 00
Hard oil finish	1 35	1 50
Light oil finish	1 60	1 70
Damar	1 75	2 00
Shellac, white	2 40	2 50
" orange	2 30	2 40
Turpentine, brown japan	1 10	1 20
" black japan	1 10	1 20
" " No. 1.	0 85	0 90
Elastilite varnish, 1 gal. can, each		2 00
Granitine floor finish, per gal		2 75

Maple Leaf coach enamels; size 1, $1.20; size 2, 70c.; size 3, 40c. each.

Sherwin-Williams' kopal varnish, assorted case, from to 1 gal., $2.50.

GLUE.

Common	0 08	0 08½
French medal	0 10	0 14
White, extra	0 18	0 22
Gelatine	....	....
Strip	0 18	0 20
Coopers	0 19	0 20
Huttner	....	....
Ground	0 12	0 16
Cologne, genuine	....	

HARDWARE.

AMMUNITION.

Cartridges.

B. B. Caps Dominion, 50 and 5 per cent.
Rim Fire Pistol, discount 40 p.c., American.
Rim Fire Cartridges, Dominion, 50 and 5 p.c.
Central Fire Pistol and Rifle, 10 p.c., Amer.
Central Fire Cartridges, pistol sizes, Dominion, 30 per cent.
Central Fire Cartridges, Sporting and Military, Dominion, 15 per cent.
Central Fire, Military and Sporting, American, add 5 per cent. to list. B.B. Caps, discount 40 per cent., American.
Loaded and empty Shells, "Trap" and "Dominion" grades, 25 per cent. Rival and Nitro, 10 per cent. advance on list.
Brass Shot Shells, 55 per cent.
Primers, Dom., 30 per cent.; American, $1.60.

Wads.	per lb.
Best thick white felt wadding, in ¾-bags	$ 00
Best thick brown or grey felt wads, in ½-lb. bags	0 70
Best thick white card wads, in boxes of 500 each, 12 and smaller gauges	0 99
Best thick white card wads, in boxes of 500 each, 10 gauge	0 35
Best thick white card wads, in boxes of 500 each, 8 gauge	0 55
Thin card wads, in boxes of 1,000 each, 12 and smaller gauges	0 20
Thin card wads, in boxes of 1,000 each, 10 gauge	0 25
Thin card wads, in boxes of 1,000 each, 8 gauge	...

Chemically prepared black edge grey cloth wads, in boxes of 250 each—	Per M.
11 and smaller gauge	0 60
9 and 10 gauges	0 70
7 and 8 "	0 90
5 and 6 "	1 10

Superior chemically prepared pink edge, best white cloth wads, in boxes of 250 each—	
11 and smaller gauge	1 15
9 and 10 gauges	1 40
7 and 8 "	1 65
5 and 6 "	1 90

ADZES.

Discount 20 per cent.

ANVILS.

Wright's, 80-lb. and over	0 10¾
Hay Budden, 80-lb. and over	0 09¼
Brook's, 80-lb. and over	0 11¼

AUGERS.

Gilmour's, discount 65 and 5 per cent. off list.

AXES.

Chopping Axes		
Single bit, per doz.	7 00	10 00
Double bit, "	10 00	18 00
Bench Axes, 40 per cent.		
Broad Axes, 25 per cent.		
Hunters' Axes	5 50	6 00
Boys' Axes	6 25	7 00
Splitting Axes	7 00	12 00
Handled Axes	7 50	10 00

AMERICAN AXE AND TOOL CO.

Red Ridge, boys', handled.	5 75
" hunters	5 25

AXLE GREASE

Ordinary, per gross	5 75	6 00
Best quality	13 00	15 00

BELLS.

Hand.

Brass, 60 per cent.
Nickel, 55 per cent.

Cow.

American make, discount 63¾ per cent.
Canadian, discount 45 and 50 per cent.

Door.

Gongs, Sargant's	5 50	8 00
" Peterboro', discount 46 per cent.		

Farm.

American, each	1 25	3 00

House.

American, per lb.	0 35	0 40

BELLOWS.

Hand, per doz.	3 35	4 75
Moulders', per doz.	7 50	10 00

Blacksmiths', discount [illegible]0 per cent.

BELTING.

Extra, 60 per cent.
Standard, 60 and 10 per cent.
No. 1, not wider than 6 in., 60, 10 and 10 per cent.
Agricultural, not wider than 4 in., 75 per cent.

BITS.

Auger.

Gilmour's, discount 60 and 5 per cent.
Rockford, discount 50 and 10 per cent
Jennings' Gen., net list.

Car.

Gilmour's, 47½ to 50 per cent.

Expansive.

Clark's, 40 per cent.

Gimlet.

Clark's, per doz	0 65	0 90
Diamond, Shell, per doz.	1 00	1 50
Nail and Spike, per gross	2 25	5 20

BLIND AND BED STAPLES.

All sizes, per lb.	0 07¾	0 12

BOLTS AND NUTS Per cent.

Carriage Bolts, common ($1 list)	
" " 3-16 and ¼	60
" " 3-16 and ⅜	55 and 5
" " 7-16 and up	55
" " full sq. ($2.40 list)	60
" " Norway Iron ($3 list)	60
Machine Bolts, all sizes, ⅜ and less	60
Machine Bolts, 7-16 and up	55 and 5
Plough Bolts	55 and 5
Blank Bolts	55 and 5
Bolt Ends	55 and 5
Sleigh Shoe Bolts	70
Coach Screws, cone point	70

Nuts, square, all sizes, 4c. per lb. off.
Nuts, hexagon, all sizes, 4¼c. per lb. off.
Stove Rods, per lb., 5½ to 6c.

BOOT CALKS.

Small and medium, ball per M.	4 25
Small heel "	4 50

BRIGHT WIRE GOODS.

Discount 62½ per cent.

BROILERS.

Light, discount 65 to 67½ per cent.
Reversible, discount 65 to 67½ per cent.
Vegetable, per doz., discount 37½ per cent.

Henis, No. 8 per doz.	6 00
Henis, No. 9 "	7 00
Queen City "	7 50

BUTCHERS' CLEAVERS.

German per doz.	6 00	11 00
American "	12 00	20 00

BUTCHER KNIVES.

Bailey's per doz.	0 60	6 30

BUILDING PAPER, ETC.

Tarred Felt, per 100 lb.	1 85
Ready roofing, 2-ply, not under 45 lb. per roll	0 90
Ready roofing, 3-ply, not under 65 lb., per roll	1 15
Carpet Felt per ton	45 00
Heavy Straw Sheathing per ton	35 00
Dry Sheathing per roll, 400 sq. ft.	0 40
Tar " 400 "	0 50
Dry Fibre " 400 "	0 55
Tarred Fibre " 400 "	0 65
O. K. & I. X. L " 400 "	0 70
Resin-sized " 400 "	0 45
Oiled Sheathing " 600 "	1 00
Oiled " " 400 "	0 70
Roof Coating, in barrels per gal.	0 17
Roof " small packages "	0 25
Refined Tar per barrel	5 00
Coal Tar "	4 00
Coal Tar, less than barrels per gal.	0 15
Roofing Pitch per 100 lb.	1 10

BULL RINGS.

Copper, $2.00 for 2½-inch, and $1.90 for 2-inch

BUTTS.

Wrought Brass, net revised list.

Cast Iron.

Loose Pin, discount 60 per cent

Wrought Steel.

Fast Joint, discount 65, 10 and 2½ per cent.
Loose Pin, discount 65, 10 and 2½ per cent.
Berlin Bronzed, discount 70, 70 and 5 per cent

Gen. Bronzed per pair	0 40	0 65

CARPET STRETCHERS.

American per doz.	1 00	1 50
Bullard's "	....	6 50

CASTORS.

Bed, new list, discount 55 to 57½ per cent.
Plate, discount 52½ to 57½ per cent.

CATTLE LEADERS.

Nos. 32 and 33 per gross	7 50	8 50

CHALK.

Carpenters' Colored, per gross	0 45	0 75
White lump per cwt.	0 60	0 65
Red	0 05	0 06
Crayon per gross	0 14	0 18

CHISELS.

Socket, Framing and Firmer.

Broad's, discount 60 and 10 per cent.
Warnock's, discount 50 and 10 per cent.
P. S. & W. Extra, discount 60 and 10 per cen

FOOD—STOCKS.

International Stock Foods, $1 packages, per doz.	$8 00
International Stock Foods, perpail	2 75
" " " per bbl	10 50
" Poultry " $1 pkgs, per dz.	8 00
" Worm Powders, 50c. pkgs. "	4 00
" Pine Healing Oil, per doz	8 00
" Pheno-Chloro, $1 pkgs., per doz	8 00
" Hoof Ointment	8 00
" Compound Absorbent	16 00

Also 25c. pkgs. at $2 per doz.; 50c. pkgs. at $4 per doz.

CLIPS.

Axle, discount 65 per cent

There's Nothing in a Name

unless it's a good one. Paterson's Building Papers, Roofing Felts and Wire-Edged Ready Roofing have a GOOD NAME all over the Dominion, and that's why you can't make any mistake in handling goods of our manufacture.

The Paterson Mfg. Co., Limited

Toronto and Montreal.

COMPASSES, DIVIDERS, ETC.

American, discount 62½ to 65 per cent.

CONDUCTOR PIPE.

Plain or Corrugated.

2-inch	per 100 feet	3 00
3 "	" "	4 00
4 "	" "	5 25
5 "	" "	6 75
6 "	" "	9 00

CRADLES, GRAIN.

Canadian, discount 20 to 25 per cent.

CROSSCUT SAW HANDLES.

S. & D., No. 3	per pair	0 17½
S. & D., " 5	"	0 22½
S. & D., " 6	"	0 15
Boynton pattern	"	0 20

DOOR SPRINGS.

Torrey's Rod	per doz.	....	80
Coil, 9 to 11 in.	"	0 95	1 65
English	"	2 00	4 00

DRAW KNIVES.

Coach and Wagon, discount 50 and 10 per cent.
Carpenters' discount 60 and 10 per eent.

DRILLS.

Hand and Breast.

Millar's Falls, per doz., net list.

DRILL BITS.

Morse, discount 37½ to 40 per cent.
Standard, discount 50 and 5 to 55 per cent.

FAUCETS.

Common, cork-lined, discount 35 per cent.

EAVETROUGHS.

10-inch ....per 100 ft. 10

ELBOWS (stovepipe.)

5 and 6-inch, common	per doz.	1 20
7-inch	"	1 35

Polished, 15c. per dozen extra.

ESCUTCHEONS.

Discount 40 per cent.

ESCUTCHEON PINS.

Iron, discount 40 per cent.

FACTORY MILK CANS.

Discount off revised list, 40 per cent.

FILES AND RASPS.

Great Western	70 and 10 per cent.
Arcade	70 " 10 "
Kearney & Foot	70 " 10 "
Disston's	70 " 10 "
American	70 " 10 "
J. Barton Smith	70 " 10 "
McClellan	70 " 10 "
Eagle	70 " 10 "
Nicholson, 60 and 10 to 60, 10 and 5	"
Royal	80 "
Globe	70 to 75 "

Black Diamond, 60 and 10 to 60, 10 and 5 per cent.
Jowitt's, English list, 25 to 27½ per cent.
Nicholson File Co.'s "Simplicity" file handle, per gross 85c. to $1.50

GLASS.

Window. Box Price.

Size United Inches.	Star Per 50 ft.	Star Per 100 ft.	D. Diamond Per 50 ft.	D. Diamond Per 100 ft.
Under 26	....	3 10	....	6 75
26 to 40	....	3 30	....	7 25
41 to 50	....	3 70	....	8 75
51 to 60	....	4 00	....	10 00
61 to 70	....	5 00	....	11 5
71 to 80	....	5 30	....	12 50
81 to 85	....	....	....	14 00
86 to 90	....	....	....	16 50
91 to 95	....	....	....	18 00
96 to 100	....	....	....	20 00

A dis ount of 25 per cent. is offered on "Double Diamond."

GAUGES.

Marking, Mortise, Etc.

Stanley's, discount 50 to 55 per cent.

Wire Gauges.

Winn's, Nos. 26 to 33 ....each 1 65 2 40

HALTERS.

Rope, ⅜-inch	per gross	....	....
Rope, ½ "	"	....	9 00
Rope, ⅝ to ¾-inch	"	....	14 00
Leather, 1-inch	per doz.	3 87½	4 00
Leather, 1¼ "	"	5 15	5 20
Web	"	1 87	2 45

HAMMERS.

Nail.

Maydole's, discount 5 to 10 per cent. Canadian discount 25 to 27½ per cent

Tack.

Magnetic ....per doz. 1 10 1 20

Sledge.

Canadian.............per lb. 0 07½ 0 08½

Ball Pean.

English and Canadian, per lb. 0 22 0 25

HANDLES.

Axe, 2nd growth, per doz. net		3 00	4 00
Store door	per doz.	1 00	1 50

Fork.

C. & B., discount 40 per cent., revised list.

Hoe.

C. & B., discount 40 per cent., revised list.

Saw.

American...........per doz 1 00 1 25

Plane.

American .... per gross 3 15 3 75

Hammer and Hatchet.

Canadian, discount 40 per cent.

Cross-Cut Saws.

Canadian...........per pair 0 13¾

HANGERS. doz. pairs.

Steel barn door	6 00	8 00
Stearns, 4-inch	....	4 50
" 5-inch	....	6 00
Zenith	....	9 00
Lane's covered—		
No. 11, 5-foot run	....	8 40
No. 11½, 10-foot run	....	10 80
No. 12, 10-foot run	....	12 60
No. 14, 15-foot run	....	21 00
Steel, covered	4 00	11 00
" track, 1 x 3-16 in	....	3 90
" " 1¼ x 3-16 in	....	5 60

HARVEST TOOLS.

Discount 60 per cent.

HATCHETS.

Canadian, discount 40 to 42½ per cent.

HAT ENAMEL.

Henderson & Potts' "Anchor Brand"

HINGES.

Blind, Parker's, discount 16⅔ per cent.

Heavy T and strap, 4-in., per lb.		0 06½
" " 5-in., "		0 06¼
" " 6-in., "		0 06
" " 8-in., "		0 05¾
" " 10-in., "		0 05½

Light T and strap, discount 65 and 5 per cent.
Screw hook and hinge –

6 to 10 in.	per 100 lb.	....	4 50
12 in. up	"	....	3 25
Spring, No. 20, per gro. pairs		....	10 50

HOES.

Garden, Mortar, etc., discount 60 per cent.
Planter.............. per doz. 4 00 4 50

HOLLOW WARE.

Tinned cast, 35 per cent.

HOOKS.

Cast Iron.

Bird cage	per doz.	0 50	1 10
Clothes line, No. 61.	"	0 00	0 70
Harness	"	0 60	12 00
Hat and coat	per gro.	1 10	10 00
Chandelier	per doz.	0 50	1 00

Wrought Iron.

Wrought hooks and staples Canadian discount 47½ per cent.

Wire.

Hat and coat, discount 45 per cent.
Belt ....per 1,000 .... 0 60
Screw, bright, discount 55 per cent.

HORSE NAILS.

"C" brand, 40, 10 and 7½ per cent. off list } Oval
"M" brand, 55, per cent. } head
Countersunk, 55 per cent.
"Monarch," 50 and 7½ per cent.
"Peerless" 50 per cent. dis.

HORSESHOES.

Iron Shoes.	F.O.B. Montreal No. 2 and larger.	No. 1 and smaller.
Light, medium and heavy	3 65	3 90
Snow shoes	3 90	4 15
Steel Shoes.		
XL, sizes 1 to 5	....	5 35
Light, No. 2 and larger	....	3 80
No. 1 and smaller	....	4 05
Featherweight, all sizes 0 to 4.	....	5 35
Toeweight, all sizes 1 to 4	....	6 60

JAPANNED WARE.

Discount 50 per cent.

ICE PICKS.

Star.... ....per doz. 00 3 25

KETTLES.

Brass spun 7½ per cent. discount off new list.
Copper............... per lb. 0 30 0 50
American, 60 and 10 to 65 and 5 per cent.

KEYS.

Lock, Canadian dis. 40 to 40 and 10 per cent.
Cabinet, trunk and padlock, American .... per gross 0 60

KNOBS.

Door, japanned and N.P., per doz.		1 50	2 50
Bronze, Berlin	per doz.	2 75	3 25
Bronze, Genuine	"	6 00	9 00
Shutter, porcelain, F. & L. screw	per gross	1 30	4 00
White door knobs	per doz.	....	1 00

HAY KNIVES.

Net prices.

LAMP WICKS.

Discount, 60 per cent.

LANTERNS.

Cold Blast	per doz.	7 00
No. 3, "Wright's"	"	8 50
Ordinary, with O burner.	"	4 00
Dashboard, cold blast	"	9 00
No. 0	"	5 75

Japanning, 50c. per doz. extra.

LEMON SQUEEZERS.

Porcelain lined	per doz.	2 20	5 60
Galvanized	"	1 87	3 85
King, wood	"	2 75	2 90
King, glass	"	4 00	4 50
All glass	"	0 50	0 90

LINES.

Fish	per gross	1 05	2 50
Chalk	"	1 90	7 40

LAWN MOWERS.

Woodyatt, 12-in. wheel		8 50
Star "		6 25
Daisy "	(net)	2 45
Philadelphia, 12-in. wheel		7 00
Ontario, "		14 25
King Edward, 12 in		9 00

Discount, 50 per cent., with freight concessions in quantity shipments.

Maxwell & Sons:

10½-in. high wheel	7 50	10 00
9-in.	5 50	6 25
8-in.	49	5 50

Discount 50 per cent.

LOCKS.

Canadian, 40 to 40 and 10 per cent.
Russell & Erwin......per doz. 3 25

Cabinet.

Eagle, discount 30 per cent.

Padlocks.

English and Am..... per doz. 0 50 6 00
Eagle, discount 20 to 25 per cent.

MACHINE SCREWS.

Iron and Brass.

Flat head, discount 25 per cent.
Round head, discount 20 per cent.

MALLETS.

Tinsmiths'	per doz.	1 25	1 50
Carpenters', hickory,	"	1 25	3 75
Lignum Vitae	"	3 85	5 00
Caulking, each		0 60	2 00

MATTOCKS.

Canadian............ per doz. 5 50 6 50

MEAT CUTTERS.

American, discount 33⅓ per cent.
German, 15 per cent.
Gem ....each 1 15

MILK CAN TRIMMINGS.

Discount 25 per cent.

NAILS.	Cut.	Wire.
2d and 3d	3 45	3 45
3d	3 10	3 12
4 and 5d	2 85	2 95
6 and 7d	2 75	2 80
8 and 9d	2 60	2 60
10 and 12d	2 55	2 55
16 and 20d	2 50	2 50
30, 40, 50 and 60d (base)	2 45	2 45

Cut nails in carlots 5c. less.
Wire nails in carlots are $2.40.
Steel cut nails 10c. extra.
Miscellaneous wire nails, discount 75 per cent.
Coopers' nails, discount 30 per cent.

NAIL PULLERS.

German and American 1 75 50

NAIL SETS.

Square, round and octagon, per gross	3 38	
Diamond	1 00	2 0

POULTRY NETTING.

2-in. Mesh, 19 w.g., dis. 60 per cent.
2-in. Mesh, 16 w.g. and heavier, 50 p.c.

OAKUM.

U. S. Navy	per 100 lb.	....	6 75
Plumbers	"	....	3 00

OILERS.

McClary's Model galvanized oil can, with pump, 5 gallon, per dozen 10 00
Davidson oilers, discount 40 per cent.
Zinc and tin, discount 50, 50 and 10 per cent

Copper	per doz.	1 25	3 50
Brass	"	1 50	3 50

Malleable, discount 25 per cent

GALVANIZED PAILS.

Dufferin pattern pails, discount 45 per cent
Flaring pattern, discount 45 per cent.
Galvanized washtubs, discount 45 per cent

PIECED WARE.

Discount 40 per cent off list, June, 1899.
10-qt. flaring sap buckets, discount 40 per cent
6, 10 and 14-qt. flaring pails, dis. 40 per cent.
Creamer cans, discount 40 per cent.

PICKS.

Per dozen 6 00 9 00

PICTURE NAILS.

Porcelain head	per gross	1 35	1 50
Brass head	"	0 40	1 00

PICTURE WIRE.

Tin and gilt, discount 75 per cent.

PINE TAR.

½ pint in tins	per gross	...	7 80
1 " "	"	....	9 60

PLANES.

Wood bench, Canadian discount 40 per cent., American discount 50 per cent.
Wood, fancy Canadian or American, 37½ to 40 per cent.

U.M.C. AMMUNITION

for big game shooting is half sold before it is offered by the retailer. This is due to the long-standing reputation and the thorough advertising behind it.

U. M. C. IS EASY TO SELL. NEW CATALOGUE.

The Union Metallic Cartridge Co.

AGENCY, 313 BROADWAY, N.Y. FACTORY, BRIDGEPORT, CONN. DEPOT, SAN FRANCISCO, CAL.

PLANE IRONS.

English .....per doz. 2 00 5 00

PLIERS AND NIPPERS.

Button's genuine, per doz. pairs, discount 37½ to 40 per cent.
Button's imitation....per doz. 5 00 9 00
German ..... " 0 60 60

PRESSED SPIKES.

Discount 20 per cent.

PULLEYS.

Hothouse .....per doz. 0 55 1 00
Axle ..... " 0 22 0 33
Screw ..... " 0 27 1 00
Awning ..... " 0 35 2 50

PUMPS.

Canadian cistern 1 80 3 60
Canadian pitcher spout 1 40 2 10

PUNCHES.

Saddler's .....per doz. 1 00 1 85
Conductor's..... " 9 00 15 00
Tinners', solid.....per set 0 72
" hollow.....per inch 1 00

RAKES.

Wood.....per doz. net 1 20 up.

RAZORS. per doz.

Elliot's 4 00 18 00
Geo. Butler's & Co.'s..... 4 00 18 00
Boker's 7 50 11 00
" King Cutter 12 50 15 00
Wade & Butcher's..... 3 60 10 00
Theile & Quack's 7 00 12 00
Bailey's 6 00 12 00
Bailey's Brantford 10 00 11 00
Carbo Magnetic..... .... 15 00
Griffon Barber's Favorite 10 75
Griffon No. 65..... .... 13 00
Griffon Safety Razors..... .. 13 50
Griffon Stropping Machines.. .... 13 50
Lewis Bros. "Klean Kutter" 8 50 10 50

REGISTERS.

Discount 40 per cent.

RIVETS AND BURRS.

Iron Rivets, black and tinned, discount 60 and 10 per cent.
Iron Burrs, discount 55 per cent.
Extras on Iron Rivets in 1-lb. cartons, ½c. per lb.
Extras on Iron Rivets in ½-lb cartons, 1c. per lb.
Copper Rivets, with usual proportion burrs, 45 per cent. discount. Cartons, 1c. per lb. extra, net.
Copper Burrs only, discount 30 and 10 per cent.
Extras on Tinned or Coppered Rivets, ½-lb. cartons, 1c. per lb.

RIVET SETS.

Canadian, discount 35 to 37½ per cent.

ROPE, ETC.

Sisal..... 0 11½
Pure Manilla 0 14½
"British" Manilla..... 0 12
Cotton, 3-16 inch and larger 0 21
" 5-32 inch 0 25
" ¼ inch 0 25
Russia Deep Sea 0 15
Jute..... 0 08
Lath Yarn, single 0 11
" double 0 11½
Sisal bed cord, 48 feet.....per doz. 0 65
" " 60 feet ..... " 0 80
" " 72 feet..... " 0 95

RULES.

Boxwood, discount 55 per cent.
Ivory, discount 37½ to 40 per cent.

SAD IRONS.

Mrs. Potts, No. 55, polished....per set 0 80
" No. 50, nickle-plated, " 0 90
Common, plain..... 4 50
" plated 5 50

SAND AND EMERY PAPER.

B. & A. sand, discount, 40 and 5 per cent
Emery, discount 40 per cent.
Garnet (Rurton's) 5 to 10 per cent. advance on list

SAP SPOUTS.

Bronzed iron with hooks ....per 1,000 7 50
"Eureka" tinned steel, hooks " 8 00

SAWS.

Hand, Disston's, discount 12½ per cent.
S. & D., discount 40 per cent.
Crosscut, Disston's....per foot 0 35 0 55
S. & D., discount 35 per cent. on Nos. 2 and 3.
Hack, complete.....each 0 75 2 75
" frame only 0

SASH WEIGHTS.

Sectional.....per 100 lb. 2 25
Solid ..... " 1 75

SASH CORD.

Per lb..... 0 28 0 30

SAW SETS. per doz.

Lincoln and Whiting 4 75
Hand Sets, Perfect 4 00
X-Cut Sets, " 7 50

SCALES.

Gurney Standard, 40 per cent.
Gurney Champion, 50 per cent.
Burrow, Stewart & Milne—
Imperial Standard, discount 40 per cent.
Weigh Beams, discount 35 per cent.
Champion Scales, discount 50 per cent.
Fairbanks standard, discount 35 per cent.
" Dominion, discount 55 per cent
" Richelieu, discount 55 per cent.
Warren's new Standard, discount 40 per cent.
" " Champion, discount 50 per cent.
" Weighbeams, discount 35 per cent.

SCREW DRIVERS.

Sargent's ....per doz. 0 65 1 00

SCREEN DOORS.

Common doors, 2 or 3 panel, walnut stained, 4-in. style.....per doz. 6 80
Common doors, 2 or 3 panel, yellow and green stained, 4-in. style....per doz. 7 00
Common doors, 2 or 3 panel, in natural colors, oil finish .....per doz. 8 15
3-in. style 20c. per dozen less.

SCREWS.

Wood, F. H., bright and steel, discount 87½ per cent.
" F. H., brass, dis. 80 per cent.
" R. H., " dis. 75 per cent.
" F. H., bronze, dis. 75 per cent.
" R. H., " dis. 70 per cent.
Drive Screws, dis. 87½ per cent.
Bench, wood .....per doz. 3 25 4 00
" iron ..... " 4 25 5 00
Set, case hardened, dis. 60 per cent.
Square Cap, dis. 50 and 5 per cent.
Hexagon Cap, dis. 45 per cent.

SCYTHES.

Per doz. net..... 6 00 9 00

SCYTHE SNATHS.

Canadian, discount 40 per cent.

SHEARS.

Bailey Cutlery Co., full nickeled, discou and 2½ per cent.
Bailey Cutlery, Japan Handles, discount 67½ per cent:
Seymour's, discount 50 and 10 per cent.

SHOVELS AND SPADES.

Canadian, discount 45 per cent.

SINKS.

Cast iron, 16 x 24. .... 0 85
" 18 x 30..... .... 1 00
" 18 x 36..... .... 1 40

SNAPS.

Harness, German, discount 25 per cent.
Lock, Andrews' 4 50 11 50

SOLDERING IRONS.

1, 1½-lb..... per lb. 37
2-lb. or over ..... " 0 34

SQUARES.

Iron, No. 493 .....per doz. 2 40 2 55
" No. 494 ..... " 3 25 3 40
Steel, discount 60 to 60 and 5 per cent.
Try and Bevel, discount 50 to 52½ per cent.

STAMPED WARE.

Plain, discount 75 and 12½ per cent. off revised list.
Retinned, discount 75 per cent. off revised list.

STAPLES.

Galvanized 3 00
Plain 2 80
Coopers', discount 45 per cent.
Poultry netting staples, discount 40 per cent.

STOCKS AND DIES.

American discount 25 per cent.

STONE.

Washita .....per lb. 0 28 0 60
Hindostan ..... " 0 06 0 07
" slip ..... " 0 09 0 09
Labrador..... ..... " 0 13
" Axe..... " 0 15
Turkey ..... " 0 50
Arkansas..... " 1 50
Water-of-Ayr ..... " 0 10
Scythe .....per gross 3 50 5 00
Grind, 2-in., 40 to 200 lb., per ton 25 00
" " under 40 lb., " 28 00
" under 2 in. thick, " 29 00

STOVEPIPES.

5 and 6 inch, per 100 lengths 7 00
7 inch..... " " 7 50

ENAMELINE STOVE POLISH.

No. 4, 3 doz. in case..net cash 4 80
No. 6, 3 doz. in ase.. " 8 40

TACKS, BRADS, ETC.

Carpet tacks, blued ..... 80 and 15
" " tinned..... 80 and 20
" " (in kegs)..... 40
Cut tacks, blued, in dozens only 80
" ¼ weights 60
Swedes cut tacks, blued and tinned—
In bulk..... 80 and 10
In dozens 75
Swedes, upholsterers', bulk....85, 12½ and 12½
" brush, blued and tinned bulk 70
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Zinc tacks 35
Leather carpet tacks..... 55
Copper tacks..... 50
Copper nails 52½
Trunk nails, black ..... 65 and 5
Trunk nails, tinned..... 65 and 10
Clout nails, blued ..... 65 and 5
Chair nails..... 35
Patent brads..... 40
Fine finishing..... 40
Lining tacks, in papers..... 10
" " in bulk..... 15
" " solid heads, in bulk 75
Saddle nails, in papers..... 10
" " in bulk..... 15
Tufting buttons, 22 line, in dozens only 60
Zinc glaziers' points 5
Double pointed tacks, papers.. 90 and 10
" " " bulk.... 40
Clinch and duck rivets..... 45

TAPE LINES.

English, ass skin .....per doz. 2 75 5 00
English, Patent Leather 5 50 9 75
Chesterman's .....each 0 90 2 85
" steel.....each 0 80 8 00

TINNERS' SNIPS.

Bailey's, discount 25 per cent.

THERMOMETERS.

Tin case and dairy, discount 75 to 75 and 10 per cent.

TRAPS (steel.)

Game, Newhouse, discount 25 per cent.
Game, H. & N., P. S. & W., 65 per cent.
Game, steel, 72½, 75 per cent.

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Disston's, discount 10 per cent.
German.....per doz. 4 75 6 00
S. & D., discount 35 per cent.

TWINES.

Bag, Russian .....per lb. 0 27
Wrapping, cotton, 3-ply 0 24
" " 4-ply 0 27
Mattress .....per lb. 0 33 0 45
Staging..... " 0 27 0 35

VISES.

Wright's..... .... 0 13½
Brook's..... .... 0 12½
Pipe Vise, Hinge, No. 1..... .... 3 50
" " " No. 2..... .... 5 50
Saw Vise..... ..... 4 50 9 00
Columbia Hardware Co.
Blacksmiths' (discount) 60 per cent.
" parallel (discount) 45 per cent.

ENAMELLED WARE.

White, Princess, Turquoise, Blue and White discount 50 per cent.....
Diamond, Famous, Premier, discount 50 and 10 per cent.....
Granite or Pearl, Imperial, Crescent, discount 50, 10 and 10 per cent.
Premier steel ware, 40 per cent.
"Star" decorated steel and decorated white, 25 per cent.

WIRE.

Smooth Steel Wire.

No. 0-9 gauge..... $2 50
10 " ..... 6c. extra.
11 " ..... 12c. "
12 " ..... 20c. "
13 " ..... 30c. "
14 " ..... 40c. "
15 " ..... 55c. "
16 " ..... 70c. "

Add 60c. for coppering and $2 for tinning.
Extra net per 100 lb. Oiled wire 10c., spring wire $1.25, special hay baling wire 30c., best steel wire 75c., bright soft drawn 15c., charcoal (extra quality) $1.25, packed in casks or cases 15c., bagging and papering 10c., 50 and 100-lb. bundles 10c., in 25-lb. bundles 15c., in 5 and 10-lb. bundles 25c., in 1-lb. hanks, 50c., in ½-lb. hanks 75c., in ¼-lb. hanks $1.
Fine Steel Wire, discount 25 per cent. List of extras: In 100-lb. lots: No. 17, $5—No. 18, $5.50—No. 19, $6—No. 20, $6.65—No. 21, $7—No. 22, $7.30—No. 23, $7.65—No. 24, $8—No. 25, $9—No. 26, $9.50—No. 27, $10—No. 28, $11—No. 29, $12—No. 30, $13—No. 31, $14—No. 32, $15—No. 33, $16—No. 34, $17. Extras net—tinned wire, Nos. 17-25, $2—Nos. 26-31, $4—Nos. 32-34, $6. Coppered, 5c.—oiling, 10c.—in 25-lb. bundles, 15c.—in 5 and 10-lb. bundles, 25c.—in 1-lb. hanks, 25c. —in ½-lb. hanks, 38c.—in ¼-lb. hanks, 50c.—packed in casks or cases, 15c.—bagging or papering, 10c.
Brass wire, discount 60 per cent. off the list.
Copper wire, discount 60 per cent. net cash 30 days, f.o.b factory.
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Clothes Line Wire, regular 7 strand, No. 17, $4.65; No. 18. $2.90; No. 19, $2.60. Hollow 6 strand, No. 17, $4.30; No. 18, $2.70; No. 19, $2.35; No. 20, $2.30, f.o.b. Hamilton, Toronto, Montreal.

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Galvanized, plain twist 2 80
Galvanized barb, f.o.b. Cleveland, $2 55½ in less than carlots, and $2 45 in carlots.

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High Carbon, No. 9..... $2 75
" No. 11 ..... 3 40
" No. 12 ..... 2 95

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Painted Screen, per 100 sq. ft., net.. 1 50
Terms, 3 per cent. off 30 days.

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Stephenson Washer, per doz..... 45 00

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Agricultural, discount 60 per cent.
Coe's Genuine, discount 20 to 25 per cent.
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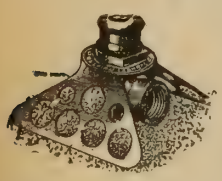

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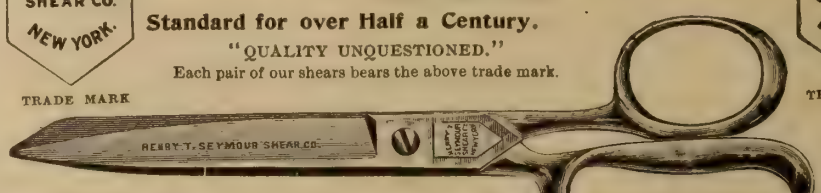

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Grand River Metal Works, Galt, Ont

Silver-Plated Ware.

Ontario Silver Co., Niagara Falls.
Toronto Silver Plate Co., Toronto
Standard Silver Co., Toronto

Sporting Goods.

Mast, J. M., Mfg. Co., Lititz, Pa.
Nerlich & Co., Toronto.

Springs.

Wallace, Barnes Co., Bristol, Conn

Steel Castings.

Hamilton Steel and Iron Co., Hamilton
Montreal Steel Works, Montreal

Steel Rails.

Jackson, C. F., & Co., Vancouver, B.C.
Sessenwein Bros., Montreal.

Stencils Stamps, etc.

Hamilton Stamp and Stencil Works Hamilton, Ont.

Stock Food.

Colonial Stock Food Co., Toronto.
International Stock Food Co., Toronto

Store Lighting.

Grose, Walter, Montreal.

Tea Strainer.

Imperial Tea Strainer Co., Montreal

Toasters

Fairgrieve Mfg. Co., Toronto.
Harkins & Willis, Ann Arbor, Mich

Traps.

Mast, J. M., Mfg. Co., Lititz Pa

Vises.

Lamplough, F. W., & Co., Montreal.

Wall Paper.

Staunton's Limited, Toronto.

Warehousing and Warehouse Trucks.

Coltart & Cameron, Winnipeg.
Fairbanks Co., Montreal.
Slingsby, H. C., Montreal.

Washing Machines, etc.

Connor, J. H., & Son, Ottawa, Can.
Dowswell Mfg. Co., Hamilton, Ont

Watches.

Ingersoll, Robt. H., & Bro., New York.

Waterproof Covers & Clothing.

Guelph Waterproof Clothing Co., Guelph.

Wholesale Hardware.

Birkett, Thos., & Sons Co., Ottawa.
Bowman, John, Hardware & Coal Co., London, Ont.
Canada Hardware Co., Montreal.
Caverhill, Learmont & Co., Montreal.
Howland, H. S., Sons & Co., Toronto.
Kennedy Hardware Co,, Toronto.
Lewis Bros. & Co., Montreal.
Rice Lewis & Son, Toronto.

Woodenware.

United Factories, Toronto.

Wire, Wire Rope, Cow Ties, Fencing Tools, etc.

American Steel and Wire Co., New York, Montreal, Chicago.
Canada Screw Co., Hamilton.
Dennis Wire and Iron Co., London, Ont.
Dominion Wire Mnfg. Co., Montreal and Toronto.
Greening, B., Wire Co., Hamilton.
Ironside, Son & Co., London, Eng.
London Fence Machine Co., London.
Meadows, Geo. B., Co., Toronto.
Oneida Community, Niagara Falls.
Page Wire Fence Co., Walkerville, Ont
Walter, E. F. & Co., Montreal.

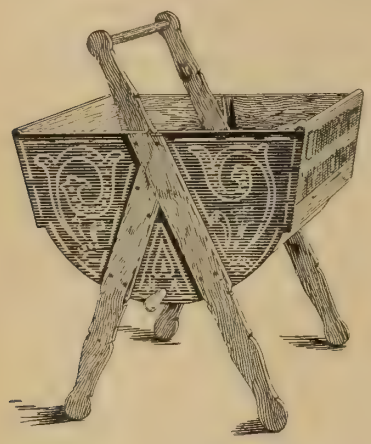
Wrapping Papers.

Canada Paper Co., Toronto.
Reid & Co., Quebec

ALEXANDER GIBB

Manufacturers' Agent and Metal Broker,
13 St. John Street, Montreal

Representing British and American Manufacturers. Correspondence invited from firms wishing to be represented in Canada.



CONNOR'S IMPROVED WASHING MACHINE.

The rubbing board in this washer works eccentrically on the clothes in such a way that it both rubs and squeezes the clothes with every stroke of the rubbing board.

LARGEST CAPACITY. STRONGLY MADE.
NEATLY FINISHED.
THE BEST FOR THE MONEY.

We have nine other kinds, send for our catalogue.

J. H. CONNOR & SON, Limited

Manufacturers
Washing Machines, Clothes Wringers,
Etc., Etc.
OTTAWA

CHAS. F. CLARK, President. JARED CHITTENDEN, Treasurer.

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Capital and Surplus, $1,500,000. Offices Throughout the Civilized World
Executive Offices: Nos. 346 and 348 Broadway, New York City, U.S.A.

THE BRADSTREET COMPANY gathers information that reflects the financial condition and the controlling circumstances of every seeker of mercantile credit. Its business may be defined as of the merchants, by the merchants, for the merchants. In procuring, verifying and promulgating information no effort is spared, and no reasonable expense considered too great, that the results may justify its claim as an authority on all matters affecting commercial affairs and mercantile credit. Its offices and connections have been steadily extended, and it furnishes information concerning mercantile persons throughout the civilized world.

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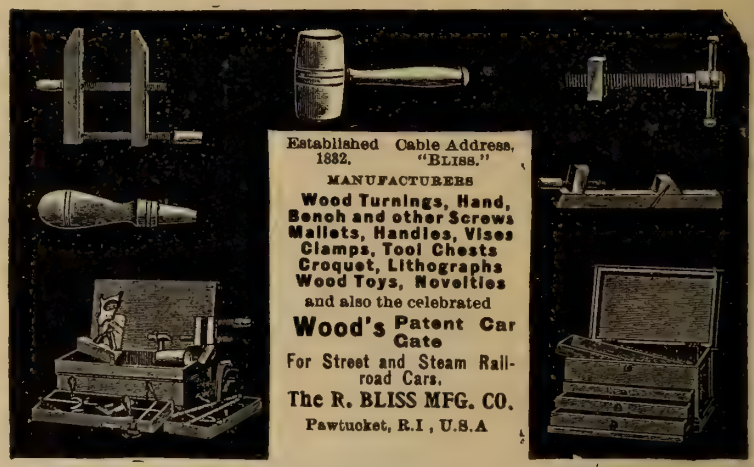
HALIFAX, N.S. HAMILTON, ONT. LONDON, ONT. MONTREAL, QUE.
OTTAWA, ONT. QUEBEC, QUE. ST. JOHN, N.B. TORONTO, ONT.
VANCOUVER, B.C. WINNIPEG, MAN.

THOS. C. IRVING. Gen. Man. Western Canada, Toronto.



Canadian Representative: ALEXANDER GIBB, 13 St. John St., MONTREAL.
75 YEARS ESTABLISHED 1825. 75 YEARS

WHY sell Old Style Cork Screws?

The People Want

WALKER'S SELF-PULLING

which draws the cork, cuts the wire, removes crown, seal and aluminum stopper. Does the whole thing. Each one tested and guaranteed. We manufacture over 50 different styles.

ERIE SPECIALTY COMPANY, Erie, Pa., U.S.A.

"THE REAL" SAFETY RAZOR IS A SELLER

OUR CONDITIONS ARE : Give to likely customers to try and if not absolutely satisfactory return it.

AGENTS FOR CANADA:

RICE LEWIS & SON, Limited, Toronto.
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A New Kind of Razor

You'll be surprised at the way "The Real" Safety Razor shaves—*different* from any other razor.

It shaves clean and keen—smooth and easy.

It doesn't pull or break hairs.

"The Real" is the only perfect razor for *self-shaving*.

The *rigid handle* and the *anti-cut guard* make it better than the ordinary razor—*better control of the blade* on *face, strop* or *hone*—*quicker work* possible—*no cutting*.

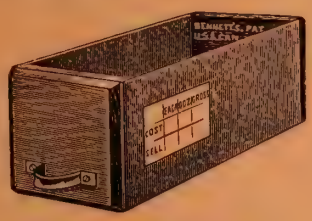
It's better than other "safety razors" because it's a *razor*—not a hoe. Made of the *very finest* razor steel—*full concave*—2¼ in. blade.

GEO. W. KORN RAZOR MFG. CO., Little Valley, N.Y., U.S.A.

...THE...

Bennett Manufacturing Co.

Bennett's Patent Shelf Box and Cabinets for Hardware, Grocery, Seed and Drug Trades, etc.



Owing to the steady and rapid growth of ourbusiness new quarters were needed.

Address all communications to our New Factory :

Pickering, Ontario

SOLID STEEL SCISSORS

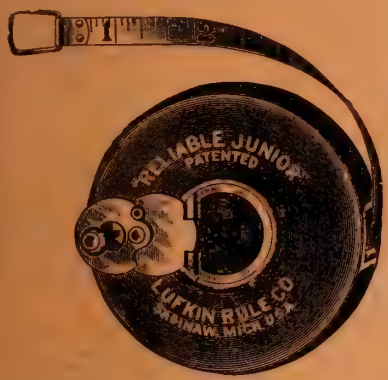
Made in Canada and fully warranted.

You will save money and give your customers better satisfaction by placing your cutlery orders with

BAILEY CUTLERY CO., Limited

BRANTFORD, ONTARIO.

Razors, Shears, Scissors, Tinners' Snips and Butcher Knives.



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Steel, Metallic, Linen, Pocket, Ass Skin, Pat. Leather, Bend Leather, Etc.

ARE THE BEST AND MOST POPULAR TAPES IN THE WORLD.
YOUR STOCK IS NOT COMPLETE WITHOUT THEM.

LUFKIN RULE CO., Saginaw, Mich, U.S.A.

New York City Branch—280 Broadway.

For sale by ALL PROMINENT CANADIAN HARDWARE JOBBERS.

"QUALITY FIRST AND ALWAYS."

A well-known salesman representing the largest stove concern in this country, after a careful examination of the

"Crown Huron" RANGE

said: "Those fellows simply cannot make anything poor. That is the finest example of thorough, careful range-making I ever looked at." He was right, and referred many dealers to us.

What you get from us you can depend on. We live in hopes you'll get interested and one day write to us for catalogue and prices. Now is the time to begin to get ready.

The Western Foundry Co., Limited, Wingham, Ont.

Est. 1868. Inc. 1895.

Black Diamond File Works

G. & H. Barnett Company

PHILADELPHIA

Twelve Medals

Awarded
By **JURORS** at
International Expositions
Special Prize
Gold Medal at Atlanta, 1895

"Redstone" Sheet Packing.

For use in highest pressures for Steam, hot or cold Water and Air. Packs equally well for all. No trouble with leaky joints when they are packed with **"REDSTONE."** The most satisfactory packing on the market. Try a sample lot and be convinced of its merits.

Manufactured solely by

The Gutta Percha and Rubber Mfg. Co.

OF TORONTO, LIMITED.

Head Office and Warerooms—
45-47-49 West Front St.

BRANCHES:
MONTREAL,
WINNIPEG.

TORONTO,
CANADA.

B. & S. H. THOMPSON & CO.

LIMITED

53 St. Sulpice Street, MONTREAL.

Dominion of Canada Sales Agents for

UNITED STATES STEEL PRODUCTS EXPORT CO.

American Sheet Steel and Tinplate Company Department.

Coke and Charcoal Tinplates
Terne Plates
Taggers
Black Plates
Canada Plates
Galvanized Canada Plates
"Apollo" Galvanized Sheets
Black Sheets all qualities
Polished Sheets

Shipments as required from the United States.

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McCASKILL, DOUGALL & CO.

Manufacturers MONTREAL

Standard Railway and Carriage Varnishes
Standard Boat and Spar Varnishes
—Won't turn white from the effects of water and sun
Standard Piano, Furniture and Decorative Varnishes
Zanzerine Transparent Wood Finishes and Varnishes
Architectural Varnishes

OFFICES:

161 Summer St., BOSTON, Mass., U.S.A.

30 St. John St., MONTREAL

Classified List of Advertisements on page 63.

Neither Fictitious nor Exorbitant
Get LANGWELL'S BABBIT, MONTREAL.

HARDWARE AND METAL

A Weekly Newspaper devoted to the Hardware, Metal, Machinery, Heating and Plumbing Trades in Canada.

VOL. XVI. MONTREAL AND TORONTO, FEBRUARY 13, 1904. NO. 7

ANVILS BITS
HENRY BOKER
MANUFACTURER
OF
ARROW BRAND
REGISTERED TRADE MARK
HARDWARE
SPECIALITIES OF ALL DESCRIPTIONS
Pliers Vices
For Sale by Leading Wholesale Hardware Houses.

A QUESTION:

If other brands are "just as good," why do level headed buyers willingly pay a little more for

"QUEEN'S HEAD"?

JOHN LYSAGHT, Limited, Makers, BRISTOL, ENG.
A. C. LESLIE & CO., MONTREAL Managers Canadian Branch.

Before placing your orders elsewhere, secure our

New Prices

—on—

IRON PIPE, BLACK AND GALVANIZED.
CAST FITTINGS.
MALL FITTINGS.
GALVANIZED FITTINGS.
HEADERS.
BRASS VALVES.
IRON BODY VALVES.
STEAM SPECIALTIES AND ENGINEERS' SUPPLIES.

Large Stock. Prompt Shipment.

THE DOMINION RADIATOR CO., Limited,
Head Office and Works—DUFFERIN ST., TORONTO.
BRANCHES: Montreal, Quebec, St. John, N B., Winnipeg and Vancouver, B.C.

DRIVING WHIPS

ALL KINDS IN STOCK

WE CAN MAKE YOU SPECIAL PRICES

TRADE LISTS

RATTAN PLAITED THROUGHOUT

No. 065. Black, coppered head, loop snap, 6 foot.

No. 71. Black, rubber-cushioned head, loop snap, smooth finish, 6 foot.

No. 86. Black, japanned cap, loop snap, smooth finish, 6 foot.

No 87. Wine, japanned cap, loop snap, smooth finish, 6 foot.

No. 66. Black, Philadelphia head and snap, smooth finish, 6 foot.

No. 92. Assorted colors, fancy 1¾ head and mount, Philadelphia snap, 6 foot.

No. 75. Black, best Java stock, one piece from tip to butt, snap, 6 foot.

No. 803. Black with fancy grip snap, 6 foot.

TRADE LISTS

RAWHIDE

No. 141. Black, solid rawhide centre, metal-lined rubber-cushioned cap, Philadelphia snap, 6 foot.

No. 162. Black, solid rawhide from tip to butt, 2 square buttons, Philadelphia snap, 6 foot.

No. 155. "Famous," black, solid rawhide centre, linen and buck-lined rubber cap. Philadelphia snap, 6 foot.

No. 157. Black, solid rawhide from tip to butt, loomis buttons, Philadelphia snap, 6 foot.

No. 153. "True Grip," wine color, double cover, rubber cap, Philadelphia snap, 6½ foot.

No. 154. Cyclorama, black, solid rawhide centre, buck lined and double covered, rubber cap, Philadelphia snap, 6½ foot.

WHIP RACKS, SOCKETS, ETC.

WRITE FOR TRADE PRICES.

RICE LEWIS & SON

LIMITED

COR. KING AND VICTORIA STS., TORONTO.

ALWAYS READY FOR USE

NO HONING
NO GRINDING

The CARBO MAGNETIC Razor.

No Hard Blades
No Soft Blades
No Temper Streaks

No Returned Blades to the dealer—
Shave for Years Without Requiring Honing

Retail Price $2.00

For Sale by all Leading Jobbers or Firm of

A. L. SILBERSTEIN

Mfrs. of "Griffon" Cutlery

453-461 Broadway, New York City.

BOOKLET COMING—
if you'll ask for a copy with trade discount.

THE CANADIAN RUBBER CO.
of Montreal.

MANUFACTURERS OF

Rubber Belting,
Hose, Packing,
Valves, Gaskets,
ETC., ETC.

We make a specialty of

HORSE SHOE PADS

the best in the market.

Write for Prices and Circulars.

Head Office : : MONTREAL

BRANCHES—TORONTO, WINNIPEG and VANCOUVER

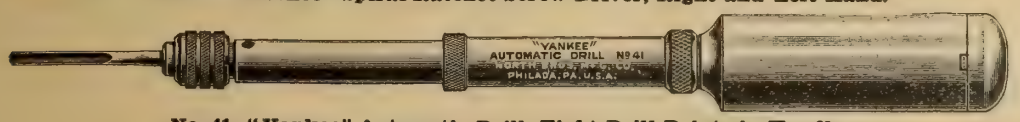
Other Tools are very good Tools, but

"YANKEE TOOLS"

ARE BETTER

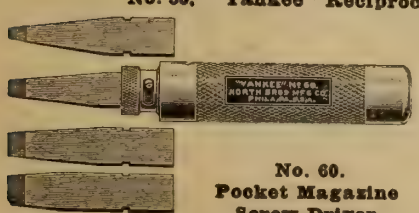
No. 15. "Yankee" Ratchet Screw Driver, with Finger Turn on Blade.

No. 30. "Yankee" Spiral-Ratchet Screw Driver, Right and Left Hand.



No. 41. "Yankee" Automatic Drill, Eight Drill Points in Handle.

No. 50. "Yankee" Reciprocating Drill for Iron, Steel, Brass, Wood, etc.



No. 60. Pocket Magazine Screw Driver.

Our "YANKEE" Tool Book tells all about them. Mailed free on application. . . . . .

Manufacturers also of

LIGHTNING, GEM and BLIZZARD Ice Cream Freezers.

Toy Freezers, Ice Shaves and Ice Chippers.

Fluting Machines, Hand Fluters.

Sold by Leading Jobbers in Canada.

NORTH BROS. MFG. CO.,

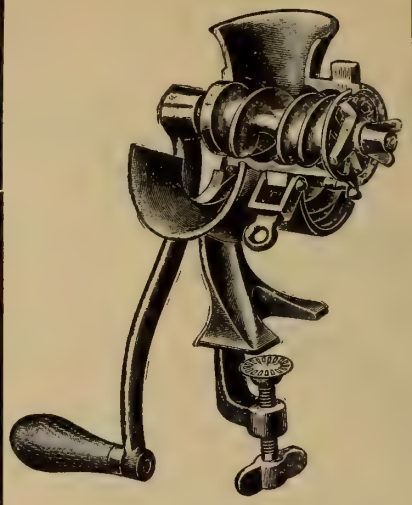
Philadelphia, Pa., U.S.A.

THOS. BIRKETT & SON CO.,
LIMITED
Wholesale Hardware Merchants,
OTTAWA, ONT.

Builders' Lumbermen's and Contractors' Supplies

A complete stock always on hand for prompt delivery.

Enquiries solicited. Mail orders filled with dispatch.



The Russwin Food Cutter.

CLEANLINESS.

There is no drip from the Russwin to soil clothing and floors. The gutter carries all juices to the dish—they are not deposited upon the floor. The machine itself is quickly cleaned with the least possible effort. Write for Booklets, Posters and Electrotypes to assist you.

Russell & Erwin Mfg. Co.
New Britain, Conn., U.S.A.

GALVANIZED SHEETS

From stock or for import

M. & L. SAMUEL, BENJAMIN & CO.

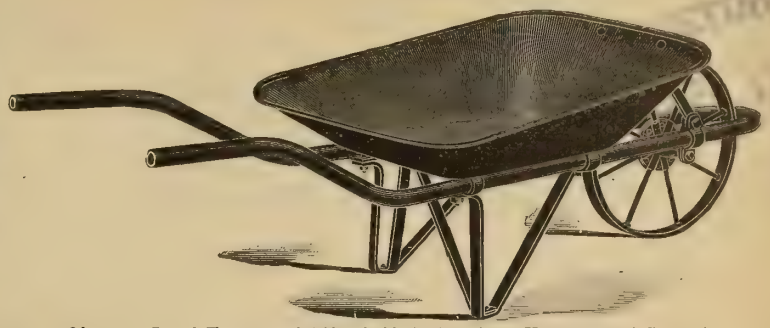
General Importers and Exporters and Metal Merchants

27 Wellington St. West, TORONTO, ONT.

EUROPEAN HOUSE—16 PHILPOT LANE, LONDON, ENG.

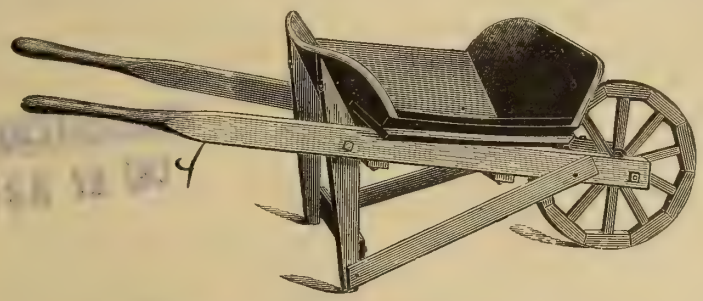
Take Hold and Push

your business in Wheelbarrows, Wheels and Trucks. There's money in it, and it's easy—if your stock is complete. Let us help you get the lion's share. Our goods are reliable and our prices right.

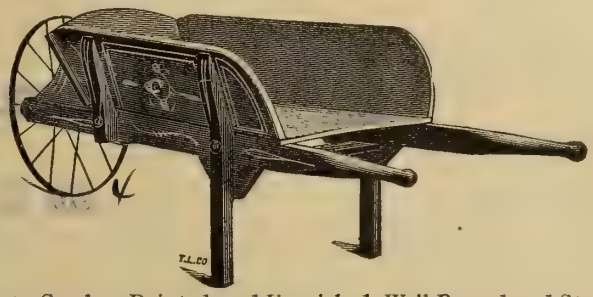


No. 4—Steel Tray and Wheel, Tubular Iron Frame and Guard.

No. 3—New York Barrel Truck

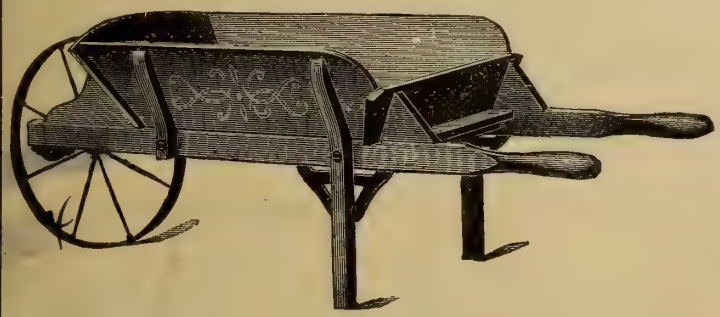


Wood Wheel—Navvy, Seasoned Hardwood, Well Finished

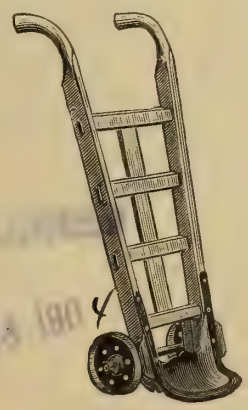


No. 1—Garden, Painted and Varnished, Well Braced and Strong

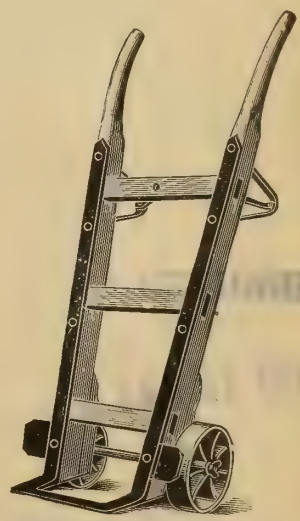
Grocery Truck



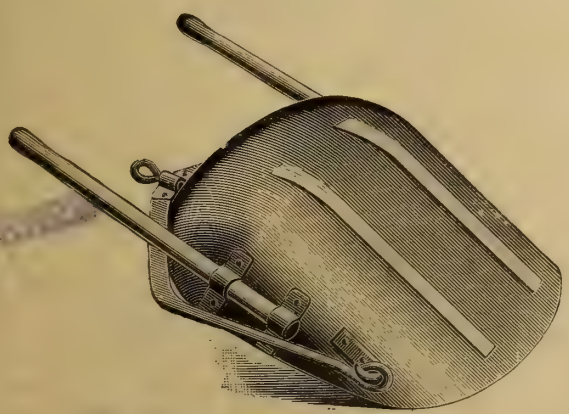
General Purpose—Steel Wheel, Best Seasoned Hardwood, Painted and Varnished



No. 1—Bag Truck



Warehouse—Full Strapped, Chilled Bearings, Steel Axles



No. 2—American Scraper, Solid Steel, with Runners

LEWIS BROS. & CO.

IMPORTERS AND DISTRIBUTORS

TORONTO—87 York St.
OTTAWA—54 Queen St.
VANCOUVER—141 Water St.

Address all correspondence to

MONTREAL

All in Cut Book 15
Page 75

Binder Twine

BLUE RIBBON,	650	feet	per	pound
RED CAP,	600	"	"	"
TIGER,	550	"	"	"
GOLDEN CROWN,	500	"	"	"
STANDARD,	500	"	"	"
SISAL,	500	"	"	"

Blue Ribbon is no doubt the Queen of Binder Twine. It runs six hundred and fifty feet to the pound, and is manufactured from most select Manila Fibre. Six hundred and fifty foot Twine is the only Twine manufactured entirely from Manila Fibre. Dealers should beware of so-called "Manila" Twines which are advertised to measure less than 650 feet to the pound. They are mixed Twines.

Write for samples.

Consumers Cordage Company, Limited

Halifax, N. S. **Montreal, Que.**

COVERT MFG. CO.

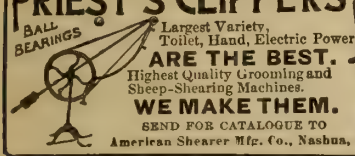
West Troy, N.Y.

Steel Carriage and Wagon Jacks

Harness Snaps, Chain, Rop and Web Goods, etc.

SOLD BY ALL LEADING JOBBERS.

PRIEST'S CLIPPERS



Largest Variety, Toilet, Hand, Electric Power

ARE THE BEST.

Highest Quality Grooming and Sheep-Shearing Machines.

WE MAKE THEM.

SEND FOR CATALOGUE TO

American Shearer Mfg. Co., Nashua, N.H., USA

Oneida Community Goods

HALTERS, COW TIES, SNAPS, etc., etc.,

in all sizes and styles. May be had of all jobbers throughout Canada.

Factory—NIAGARA FALLS, ONT.

Add to your profits by selling

Solarine Bar Polish

in addition to our

Solarine Liquid Metal Polish.

Put up in pound cartons. Retails at 25 cents. Our goods are A1, and have stood the test. Sample and particulars sent free.

SOLARINE DEPOT, 60 George St., TORONTO

Everything you handle takes time, but paper that tears too easily takes too much time. Our

Wrapping Papers

are strong, durable, reliable papers, that give splendid service.

CANADA PAPER CO.

Limited

Toronto, Montreal and Windsor Mills Que.

A MOST USEFUL FIRM

We cut to your order, any size, on short notice,

BRASS and COPPER

—Sheets
—Tubes
—Rods

The waste is ours—not much waste, though.

The Booth Copper Co.,

LIMITED,

119-123 Queen St. East,

TORONTO.

The Hamilton Steel & Iron Company

LIMITED

HAMILTON, - CANADA.

OPEN HEARTH

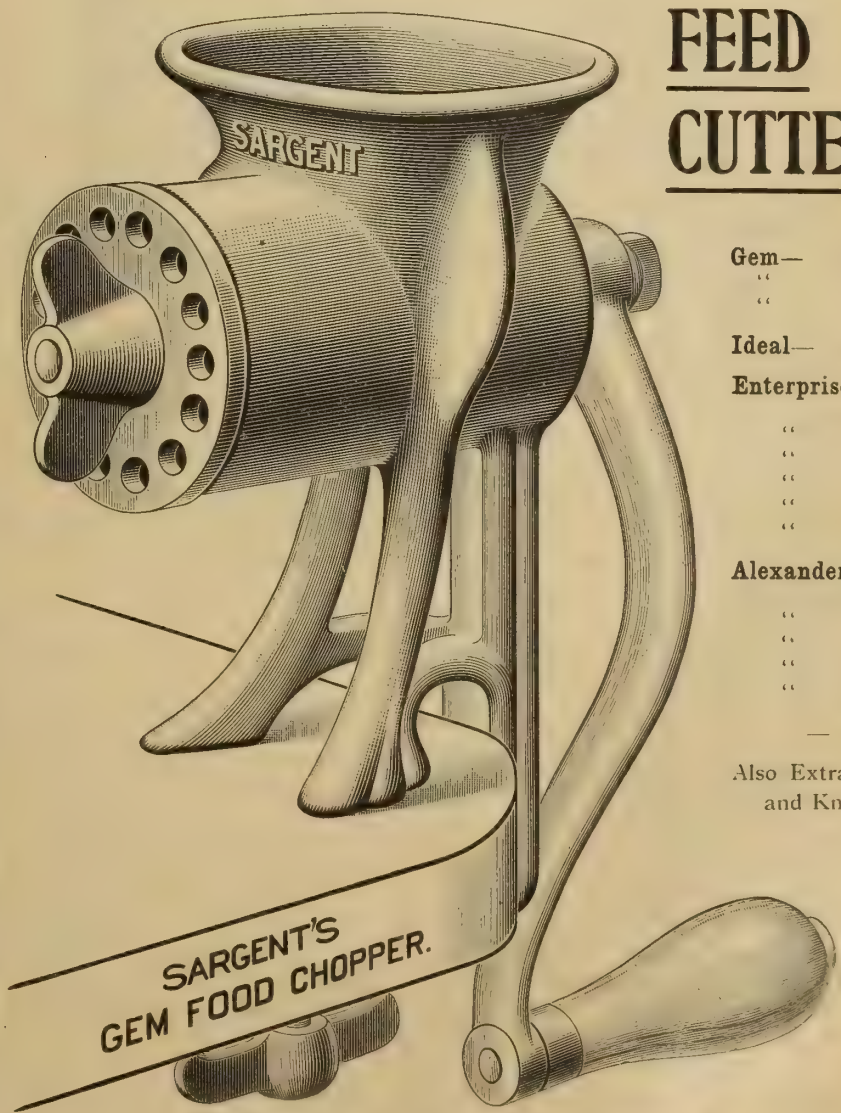
STEEL CASTINGS

OF ANY WEIGHT.

The John Bowman Hardware and Coal Co.,

LONDON, = = ONT.

FEED CUTTERS



Gem—	No. 20.
"	" 22.
"	" 24.
Ideal—	No. 25.
Enterprise—	
	No. 5.
"	" 10.
"	" 12.
"	" 22.
"	" 32.
"	" 100.
Alexander—	
	No. 5.
"	" 10.
"	" 12.
"	" 22.
"	" 32

Also Extra Plates and Knives.

SEND US YOUR ORDERS.

MADE IN FOUR WIDTHS.
½ inch, ⅝ inch, ¾ inch and 1 inch.
PATENTED IN ALL COUNTRIES.

WE STRAP THE WORLD!

Cary's Universal Box Strap

A CONTINUOUS Metal Strap with a series of raised bosses along the edges, to strengthen same and protect nail heads. Put up in coils of 300 feet each, and packed 20 coils in a case. On each coil we put our patent metal reel frame, making it a complete reel.

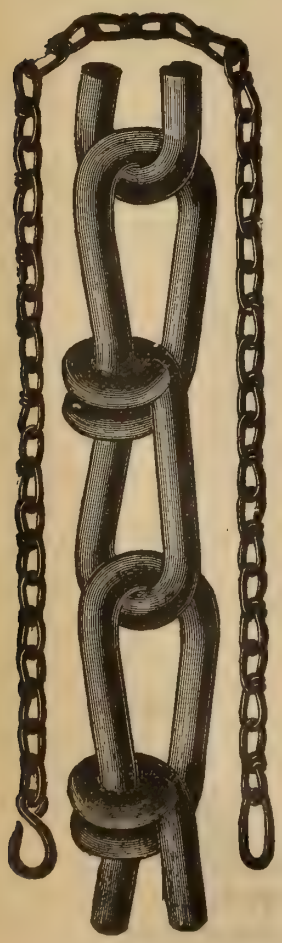
MONTREAL HEADQUARTERS: **E. F. DARTNELL, 180 St. James St**
BELL TELEPHONE MAIN No. 2382.

American Steel & Wire Co.

New York Empire Building | **Montreal** N. Y. Life Building | **Chicago** The Rookery

BARBED WIRE CALVANIZED PLAIN WIRE
PLAIN TWIST CABLE FENCING

Telegraph and Telephone Wire; Mattress, Broom, Weaving Wires of every description; Rail Bonds, Bale Ties, Special Wires for all purposes, Springs, Horse Shoes, Wire Rope, Cold-drawn Steel Shafting.



IMPROVED STEEL WIRE Trace Chains.

Every Chain Guaranteed.

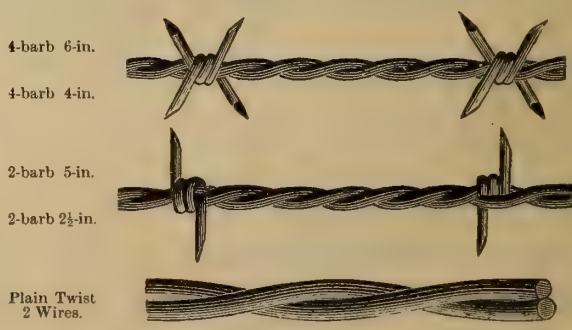
Gives Universal Satisfaction.

THE
B. GREENING WIRE CO.
LIMITED,
Hamilton, Ont.
MONTREAL, QUE.

FENCING

MANUFACTURED BY

Dominion Wire Manufacturing Co.
LIMITED
MONTREAL AND TORONTO.



Coiled SPRING Galvanized Fence.

BRIGHT and GALVANIZED FENCE STAPLES,
1¼ to 2 INCHES.

ANNEALED WIRE

FOR BALING

HAY — PULP — PAPER — RAGS — SHINGLES—ENC.

BUY DOMINION GOODS

SATISFACTION GUARANTEED.

Hardware and Metal

Shake The Tree — There's Money In It

Different ways of getting fruit.

Some ripens and falls—just naturally.

Some is picked.

For the balance you must shake the tree.

Different ways of getting business, too.

Some just comes your way naturally—(nowadays very little comes this way).

Other business you send your travellers out to "pick."

A lot more of it you have to advertise in HARDWARE AND METAL to get.

This latter kind is worth having, too—there's money in it.

Shake !

Hardware and Metal

Montreal and Toronto.

IRONSIDE FOR IRON

Our Specialties are **British** and **Foreign Iron** and **Steel, Metals, Bars, Plates, Sheets, Bolts** and **Nuts, Tin Plates, etc.**

We are sole Licencees for **Page's Patent Wire Stretcher** and also for **Ironside's Patent Wire Cutters.**

We Publish Monthly a "CANADIAN METAL PRICE LIST," giving quotations in Dollars and Cents, (C.I.F.,) also "WEEKLY MARKET REPORT."

Let us have your name and address for "PRICE LIST" and "MARKET REPORT."

IRONSIDE, SON & CO., 16 Water Lane, Great Tower St., E.C., **London, England.**

SPRINGS

FLAT.—SPIRAL OR VOLUTE

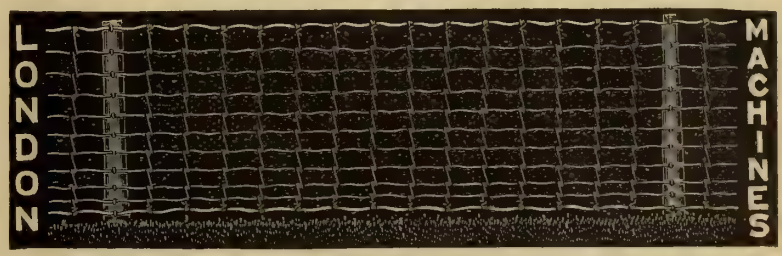
INTERESTING CATALOG MAILED ON APPLICATION

THE WALLACE BARNES CO.

BRISTOL CONN.

LONDON HIGH-GRADE COILED SPRING WIRE

—and—



makes BEST FENCES ON EARTH.

London Fence Machines and London Wire make an A1 specialty for the trade. It pays to talk London Fencing Goods. Write us for Prices and Discounts. Our facilities for handling wire are better than ever and our goods have always been right in quality.

The London Fence Machine Company, Limited, London, Ontario.

DILLON HINGE STAY FIELD FENCE

Sold to the trade only.

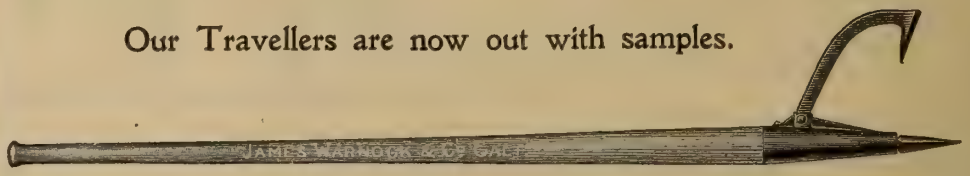
CAVERHILL & LEARMONT, Agents
at Montreal and Winnipeg.

Manufactured and sold by
OWEN SOUND WIRE FENCE CO., Limited
Owen Sound, Ont.

AXES and . . .

LUMBERING TOOLS

Our Travellers are now out with samples.



Our prices are right and a Warnock Tool is the accepted standard of quality.

See our axe samples before buying.

JAMES WARNOCK & CO.

GALT, ONT.

An Axe

Is not a paper weight. It is not a toy, at least Dundas Axes are not. They are made to chop with and to suit the chopper in the hardest kind of Canadian Winter, and they do not need the aid of any American name fictitious or otherwise to sell them. Like all things, Canadian, they rely on their merits.

DUNDAS AXE WORKS,

DUNDAS, CANADA.

HARDWARE NOVELTY.

THE

Ingersoll

American Watches.

RETAIL PRICES, **$1.25 to $2.50**

ARGUMENT.

We now offer a practical time piece for the Hardware Trade of Canada, and base our statement upon the following:

First—It is absolutely guaranteed to keep accurate time.

Second—It stands rough usage and does not get out of order easily, making it the only watch for dealers outside of the jewelery trade to handle, and also making it a practical one for sportsmen, boys and all men who give a watch hard usage.

Third—Its low price and high quality insure a tremendous sale, which we further augment by furnishing many handsome advertising devices for your store.

Fourth—Last but not least, these watches offer a handsome profit. Price cutters are not supplied.

Sold by several leading Hardware Jobbers of Canada. We will tell you who they are upon request.

Trial Offer—To any Hardware Dealer who will write to us upon his business letter head and inclose 75c. we will send a sample watch (duty not paid) and our catalogue, so that he can test its accuracy and durability.

INFORMATION ON REQUEST.

ROBT. H. INGERSOLL & BRO.

51-53 Maiden Lane, - - - NEW YORK, U.S.A.

Australasian Hardware and Machinery.

The Organ of the Hardware, Machinery and Kindred trades of the Antipodes.

SUBSCRIPTION $1.25 PER ANNUM,

post free to any part of the world.

PUBLISHING OFFICES:
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Specimen Copies Free on Application.

DAVID MAXWELL & SONS

ST. MARYS, ONT., CANADA.

Steel Frame Churn.

"Maxwell Favorite Churn"

PATENTED FEATURES: Improved Steel Stand, Roller Bearings, and Foot and Hand Lever Drive, and Detachable Driving Link. Improved for season of 1904. Steel or Wood Frame as desired.

Lawn Mowers.

High and Low Wheels, from 12 in to 20 in. widths. Cold Rolled Steel Shafting, Crucible Steel Knives and Cutting Plate.

If your Wholesale House does not offer you these articles

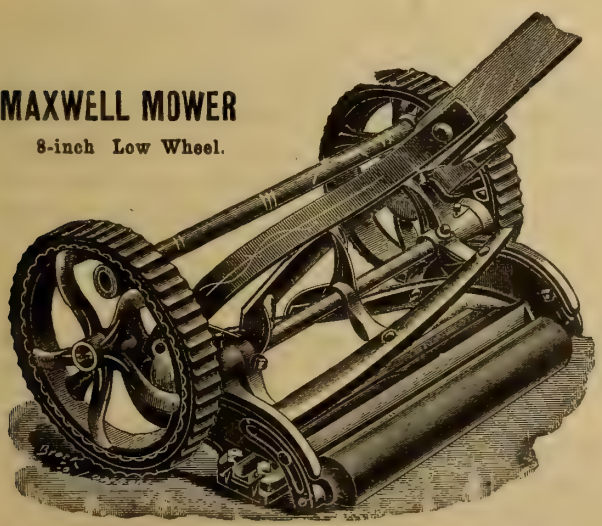
SEND DIRECT TO US.

Wheelbarrows.

In Four Different Sizes.

MAXWELL MOWER

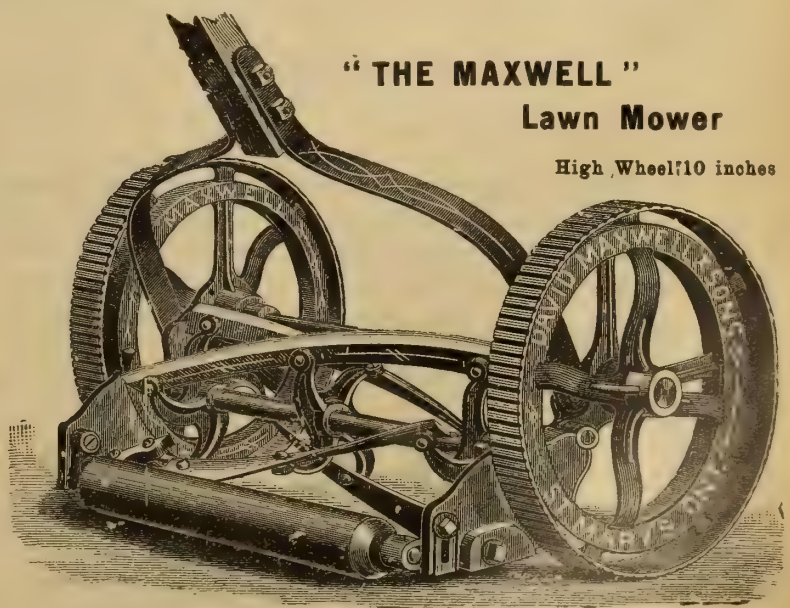
8-inch Low Wheel.



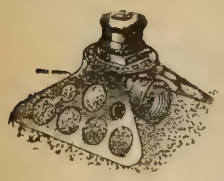
"THE MAXWELL"

Lawn Mower

High Wheel 10 inches



Persons addressing advertisers will kindly mention having seen their advertisement in Hardware and Metal.



"Pullman" Lawn Sprinkler

IS YOUR ORDER IN?

Send for Folder No.14.

PULLMAN MNFG. CO.
Rochester, N.Y., U.S.A.

TRUCKS

for **Warehouse** and **Factory.**

Save You Money
Do Men's Work
Draw no Salary

Our Trucks are guaranteed satisfactory. Turn in their own length.

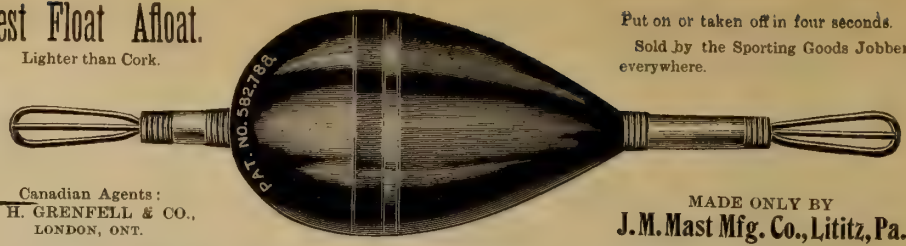
MADE IN CANADA.

H. C. Slingsby for Canada.

Factory, Ontario Street, Temple Building, **MONTREAL.**

Best Float Afloat.

Lighter than Cork.



Put on or taken off in four seconds.

Sold by the Sporting Goods Jobber everywhere.

Canadian Agents:
E. H. GRENFELL & CO.,
LONDON, ONT.

MADE ONLY BY
J.M. Mast Mfg. Co., Lititz, Pa.

H. & R. SINGLE GUN AUTOMATIC AND NON-EJECTING

12, 16 and 20 Guage.
Steel and Twist Barrels
Superior in Design, Workmanship and Finish, and the most popular Gun on the Market.

Simplest "Take Down" Gun Made

HARRINGTON & RICHARDSON ARMS CO.
Also makers of H. & R. Revolvers.
Catalog on request. Worcester, Mass., U.S.A.

CELEBRATED **HEINISCH** SHEARS

Tailors' Shears,
Trimmers' Shears,
Tinners' Snips, etc.

ACKNOWLEDGED THE BEST.

R. HEINISCH'S SONS CO.

NEW YORK OFFICE, 155 Chambers St
NEWARK, N.J., U.S.A.

PIPE THAT IS PIPE

We offer a new grade of Pipe which will thread easily and will not open in the seams.

SPECIAL ATTENTION HAS BEEN PAID TO MAKE IT TRUE TO SIZE.
THE FINISH IS FAR SUPERIOR TO THE ORDINARY GRADE OF PIPE.
THE PIPE COMES IN EXTRA LONG LENGTHS, MAKING LESS WASTE IN CUTTING UP.

Send for Quotations——

Page-Hersey Iron & Tube Co., Limited

Makers of **Wrought Iron Pipe**

GUELPH, CANADA.

IRON

Bars in Flats, Rounds, Squares, Ovals, Half-Ovals, Half-Rounds and Bands. Also Wrought Washers.

GOOD QUALITY. PROMPT SHIPMENT.

London Rolling Mill Co.
Limited,
LONDON, CANADA.

STEEL

BUY THEM NOW.

IVER JOHNSON

SINGLE TRIGGER, SEMI-HAMMERLESS, TOP SNAP and CHAMPION GUNS.

STEVENS' HAMMERLESS GUN.

Stevens'

HAMMERLESS GUNS.

BEST GOODS **RIGHT PRICES**

E. F. WALTER & CO., 166 and 168 McGill St., Montreal

Crown Crown

Crown

SPORTING GOODS

Write for Catalogue **NERLICH & CO., Toronto**

Money Makers for 1904

Indications point to a prosperous Bicycle season for 1904. For three seasons there has been a healthy and reliable growth and this year we foretell a splendid display of renewed patronage over the whole continent. The

HYGIENIC CUSHION FRAME

has been the main factor in this revival. It will pay you to have a good stock of new wheels in your showrooms.

MASSEY-HARRIS,
CLEVELAND.

The name-plate sells them. Write for our new list of prices.

The Canada Cycle & Motor Co., Limited

HEAD OFFICE AND WORKS: TORONTO JUNCTION.

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The Kennedy Hardware Co.

LIMITED,

49 Colborne Street, TORONTO.

Letter and 'phone orders receive special attention.

STRICTLY WHOLESALE.

Our New Key Assortment

(NO. 2.)

Price **$7.50** Net Cash.

CONSISTS OF 3 GROSS KEYS, ASSORTED.

Till, Chest, Cabinet, Trunk and Wardrobe Keys, German Silver Blanks,

Malleable Iron, Brass-Plated Door Keys and Blanks, with Cabinet.

JOHN MILLEN & SONS, —— **Montreal and Toronto.**

Sausage Stuffer, Lard and Fruit Press

8 Sizes and Styles

Rapid Grinding and Pulverizing Mills

40 Sizes and Styles for Hand and Power

No. 3, $5.50.

Bone, Shell and Corn Mill

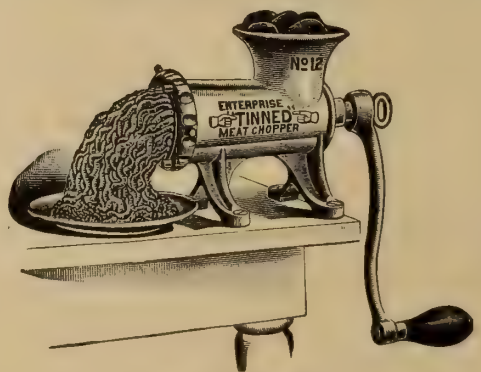
No. 750, $8.50.

TRADE **"ENTERPRISE"** MARK

Meat and Food Choppers

TINNED

40 Sizes and Styles for Hand and Power from $1.00 to $300.00



No. 12, $2.75.

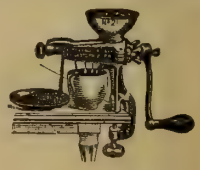
Sold by all the leading Jobbers of the Dominion

ILLUSTRATED CATALOGUE MAILED FREE

The Enterprise Mfg. Co. of Pa.

Philadelphia, Pa., U. S. A.

Meat Juice Extractor



No. 21, $2.50

Raisin Seeder

No. 36, $1.00

Cold Handle Polishing IRON

No. 82, $7.50 per doz.

CANADIAN CORDAGE & MFG. CO., Limited.

Manila Rope

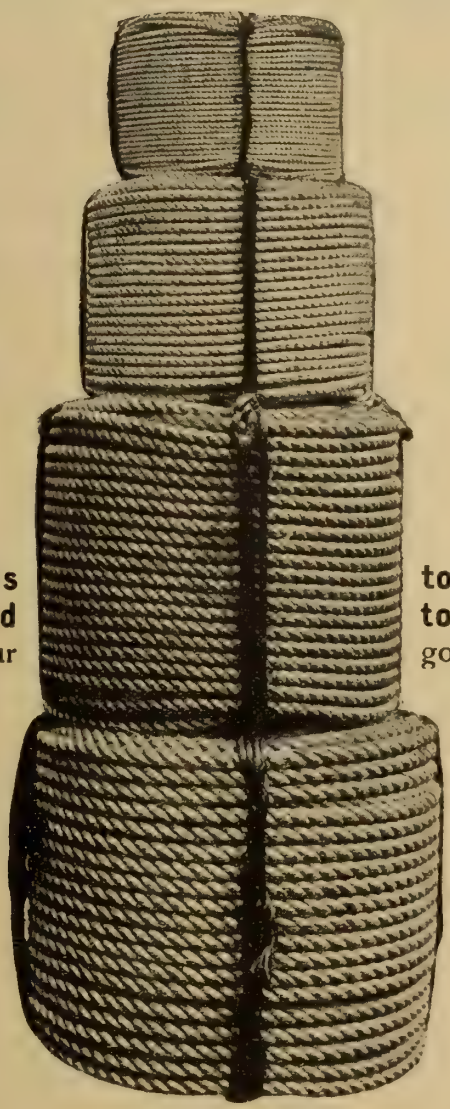
of all kinds, from the largest to the smallest.

Sisal Rope

of all kinds, from the largest to the smallest.

Lath Yarn.

Shingle Yarn.



☞ **We guarantee our goods to be absolutely Pure and free from all substances calculated to increase weight.** Consumerswill find on careful test that our goods are the **Most Economical.**

Binder Twine.

Binder Twine

Royal Manila,	650 ft. to the lb.
Royal Manila,	600 ft. to the lb.
Royal Manila,	550 ft. to the lb.
Royal Manila,	500 ft. to the lb.
Standard, -	500 ft. to the lb.
Sisal, - -	500 ft. to the lb.

The latest and finest machinery is operated in this factory and although not the largest, it is the finest mill of its size in the world.

For LOW PRICES and HIGHEST QUALITY, Write, Wire or 'Phone.

CANADIAN CORDAGE & MFG. CO., Limited

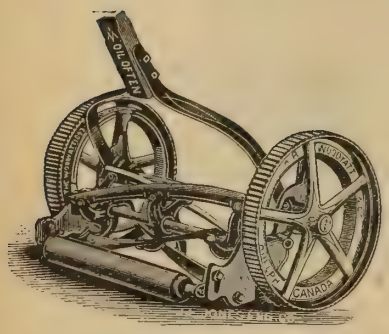
Peterborough, Ont.

Purchase Lawn Mowers Soon

The earlier the better for you and us.
There can be no mistake made in ordering early.
And a mistake may be made by deferring the matter.

Purchase Taylor-Forbes Mowers

No better Mowers made anywhere. Plenty worse.
Every Mower is guaranteed to be perfect as to quality and construction.
Repairs for Taylor-Forbes Mowers can always be had quickly and at the least expense.
The Taylor-Forbes Mowers are known in every land, and trusted.

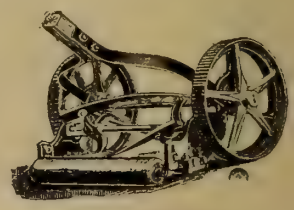


THE "WOODYATT"

Send for Catalogue "B" to assist you in making up your order.
Then give your order to your jobber. We don't sell to the retail trade.

Taylor-Forbes Company Limited
Guelph, Ont.

Montreal Branch
9 De Bresoles Street.



THE" STAR"

Maple Syrup Supplies

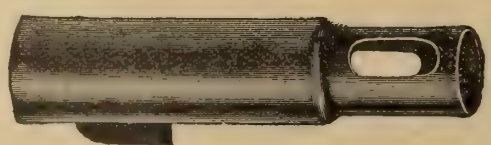
SYRUP CANS

Round or Square. Plain or Decorated.
¼, ½ and 1 gallon sizes.
Wine or Imperial Measure.

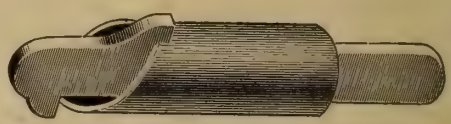
SAP BUCKETS

Straight and Flaring Patterns, 5 sizes.
Made so as to nest closely for shipping and storing purposes.
Covers supplied for Straight Pattern if required.

SAP SPOUTS.



Maple Leaf Pattern, Bronze Steel, ½ in. hole.



E. T. Pattern, Retinned Steel, ⅜-in. hole.

A FULL STOCK CARRIED IN ALL LINES. **ORDERS SHIPPED PROMPTLY.**

KEMP MANUFACTURING CO., TORONTO, CANADA.

EASTERN MANUFACTURED GOODS AND THE GREAT WEST

SOME VIEWS OF WESTERN MERCHANTS

"As you are already aware, the recent visit of the Canadian Manufacturers' Association to the West was partly with a view of studying the trade situation. Since their return you have no doubt noticed in our papers that a number of them have been giving their impressions of the Great West.

"It would be now interesting to know what in the opinion of yourself and other business men of the West can be done in order that the manufacturers and others in the East may secure the business that now goes to manufacturers in the United States."

THE above is a copy of a letter sent by Hardware and Metal to a number of merchants in Manitoba and the Territories. Several replies have been received, and those which are here with printed should prove interesting to business men who are interested in the trade possibilities of the great West.

S. K. Colquhoun, of Montgomery & Colquhoun, Delorain, Man.

In response to your letter re the sale of United States goods in Canada and how the business may be secured by Canadian manufacturers, we beg to subjoin the following, which, in our opinion, after 16 years' business in Manitoba, dealing directly with the farmer, are some of the reasons why the foreign manufacturer finds a market for his goods in Western Canada. The question of how we are to prevent the people buying such goods we will touch later on. I think it will be readily conceded that an individual or community will not continue to buy goods from any place or person, giving such goods a preference, unless the goods in question have merit, either in less out lay of money, or superiority in the construction or texture of the articles.

In the village in which I do business, which may be taken as an average Manitoba town, marketing about one million bushels of wheat annually, I find that the principal articles imported from the United States are binders, wagons, ploughs, threshing machines and stoves. After careful investigation I find that the American binder is sold for $15 more here than is the Canadian, the American farm wagon for $10 more than the Canadian wagon, dealers having both kinds in their warehouses. And they state that they sell two American for every one Canadian wagon, and at a higher price. One naturally asks why? To any man of experience, the reason must be found in the fact that the people believe they are getting a better article. This is the unanimous opinion of the people, else they would not continue to buy an increasing amount of merchandise, at a higher price, did it not pay them to do so.

How, then, are the Canadian manufacturers to retain our markets? By making better goods. We prefer to buy the home product. In the first place let them copy, if necessary, from people who have been making agricultural machinery for a prairie country before we knew anything about prairie. Secondly, let them reduce their profits to the minimum, to compete with these people. they, we think, should be able to compete with the preference they have over the American manufacturer. If they cannot get the trade in this way they could by a high tariff. The question to be solved is, is it worth while shutting out these goods that the people evidently want to level up our manufacturing interests. This the people have to decide.

We may say, we, the retail merchants, would like to have the Legislature of Manitoba protect us by shutting out by a tariff Eastern goods shipped in by Eastern retailers. But we do not think the people would stand it. Nor do we think it would be in the best interest of all the people, any more than would it be to shut out all foreign made goods in manufactured articles.

Did the Canadian to-day make as good an article he would have his market. I again point out, it is not a question of price, but of quality. Some reason must be assigned. This is the obvious one.

In my store I sell German goods, Britsh goods, Swiss goods, and American goods. My patrons demand the selection. Each country can do some things better than another and natural laws govern trade as everything else.

Maybe Canada has not yet learned all about manufacturing. Let us hope she may become increasingly efficient and enjoy more and more of the trade which should belong to her.

H. R. Foulger & Co., Lacombe, Alberta.

The manufacturers of the States have hitherto secured an equal share, at least, of the business of the West, in the lines in which they had a chance to compete, because, in some cases, they had better goods, and have still, though not to the same extent, and because they were aggressive from the start and advertised more extensively, but mainly because of the inability of the Canadian manufacturers to handle the business, lacking, as they did, the capital, plant, push and men. Eastern manufacturers have had all they could do to fill our orders.

What would have been the state of matters were no goods admitted from the States, and orders to Eastern manufacturers were increased by one hundred per cent.? The progress of the West would have been delayed, which would probably have raised the question if the West was any good after all, instead of being as

it is, the assured factor that gives the whole Dominion its magnificent potentiality.

The imports of manufactures from the States have been our blessing and salvation, and without them we might have had crops which we could neither harvest nor market.

But with increased railway facilties, and the confidence of capital and men of the East, we shall become less dependent on our neighbors, and may without injury, but rather profit to ourselves, adopt a policy that will elimin ate foreign competition.

But it must not be forgotten than we want good goods, better than we are even yet getting from the East, and that our manufacturers must have adequate capital to push their business against all comers, and have confidence in their country. Our best farm wagons to-day come from the United States, and they command a 20 per cent. higher price than the Canadian article. Other instances could be given. And until our manufacturers realise the fact that we want the best goods at right prices we cannot ask a co-operating policy on the part of our statesmen, to oust our genial neighbor from the market.

The Regina Trading Co., Limited, Regina, N.W.T.

In reply to your letter asking our opinion on what "can be done in order that the manufacturers in the East may secure the business that now goes to manufactures in the United States," we beg to say that in our opinion the quickest and best way to secure that trade is by establishing a distributing station at some point in the West.

This country is rapidly developing, and along with that development is a demand for a better class of goods, than has been used by the pioneers, larger stocks and quicker service. The large Canadian implement firms have recognized this, and are following close on the Americans in the establishment of large Warehouses with complete stocks.

There is not as much sentiment about business in the West as in the East, but on an equal basis, both merchants and farmers will give the Canadian manufacturers the preference.

Baker & Skelding, MacLeod, Alta.

In as far as implements go we find the farmers here prefer the American manufactured article for the reason that they build their goods to suit this Western trade, while the Canadian manufacturers have not as yet grasped this most important fact in all products of their goods. Some goods that are suited for this trade and are being pushed by the dealers, are as soon as they are well distributed, raised in price until they cost as much as the American implements to which they are inferior by means of poorer material. For instance a Canadian ploughshare manufactured from Canadian steel is much softer and will not wear more than half as long as one of American manufacture. And yet the dealers are charged as much for the Canadian inferior steel as they pay for the better article, duty added.

It is our wish to only sell Canadian goods but the interests of our customers compel us to handle American goods until the Canadian manufacturers get a better grasp of this trade.

Merrick, Anderson & Co., Winnipeg.

As a rule we find the American manufacturers pay more attention to the finish of their goods; also appear to be in closer touch with their customers as to patterns and styles most suitable for the different localities.

After all, however, the great question is one of price, and if past experiences of business depression in Presidential years is confirmed the coming season, it will be necessary, especially on some lines of stoves, to reduce present prices. Th question, however, can hardly be answered in general terms, as each line presents special problems of its own.

Babb & Kirkland, Portage la Prairie, Man.

Replying to your circular letter re the securing of our Western business to the Eastern manufacturers:

1st. In some instances the Eastern manufacturers should reduce prices in order to combat American competition.

2nd. In other cases, better class, and quality of goods should be manufactured to supply the home market, and thus avoid the necessity of the retailer importing.

3rd. In cases where the tariff is really too low, and bears hardly on the Canadian manufacturer, making it impossible for him to meet foreign competition, let the tariff be adjusted so as to afford reasonable protection.

4th. Again in particular cases it might be found workable to make the tariff retaliatory.

5th. Adjust the tariff from time to time to meet new conditions.

Curry Bros., Innisfail, N.W.T.

Induce the Government to regulate the tariff, and the manufacturers to supply equally as good articles at the same prices.

H. S. Price, Boissevain, Man.

I would certainly like to see the Canadian manufacturers get a big share of the Western trade, but some of them will have to do different, or they will lose the trade they now hold. I know for a fact that the retailers would strongly indorse placing some lines on the free list, as the goods I have in view are only fit for a Jew trade.

The greatest trouble has been in getting goods of all lines, then again, had it not been for United States goods this past season we would have been in a deplorable state, as our own makers advanced their prices to such an extent, that we were making a far better profit by buying United States lines.

If the manufacturers will carry the stocks and not bull the market when they have the chance, I think they can more than hold their own.

WIRE NAILS
TACKS
WIRE

Prompt Shipment

The ONTARIO TACK CO
Limited
HAMILTON, ONT.

CATALOGUES, BOOKLETS, ETC.

HARDWARE AND METAL would be pleased to review catalogues, booklets or other such publications issued by manufacturers or wholesale dealers selling to the hardware, plumbing, machinery or metal trades. Retailers desiring such publications may also have inserted a note to that effect. No charge will be made for these services.

ICE CREAM FREEZERS.

It will soon be time to devote attention to ice cream freezers and the hardware trade will desire to secure information to enable them to decide what freezers to carry. The North Bros. Mfg. Co., Philadelphia, have their 1904 catalogue ready for distribution. In it are all exterior and sectional drawings of the hand and machine freezers which have made each such an enviable reputation for this firm. Copies of the booklet will be sent to Hardware and Metal readers on request.

A CHANGE MAT FOR THE COUNTER.

Henry Boker & Co., McGill street, Montreal, are working a clever advertising scheme, and giving the trade a useful and attractive article for their counter. Nothing is more unsatisfactory to a customer than to pick up small change from a rough, and sometimes, a blackened counter, which is impossible to avoid in a hardware or manufacturing establishment. This firm are sending out to the trade a neatly made felt mat on which change can be put down by the salesman. It is always clean and soft, and an advantage to the salesman. A number have been sent out, and in case there are any Hardware and Metal readers who have not received one, a postal card to the above address will no doubt bring a prompt response.

"HURON CHIEF" RANGES.

The Western Foundry Co. Wingham, Ont., have ready for general distribution an excellently illustrated catalogue of their hotel ranges. The following extracts from the introduction will serve to show the purpose of the book: "On its pages will be found a fair illustration of the different sizes and styles of ranges which we are manufacturing. We have in our company two members who are experts at designing, planning and laying out of kitchens, whose knowledge and experience is at the service of anyone requiring same, and we shall be pleased to submit estimates, plans and specifications for the complete outfitting of kitchens, bakeries, etc., upon receipt of a request for same. We warrant and guarantee satisfaction, and are willing to place them with any responsible party requiring one on 30 days' trial." Readers of Hardware and Metal can secure this book by writing for it.

A CIRCULAR RE AXES.

The Dundas Axe Works, Dundas, Ont., have issued the following circular: "We beg to advise you that we are entirely free from all entanglements caused by an arrangement as to prices between axe makers and jobbers; and are free to sell our own goods in our own way. We are making better goods than ever before, and at lower prices, and confidently ask for a share of your trade. Our travellers are out with samples and will wait upon you in plenty of time to insure early delivery of axes for next Fall's trade. We will be pleased to have you wait to see what they have to offer you."

A TRIO OF DESK CALENDARS.

W. J. Copp, Son & Co., manufacturers of "Empire" stoves, ranges and furnaces, Fort William, Ont., have issued a trio of small desk calendars which will be appreciated by those who receive them. Above the calendar pad of each is a three-color engraving, all of these being exceedingly attractive. Readers of Hardware and Metal in Northern Ontario and the West are invited to send for these calendars.

It's Quality that Counts in Varnish.

Quality is the first essential to success in varnish selling. Only quality counts in the end. It's the repeated sales that bring success.

The Sherwin-Williams Varnishes will bring a customer back again, and again, and yet *again*. They are "fine varnishes" in every respect.

Their quality creates confidence and confidence produces profit.

If you want most varnish business and greatest varnish profits write today for prices of The Sherwin-Williams Varnishes.

THE SHERWIN-WILLIAMS CO.
PAINT AND VARNISH MAKERS.

CLEVELAND, CHICAGO, KANSAS CITY, MINNEAPOLIS, NEW YORK, NEWARK, BOSTON, SAN FRANCISCO, LOS ANGELES, SAN DIEGO, MONTREAL, TORONTO, WINNIPEG, LONDON, ENG.

CANADIAN HEADQUARTERS AND FACTORIES
21 St. Antoine St., Montreal, Que.

1150

Business Changes

ONTARIO.

THE Roche, Danford Co., departmental store, Newmarket, have advertised their hardware department for sale.

H. Metcalfe, harness maker, Guelph, is dead.

P. Cameron, general merchant, Dutton, is dead.

W. P. Kearns, harness maker, Toronto, is dead.

T. P. Bell, hardware merchant, Beeton, has advertised his business for sale.

A. Rumford, dealer in stoves and tinware, Guelph, has sold out to Oecomore & Co.

D. P. J. Tobin, general merchant, Lancashire, has assigned to J. A. McLean.

G. Hutchison & Co., general merchants, Collingwood, have sold out to J. H. Hamilton.

The premises of Maxwell & Johnson, plumbers, Toronto, have been damaged by fire. Loss covered by insurance.

Buchanan & Penstone, dealers in hardware, stoves and tinware, Barrie, have sold their hardware business to Hambly & Baker.

J. W. Hunt, general merchant, Dorchester Station, has sold out to McDonald & Beedle.

QUEBEC.

Jones & Henry, painters, Montreal, have registered.

Z. Berard, general contractor, Montreal, has registered.

A. Daoust, harness maker, Montreal, is offering his business for sale.

W. C. Ross & Co., dealers in electric supplies, Quebec, have registered.

Abraham Prince & Co., general merchants, Iberville, have registered.

P. Sicard, plumber, Montreal, has compromised at 25c. on the dollar, cash.

Demand of the assignment of E. David, contractor, Longueuil, has been made.

L. Carriveau, general merchant, St. Anne de Beaupre, has assigned to V. E. Paradis.

A meeting of creditors of N. Tremblay, general merchant, St. Irenee, in announced.

G. Tuck & Co., manufacturers of asbestos mill supplies, Montreal, have dissolved partnership.

A meeting of creditors of C. Brault, general merchant, La Macaza, was advertised for 9th inst.

T. Fournier, general merchant, Cedar Hall, has assigned, and V. E. Paradis been apointed provisional guardian.

S. Peters, proprietor of planing mill, Quebec, has called a meeting on 15th inst. for the appointment of a curator.

Girard & Dubois, general merchants, St. Chrysostome, have dissolved partnership. O. Dubois continues in business.

The Montreal Product Co., manufacturers of oil, grease, etc., Montreal, have registered.

The premises of T. Lidstone, carpenter and builder, Montreal, have been damaged by fire. Loss covered by insurance.

J. A. Renaul, general merchant, St. Ephrem De Tring, has assigned, and V. E. Paradis been appointed provisional guardian.

A. Desmarteau has been appointed curator to J. A. Lamarche, proprietor of a planing mill, Montreal, and a meeting of creditors has been held.

The premises of J. Cosgrove, McCallum & Lanaise and J. Thompson, general merchants respectively, all of Buckingham, have been destroyed by fire. Loss partially covered by insurance.

The petition of Wm. Clendenning & Son, foundry and stove manufacturers, Montreal, for an extension of delay for a meeting of creditors to February 18, in order to appoint a curator, has been presented and granted.

NOVA SCOTIA.

J. C. McKinnon, contractor, Old Bridgeport, has assigned.

A. B. Atkinson, general merchant, Minudie, has made an assignment.

NEW BRUNSWICK.

G. Stothard, hardware merchant, Chatham, is adding a crockery depart-

MANITOBA AND N.W.T.

E. Schell, harnes maker, Mather, has sold out.

P. Anderson, general merchant, Stirling, has assigned to R. S. James.

C. D. Bemrose, harness maker, Neepawa, has sold out to R. S. Horne.

T. B. Rehill, harness maker, Emerson, has sold out to W. J. Scarth.

H. Baldwin, carriage maker, Morden, has been succeeded in business by J. J. Bieber.

Berry & Greenwood, general merchants, Douglas have advertised their business for sale.

Riddell Bros., general merchants, McCreary, have been succeeded in business by P. Riddell.

W. G. McLaren, general merchant, Souris, has sold their Elgin branch to R. E. Sadler.

G. Rothwell, harness maker and implement dealer, Frobisher, has sold out to E. A. Dalquist.

Horne Bros., harness makers, Dominion City, have dissolved partnership. L. K. Horne continues in business.

The stock of the estate of T. E. McGirr, general merchant, Morden, was advertised for sale on 8th inst.

Carruthers Bros., general merchants, Creelman, have advertised their general stock for sale, but continue in the hardware business.

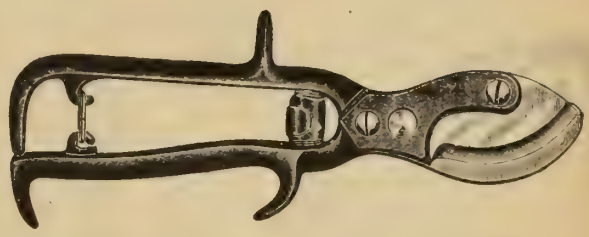
H. S. HOWLAND, SONS & CO., LIMITED

WHOLESALE ONLY — 37-39 West Front Street, **Toronto.** — ONLY WHOLESALE

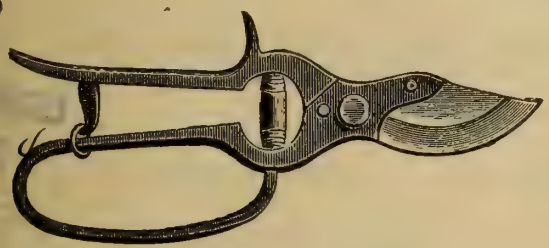
Pruning Shears.

All in Cut Book 15 Page 80

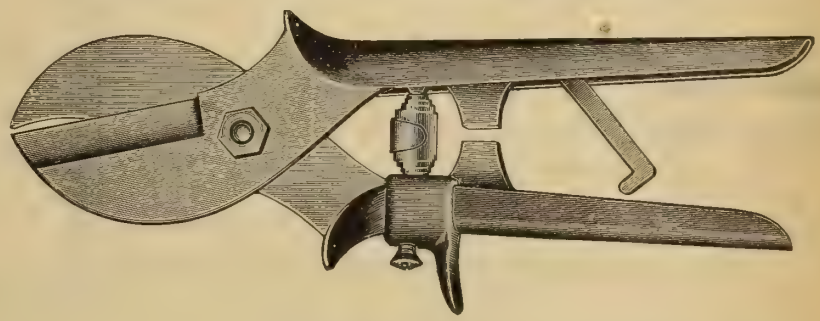
No. 0. 9-in. Japanned Handle, Spiral Brass Spring.



No. 12. 8½-in. Japanned Handle, Flat Steel Spring.

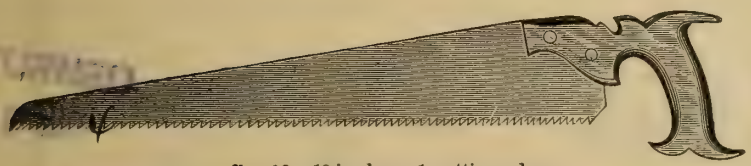


No. 1636. 8-in. Flat Steel Spring.
No. 7191. 8½-in " " " Bow Handle.

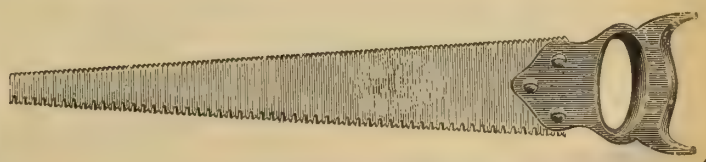


No. 450. 8-in. Cronk's Solid Steel, Cast Steel Blades.

Pruning Saws.

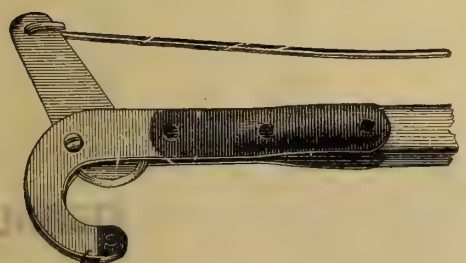


No. 16. 18-in. long, 1 cutting edge.

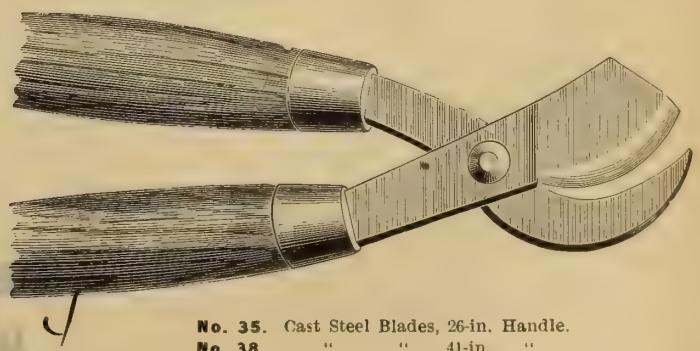


No. 17. 18-in. long, 2 cutting edges.

Tree Pruners.



Complete with Poles, 6, 8, 10 and 12 feet.



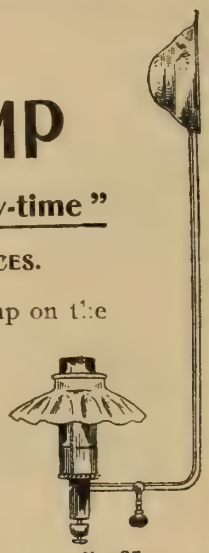
No. 35. Cast Steel Blades, 26-in. Handle.
No. 38. " " 41-in. "

For Pruning Knives, see our Cutlery Catalogue.

H. S. HOWLAND, SONS & CO. LIMITED, Toronto.

OUR prices are right — GRAHAM NAILS ARE THE BEST. Factory: Dufferin Street, Toronto — **WE** ship promptly

THE AUER GAS LAMP



"Turns night-time into day-time"

NEW MODELS. LOWER PRICES.

We offer you the best made lamp on the market, built scientifically.

We offer you a lamp that will light your store for half the cost of kerosene.

We offer you a lamp that is safer than a coal oil one.

We offer you a lamp which you can sell at a good profit.

No. 25
100 Candle Power.

Do you want the Agency for it?

THEN WRITE FOR OUR CATALOGUE AND DISCOUNTS.

EVERY LAMP GUARANTEED.

AUER LIGHT CO., 1682 NOTRE DAME ST., MONTREAL.

Announcement.

The Dodge Manufacturing Co. of Toronto, Limited, beg to announce to their many friends and customers in Eastern Canada, that they have opened up a

MONTREAL BRANCH

for the more ready distribution of their Standard Lines of Transmission Machinery in the East.

Mail Orders, Telephone Orders, and Wire Orders

ADDRESSED TO

Dodge Manufacturing Co.

419 St. James St.,

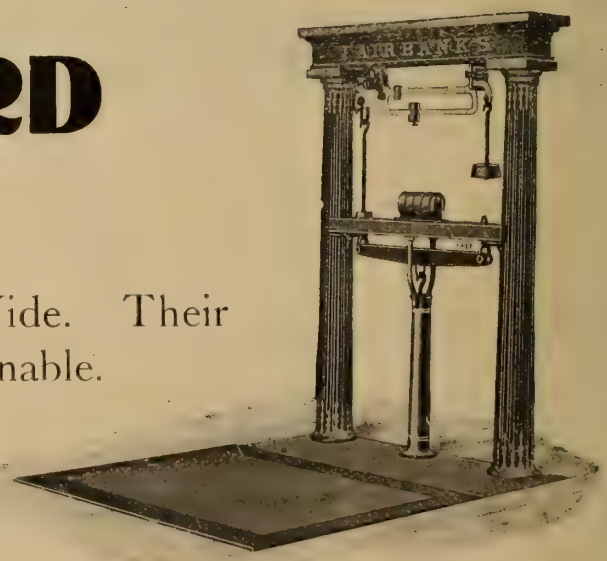
'Phones, Main 2412. " 2442.

MONTREAL, QUE.

Will receive our usual prompt attention.

FAIRBANKS STANDARD SCALES

A FAIRBANKS SCALE "SERVES YOU RIGHT."



Their Reputation is World-Wide. Their Accuracy and Durability unquestionable.

We manufacture every conceivable kind of Weighing Apparatus, and can furnish you with any kind of a scale, from the smallest postal scale to the largest railroad track scale.

Send for Catalogue.

THE FAIRBANKS COMPANY

MONTREAL. TORONTO. WINNIPEG. VANCOUVER.

MACHINERY

THE MACHINERY MARKET.

Quebec.

Office of HARDWARE AND METAL.
232 McGill Street.
Montreal, February 10, 1904.

GENERAL business this last week has not been so active as was expected. To account for this condition of affairs, various explanations are given. Many machine men ascribe it wholly to the snow blockade which has interfered so much with business in other lines. Mails from branch lines are delayed and numbers of enquiries may be still on the way. The blockade has stopped deliveries almost entirely. Customers write that they do not want their machinery shipped as even were the railroads to make delivery they would be unable to get it carried over the country roads. The blockade made the total amount of sales credited to January smaller than usual this year as sales cannot be credited nor goods invoiced until shipment is made.

While trade in many other lines remains slack, there is a continued activity in engines and boilers. Sales of engines and boilers of small size have been large and for engines of very great horse-power there are some enquiries, as several buyers are now on the market. American houses are after business in this line and are said to have made some concessions in price in order to secure it, but Canadian manufacturers do not seem to be alarmed. They have plenty of business on hand and they are making good sales at firm prices. Hence they are not disposed to make any reductions.

In machine tools there has not been much activity during the last week. Some good sales were noted in our last issue, but this activity has been folowed by a temporary lull. A few buyers seem still to be affected by reports of American competition in machine tools although the evidences multiply that prices are being maintained.

In wood-working machinery there has been some activity, but it has not been so great a feature of the market as it was a week ago. No doubt the snow blockade has been in a measure responsible for this falling off as it has interfered with business in the saw mills. A few enquiries are still coming in from sawmill owners but they are not so numerous as formerly.

Power transmission appliances are in fair demand at present and indications point to an improvement later.

Andrew Young, Montreal, reports a good demand for shafting and pulleys. Power transmission machinery is being enquired for by many buyers.

Robert Gardner & Sons, Montreal, state that they are fairly well satisfied with the way business has opened out this year. Engines have been enquired for by many buyers and some good sales were made last month. In shafting there is a good outlook.

The Dodge Wood Split Pulley Co. have been doing a good business through their Montreal agents, the Laurie Engine Company.

Alfred Rubra, of the Machinery Exchange, Montreal, says that business conditions this week are much the same as last. There is no cause for alram at a slight falling off in enquiries as machinery trade has a fashion of fluctuating.

Ontario.

Office of HARDWARE AND METAL.
10 Front street east.
Toronto, February 13, 1904.

The machinery market has been quiet this week, one of the reasons given being the block on the railways. The features are very similar to those of last week. The actual amount of business done is small, but there have been a considerable number of enquiries in many lines. From the nature of the enquiries there still appears to be a good demand for boilers and engines, and their equipments. Also the demand for machine tools makes a fairly good showing, although it is not up to that of last week. Enquiries for wood-working machinery have not been numerous this week, nor does the market for this class of machinery seem to be improving any during the last three weeks. The market for electrical machinery still continues slack, although the demand seems to be fairly good considering the number of enquiries dealers are receiving. The enquiries for gas and gasolene engines have been fair, and promise some orders in the near future. The number of orders placed this week, however, has been small.

The Levy, Weston & McLean Machinery Co., report that trade has been quiet in nearly all lines of machinery, because principally, of the railways being tied up. Enquiries for engines and boilers have been frequent, showing that the demand for that class of machinery still continues good. The demand for wood-working machinery shows no improvement over last week.

The A. R. Williams Machinery Co. say that market conditions are unchanged since last week. The actual amount of business has been small in nearly all lines, but the number of enquiries have been encouraging. The demand for engines and boilers continues good, and iron-working machinery shows up fairly well. Electrical machinery excites no more interest than it has done during the foregoing weeks.

The Jones & Moore Electric Co. report no change in the situation of the market. Enquiries continue to come in well, and the aspect of the market for future placing of orders is good.

Sherbrooke, P.Q.

Machinery men in Sherbrooke seem well satisfied with the manner in which the year's business has commenced. The Jencke Machine Company find business very brisk in all their various lines. The Canadian Rand Drill Company have made some large sales of their mining machinery and report prospects very bright.

MACHINE TOOLS AND HIGH SPEED STEEL.*

FOR a great many years tool steel was dependent upon carbon for its hardening qualities and attained its hardness through a delicate heat treatment and sudden cooling, a process requiring great precision and tool dressing was regarded as the pinnacle in the blacksmith's art. Great care had to be exercised to prevent overheating and drawing the temper from the cutting edge.

Since the discovery of self-hardening steel and high speed steel, the former containing some carbon but the latter none, which must be run at a high temperature for best results, and which will do an amount of work impossible with carbon-tempered steel, the machine shop superintendent has undertaken to increase the output of the shop by speeding the machinery and taking heavier cuts.

However, he has met with serious obstacles in the machines themselves since they will not stand the strain necessary to get maximum results from high speed steel, the machine stalls or some other part gives way. It is a fact that no machine shop is to-day fully equipped with machine tools which can use high speed steel to the limit of its indurance, nor is there any machine tool maker ready to furnish all classes of tools capable of obtaining maximum service with high speed steels. Makers are only commencing to build machine tools of the necessary weight and strength and then they are produced at an increased cost of up to 50 per cent of the ordinary tools. One maker in bidding on lathes and planes, the specifications of which called for lathes that should cut 1-2-inch, with 1-8-inch feed, 30 feet per minute, and that the planers should cut 5-8-inch, with 1-2-inch feed,30 feet per minute in mild steel, said that there were no such tools made, but that they could be built at an increased cost of 50 per cent over ordinary tools.

The question naturally arises as to what shall be done with the large numexactly out of date, but which are not sufficiently strong to be used with high speed steels. In a great many cases they can be speeded up, and with moderate cuts the output of the tool largely increased, but it is found that belting commences to give out, and the cast iron gears break. It is possible to replace the cast iron gears with steel, but then the machine will give way in some other part, and will be finally wrecked. Then the cost of the repairs to belts and the replacing of worn-out ones must be taken into consideration.

However, there is a great saving in the use of high speed steels with ordinary machines without increasing the speed or cut. This is due to the fact that the high speed steel will do much heavier work without regrinding, and thus the machine need not be stopped in the middle of an operation in order that the tools may be ground. This quality is a most valuable one, and will do much to increase the output.

It depends entirely upon circumstances whether it would be profitable to continue the use of tools not capable of maximum output as calculated to-day, or whether it would be profitable to reconstruct such tools to give greater speed. Where the output of a tool is in such demand, that it is worked to its limit of capacity, and to increase the output of the shop necessitates the purchase of another similar tool, it would be advisable to get rid of the old tool and purchase one of up-to-date design, capable of maximum output. The single tool of modern design would more than make up its cost in extra work done. On the other hand where a tool is not busy all the time it would not be profitable to spend more money, where increased capacity would mean increased idleness. Considering the latter proposition, increased speed can be obtained in most cases by increasing the speed of the countershaft, but great care must be taken not to tax the old tool beyond its endurance. Generally speaking it is advisable to purchase a new tool if it can be shown that 20 per cent. of its cost can be saved per year over and above the output of the old tool, but of course that statement should be modified to suit the conditions.

Up to the present time high speed steels have not given much success in fine work where a heavy cut cannot be taken, nor do they make good finishing tools, the reason being that the high temperature of the point of the tool necessary for good work cannot be maintained on fine cuts, and also when maximum work is being done by the tool the cutting edge is somewhat blunted and does not make a smooth job.

Among the economics attained by the advent of high speed steel are: Forgings do not have to be finished so closely to make them work up economically, resulting in the lessening of the cost of blacksmith work; harder cast iron can be used, resulting in greater wearing qualities, tires can be turned with a minimum loss on account of being able to cut closer under the skin.

Among "Letters From Practical Men" in the American Machinist is one from H. Hugh dealing with high speed steels is of interest. The data he has collected makes what he has to say on the subject of considerable value to users of machine tools. He says that high speed steels have received so much attention recently that we might be led into the error of blieving that they had generally superseded the carbon steels for all shop purposes. However, he says that they have not done so, chiefly because of the high price demanded for them. He has, however, collected some data illustrating cuts made by high speed steels under different conditions, and he thinks that these prove that, although the initial cost of the high speed steel is considerably greater than that of carbon steel, the saving on the increased production more than pays for the difference in the first cost. The following figures were taken from operations on machinery steel, the cutters being well supplied with oil from circulating pumps. In the examples of milling given the cuts were short, in no case exceeding 2 1-2 inches in length, making the handling a large factor, and thus accounting for the prices not being reduced in the same ratio as the speed was increased.

(1) A pair of 3 1-2-inch straddle mills beveling the edge of sheet stock 150 inches thick; cut, 2 1-2 inches long; speed, 247 feet per minute; feed, .033 inches per revolution or 7.8 inches per minute; cost of prices reduced from 40 to 28 cents per hundred.

(2) Cutter, 1-4x3 inches; speed, 205 feet per minute; length of cut 1 1-4 inches; depth of cut, 1-4-inch; feed, 7.8 inches per minute; cost of pieces reduced from 60 to 40 cents per hundred.

(3) A face milling cutter, 3 1-2 inches diameter; speed, 207 feet per minute; feed, 7 inches per minute, with work feed parallel with face of cutter giving large arc of contact; cutter and work both highly heated; chinks blued; cost of parts reduced from 60 to 40 cents per hundred.

*An extract from a paper read by J. A. Carney before the Western Railway Club.

Some people raise money by raising cheques, then the drawer of the cheque raises Cain, because he has to stand the loss, whereas the simple precaution of using

A Canada Cheque Protector

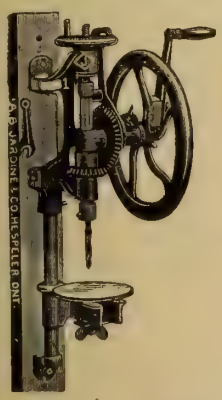
would prevent alterations of a cheque and protect it from being changed to a larger amount.

Made in Canada, for Canadians, the price is reasonable, $10. and the Patantees and Manufacturers are the

Hamilton Stamp & Stencil Works,

HAMILTON, ONT.

Study your own interests and get one.



TRADE MARK J REGISTERED

Blacksmiths' Hand Drills.

The very best.

A. B. JARDINE & CO.

HESPELER, ONT.

MADE IN CANADA

Stitched Cotton Duck Belting

Superior to all others.

FOR

Agricultural Machines, Elevators, Pulp and Paper Mills, Cotton, Woollen, Cement and Saw Mills, Machine Shops and Electric Powers.

MANUFACTURED BY

DOMINION BELTING COMPANY

Limited

HAMILTON, CANADA.

USE OUR

"MAPLE LEAF BELT DRESSING"

SPECIFY

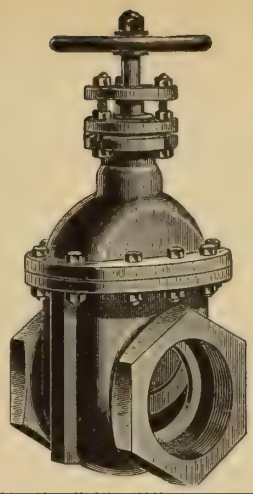
TRADE **PENBERTHY** MARK.

INJECTORS

PENBERTHY INJECTOR CO.,

LIMITED.

BRASS MFRS. **Windsor, Ont.**



BUY KERR VALVES.

They give satisfaction every time, Catalogue on application.

The Kerr Engine Co.

LIMITED

Walkerville, Ont.

"Say, Friend,"

your aim should be to start up for yourself.

Why Work

from morn till night for somebody else instead of pushing a business for yourself and thus reap the full profit of your labor ?

We Will

start men of ability and good character in every County in the Dominion.

WRITE FOR PARTICULARS TO

The Empire Machine and Metal Stamping Co.

Limited

1012 Yonge St. - TORONTO,

MANGANESE

Anti-Friction Metal,

has been used exclusively on the bearings of the great battleship, Nebraska. Enough said.

Every pound guaranteed.

Syracuse Smelting Works,

Montreal,
New York,
Seattle.

ASK YOUR DEALER FOR IT.

(4) A pair of 3 1-2-inch straddle mills, speed, 270 feet per minute; cut, 3-4-inch long; hand feed; cost of parts reduced from 15 to 10 cents per hundred.

(5) Forming tool on automatic screw machine operating on 1 1-2-inch stock at a surface speed of 130 feet per minute; width of cut, 1 1-8 inches and a reduction of 1 inch in 80 seconds gave a production of 3 to 1 in favor of high speed steel.

The facts and figures given above were taken from every-day practice, and are not the result of tests where the speed was increased only for the time the tests were on.

The cost of the cutter of course was greater than if made from carbon steetl, but in no case did it require more than the sawings on a five-day run to place the high speed steels on an equal footing with the carbon steels. After that time the savings made by the high speed steels would be clear gain.

Large Order for Corundum.

Mr. W. C. Fay, manager of the Cortland Corundum Wheel Co., Cortland, N.Y., was in Toronto last week. While here he made arrangements with the Canada Corundum Co., of Toronto, to supply his firm with 450 tons of Craig mine crystal corundum to be used during the coming year. Mr. Fay states that the demand for wheels made from this Canadian product has grown to such an extent that their present factory at Cortland, N.Y. is altogether inadequate to supply the demand and they are now about to erect a new factory and instal a number of kilns in order to make wheels by the vitrified process.

Machinery and Electrical Notes.

The White Bear Mine, near Rossland, is putting in a twenty-drill compressor, the machinery for which is already on the ground.

Work has commenced on the stringing of the wire on the power line extension of the Cascade Water, Power and Light Co., B.C., from Phoenix to the Greenwood smelter.

The repair shops of the Hamilton and Toronto Electric Railway will be situated at Toronto Junction. It is said also that the headquarters of the company will also be situated there.

The foreman of the wood-working department of the Dodge Manufacturing Co.'s plant at Toronto Junction, met with an accident recently which necessitated the amputation of his little finger.

A Shay locomotive, the third within a short time, has been added to the ore-hauling equipment of the C.P.R. on the Phoenix (B.C.) branch. This locomotive is to assist in the traffic of the Granby mines.

Plans are now being prepared for the remodeling of the concentrator at the Slocan Star mine, near Rossland. It is proposed to lay out over $10,000. There will be six new wilfeys added to the equipment beside other machinery.

Toronto Junction is to be the headquarters of the Niagara Falls Power and Electric Co. Land has been purchased on the Scarlett estate as a site for the sub-powerhouse which is to be erected for the dissemination of the electric current from the Falls.

A company is seeing incorporation from the Dominion Government for the purpose of building an electric railway from Brantford to Hamilton. The proposition is also to transmit electrical energy over the right-of-way, and distribute it to the municipalities to be traversed by the line.

The Canadian Steam Boiler Equipment Co., Limited, Toronto, have been incorporated with a capital of $75,000, to manufacture, buy and sell steam boilers, furnace and boiler equipments. The directors are: J. D. Macdonell, C. W. Laker, both of Toronto; and John Ellis, York Township and county.

Victoria Cement and Power Co., Limited. Lindsay, Ont., have been incorporated with a capital of $500,000, to manufacture and deal in Portland cement, and to generate and transmit electric energy. The directors are: J. Carew, Wm. Flavelle, J. P. Cummings, R. J. McLaughlin, and J. B. Parkin, all of Lindsay.

On May 17, there will be sold by public auction in the court-house, Ottawa, all the mines and mining rights of the Wakefield Mica Co. in the Township of Wakefield in Quebec. There will also be sold a large quantity of mining machinery, consisting of an electric pump, motors, belting, shafting, derricks, drills, blacksmiths' tools.

The Petewawa Power Co., Limited, Toronto, have been incorporated with a capital of $250,000, to construct and operate works for the production and distribution of electricity for purposes of light, heat and power. The directors are: D. Donald, M. Punshon, V. Voort, C. H. McArthur, T. B. Robertson, and Mrs. Dawson, all of Toronto.

The Empire Power Co., Limited, Owen Sound, Ont., have been incorporated with a capital of $500,000, to construct and operate works for the production, sale and distribution of electricity for the purposes of light, heat and power. The directors are: J. M. Kilbourn, F. H. Kilbourn, G. S. Kilbourn, and H. B. Smith, all of Owen Sound; E. A. Peck, Peterborough.

The report of the commissioners of the Temiskaming and Northern Railway shows a total expenditure during the past year of $1,842,451 on construction and equipment. The chief sources of the outlay were: Engineers' construction, $1,156,527; rails and fastenings, $326,103; rolling stock, $73,799; ties, $65,425; ballasting, $37,799; pay rolls, $40.098; telegraph line, $9,489; track laying, $20,579.

Electric and Train Lighting Syndicate, Limited, Montreal, have been incorporated with a capital of $150,000, to deal in patents and rights pertaining to electrical and mechanical inventions, to manufacture and deal in electrical and mechanical devices, and to carry on the business of train lighting. The directors are: J. H. Plummer, Toronto; R. A. Ross, W. G. Thorsby gnd W. C. J. King, all of Montreal.

C. F. Jackson, of the Vancouver Engineering Works, Vancouver, B.C., has just returned from the Old Country where he has been making arrangements for the increasing of the capital of the Vancouver Engineering Works. As a result of this increase of capital large extensions and many improvements are planned, and will be carried out, Mr. Jackson says, in the near future.

The Mayor of Guelph has received a communication from the well known firm of John Ross, Sons & Co., manufacturers of engines and other machinery, Brampton, concerning the establishment of a branch of that plant in Guelph. They intend extending their business and think that Guelph would be a suitable place for a branch factory. The firm have extended an invitation to the Mayor to visit their works in Brampton.

The town of Springhill, N.S., is calling for tenders for the supplying and complete construction upon a foundation already completed, of a steel storage tank, for the water works, which is to be 25 feet in diameter and 50 feet high according to specifications which will be mailed on application to the Town Clerk Springhill, N.S., or which may be seen at 164 Hollis street, Halifax, or at the office of John Galt, consulting engineer, Canada Life Building, Toronto. Tenders will be received up to February 20.

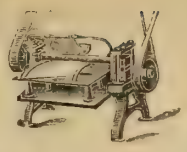
A steam locomotive recently completed in Dusseldorf, Germany, for use in fac-

tories which handle high explosives in bulk carries no fire with it. On the contrary, the steam is generated outside of the building, and the boiler of the locomotive charged with it, the operation requiring about half an hour. It is then able to operate for several hours, after which the recharging, for obvious reasons, occupies only about 15 minutes. It is said to be only one-half as expensive in operation as the ordinary locomotive.

B. Malhiot resident engineer at Winnipeg, of the Department of Public Works, is calling for tenders for the construction of a marine boiler to take the place of the present one of the tug Sir Hector at West Selkirk, Man. The outside diameter is to be 72 inches, the length 12 feet 2 inches, it is to be lap jointed, double riveted, it is to have 2 flues 12 1-2 inches by 4 feet 6 inches, 3 flues 10 inches by 10 feet, the thickness of plate to be 7-16 inches; and is to be built for a working pressure of 150 pounds to the square inch. Tenders will be received until February 16, the boiler to be delivered by May 1.

The following companies are proposing to unite in the formation of a hydraulic corporation for the purpose of developing power from the waterfall at Ottawa: The Ottawa Electric Light Co., the Bronson Co., the OttawaElectric Railway, the Ottawa Investment Co., J. R. Booth, E. B. Eddy and the Ottawa and Hull Power Companies. These concerns practically control at present the water power on both sides of the river, and their joining into a community of interest makes a big financial undertaking. The services of J. Kennedy, engineer of the Harbor Commissioners of Montreal, and of Wm. Kennedy an hydraulic expert, have been secured to make a comprehensive report on the subject.

The Cooper Hewitt mercury vapor electric light is becoming more and more popular for certain purposes. On account of the absense of red rays of light it is very easy on the eyes, and is well adapted for night work where there is no necessity for the discrimination between colors. For that reason it is being employed in factories, composing rooms, warehouses and other places, where great accuracy of vision is required. The light is very strong, yet gives a steady illumination. A current of much higher voltage can be employed with this lamp, without giving a blinding effect than with any other electric lamp. The ultra-violet color of the rays of the light debar its use under many conditions, since it gives to all objects that color.



G. A. Crosby & Co. of Ontario, LIMITED

SARNIA, ONT.

Manufacturers of

Patent Automatic Can Making Machinery, Presses, Dies and Special Machinery for Working Sheet Metal

H. W. Petrie, 141-145 Front Street West, TORONTO—Selling Agent.

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QUALITY & PRICE TO SUIT ALL GRADES OF WORK

THE CANADA METAL CO.

WILLIAM ST., TORONTO. TELEPHONE MAIN 1729.

BUY DIRECT AND SAVE MONEY.

— We are the only Canadian Manufacturers of —

COLD PRESSED NUTS

Square and Hexagon Finished, Semi-Finished, Case Hardened, Polished and Plated, Set Screws, Cap Screws, Thumb Screws.

CANADA FOUNDRY COMPANY, LIMITED

Head Office, - - - TORONTO, ONT.

District Offices — Montreal, Halifax, Ottawa, Winnipeg, Vancouver, Victoria, Rossland.

Abrasive Announcement.

CRYSTAL REGISTERED TRADE MARK CORUNDUM

Our new mill was completed on February 8th, 1904, and from now on shall be able to supply the wants of all our customers.

Three years ago our product, **Craig Mine Corundum,** was first put upon the market. The demand for this product has steadily increased, and last Spring we began the erection of our new plant. It is the largest abrasive mill ever erected in any country. Its capacity is from 5,000 to 8,000 tons per year of finished product. This product is absolutely uniform and we can duplicate your orders indefinitely.

If, in the past, you have been using the impure form of corundum called emery for grinding and polishing, write us stating what quantities of abrasive you require per year and what the sizes are. We are now open to make contracts to furnish you with from one to three years' supply of pure Craig Mine Corundum.

The Canada Corundum Company, Limited

TORONTO, CANADA.

Colonial Poultry Food

will make hens lays. This is, without a doubt, the best food of its kind. **It pays the dealer more** than any other food, in addition to being the best.

Packed in 3 and 6-doz. cases; 1-lb. cartons.
Retails at 25c. per pkge.; costs $1.25 per doz.

Colonial Stock Food — also the best of its kind. This is no idle claim. It is proven. We give the evidence on application. It also **pays the dealer more** than other foods.

Packed and priced as follows :

6-doz. 10c. pkgs., @ .75 doz.
3-doz. 25c. " @ 2.00 "
Holds almost 3 lbs.
2-doz. 50c. pkgs., @ 4.00 doz.
Holds 6 lbs.
25-lb. Pails, - @ 1.30 each.
Retails for 2.25.

We help the dealer sell after he has bought, and we retain his account because the foods are right and the profits more than satisfactory. One agent in a town, and you can be that agent if you write at once.

THE COLONIAL STOCK FOOD COMPANY
TORONTO.

THE SIDE WIRE TIRE

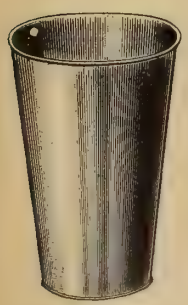
There is only one successful carriage tire in catalogue of tires and that the

DUNLOP SIDE WIRE TIRE

It is held firmly in place by steel cross bars vulcanized into the rubber, being a few inches apart, These bars engage the side wire at the rim. This means no swerving and even wear to the channel.

THE DUNLOP TIRE COMPANY, Limited,
TORONTO.

SAP PAILS and SPILES

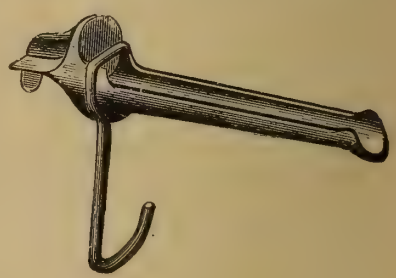


STRAIGHT PATTERN

FLARING PATTERN

These goods will be needed before long, and your customers may ask for them any time now.

If you require either spiles or pails we can ship you any quantity the same day the order reaches us.



Sap Pails

Made in six sizes in both straight and flaring patterns.

"Eureka" Cast Iron Sap Spiles

The superiority of these spiles over all others is well known to the trade.

Tinned and Galvanized Iron in the following sizes and gauges, for sap pans, always in stock.

Tinned Iron	*Galvanized Iron*
48x96x20	48x96x22
48x96x22	36x96x22
48x96x24	36x96x24
36x84x22	
36x84x24	

Prompt Shipment Guaranteed.

The McClary Manufacturing Co.

London, Toronto, Montreal, Winnipeg, Vancouver, St. John, N.B.

"EVERYTHING FOR THE TINSHOP."

HARDWARE AND METAL

President:
JOHN BAYNE MACLEAN,
Montreal.

The MacLean Publishing Co.
Limited

Publishers of Trade Newspapers which circulate in the Provinces of British Columbia, North-West Territories, Manitoba, Ontario, Quebec, Nova Scotia, New Brunswick, P.E. Island and Newfoundland.

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Great Britain and elsewhere - - 12s

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CANADIAN PRODUCTS IN AUSTRALIA.

IT has been well recognized in Canada that several Canadian manufacturers were paying much attention to Australan trade but it is not likely that the success of their efforts is fully understood. It is a matter of satisfaction that Canadian manufacturers, despite the higher prices they have to pay for much of their raw material, are making such satisfactory progress against British and United States competitors as is evidenced by the following from the Ironmonger, London:

"The extent to which colonial competition with Britain in certain classes of manufactured goods is growing is shown very clearly by the statistics regarding the imports of agricultural implements and machinery into New South Wales, Victoria, and South Australia. These figures, which we append below, render it clear that Canadian agricultural implement makers are not only crippling the trade of our home manufacturers in certain of the Australian colonies, but that in some cases they are running hard the productions of the United States.

	From U. K.		From Canada.		From U. S. A.	
	1899	1901	1899	1901	1899	1901
INTO N.S. WALES	£	£	£	£	£	£
Ploughs	2,111	511	1,435	4,284	8,621	5,478
Plough materials	6,103	1,100	—	649	1,628	146
Reapers & binders	3,017	320			2,026	2,504
Other Articles	2,672	3,330	3,617	8 883	8,983	5 150
Total	13,903	5,261	5,052	13,816	21,253	13,278
INTO S. AUSTRALIA—						
Mowers & binders	2,765	1,555	4,363	73	2,571	5,769
Ploughshares, etc	773	293				
Other articles	3,680	2,103	4,328	4,049	10,884	31,288
Total	7 218	3,956	8,691	4,122	13,455	37,057
INTO VICTORIA—						
Agricul. implem'ts	11,846	15,349	28	28,158	29,974	29,843
Reapers & binders	2),074	7,760			48 495	41,503
Cream-separators	21,478	15,563	—		1,995	2 468
Total	53,398	38 672	28	28 158	8),461	74,214

"Thus, while the share of Great Britain in this branch of trade in the three leading States of Australia fell from £74,519 in 1899 to £47,889 in 1901, the United States increased their trade from £115,177 to £124,549, and Canada raised the value of her shipments from £13,771 to £46,096. Canada's increase is almost entirely at the expense of the British manufacturer."

CABINET HONORS FOR BUSINESS MAN.

SIR WILFRID LAURIER did a popular as well as a judicious thing when he took Mr. Chas. S. Hyman into his Cabinet. Mr. Hyman is the stamp of man we should see more frequently in public. He is a business man, one who has made a success of his private vocation, who is thoroughly in touch wiht the business community of the country, who is accustomed to dealing with large issues and who has the business man's capacity for taking a sane and liberal views of matters brought before his consideration.

As chairman of the Railroad Committee Mr. Hyman did good work in a field requiring exceptional astuteness, and as chairman of the committee for the redistribution of constituencies, he was placed in a position requiring the exercise of the greatest tact, a quality which is said to be absolutely essential for Cabinet Ministers. Mr. Hyman well deserves his appointment. Although without portfolio his practical point of view and business experience will be of very great service to the Government. No doubt he will shortly be given a portfolio. As Minister of Trade and Commerce he should be a success and would undoubtedly impart life to a department which heretofore has by no means been equal to its possibilities. The business world will follow Mr. Hyman's Cabinet career with interest and sympathy.

TRANSPORTATION PARALYZED.

THE demoralization of the transportation agencies in Western Ontario reached a climax Friday and Saturday of last week when the railroads refused to accept freight, for delivery on some of their lines, and even the express companies broke down and declined to accept parcels for delivery before Sunday or Monday, which usually would have required but a few hours. Complaints of general freight being delayed are common, instances are reported of consignments despatched over two weeks ago which have not since been heard of. The accumulated snow has left behind an accumulation of freight which is almost as burdensome to the over-worked railroad officials as the snow itself. This week, however, should do much to straighten out matters, and in the last resort let it be remembered that the Winter is nearly over and it has been one of those old-fashioned kind, the disappearance of which we have been accustomed to lament.

COMMERCIAL AGENTS' REPORTS.

THE Department of Trade and Commerce has decided on an improvement in its service. This fact in itself is well worthy of especial record but when it is learned that the new departure is the publication of weekly reports from its commercial agents in foreign countries the surprise is but the accompaniment of our satisfaction.

Hardware and Metal has from time to time urged this step, citing as an example of what is wanted, the Consular reports issued almost daily by the United States Government.

The first report published is timely and practical, dealing with butter and cheese trade, the reports being from the commercial agents in the West Indian Islands. A weekly issuance of such reports should give an impetus to our export trade.

AN IMPORTANT LEGAL DECISION.

ANOTHER judgment has just been handed down by a Montreal justice of the Superior Court, which is of much importance and interest to Canadian importers of hardware. This was in connection with the Canada Hardware Company's action against Henry Rogers, Son & Co., of Liverpool, England (Alfred C. Twentyman, proprietor) regarding damages to certain Canada plates the former had ordered from the latter.

This is especially interesting, coming as it does so close upon this same company's victory in the courts in regard to the much discussed c.i.f. question. The case, however, is somewhat different.

It was referred to in these columns about December last, or in the late Fall when the action was first taken. The plaintiffs ordered from Henry Rogers, Son & Co. 500 boxes of Canada plates. The first shipment, 200 boxes, were received on account, in good order, and were accepted and paid for. The second shipment, being the other 300 boxes, was oiled and rusty. The Canada Hardware Co. declined to accept it, and made a claim against the insurance company, thinking at the time that they were at fault. The company who had insured the goods, however, reported that the goods had been shipped in the same condition they were received at Montreal.

The plaintiffs then wrote to the sellers, informing them of the fact, and the latter acknowledged in their reply that the plates had been shipped oiled, but said that the goods were better in that condition and that they generally oiled Canada plates at the request of the Canadian buyers. The plaintiffs answered that they did not want goods of that class, and that the whole shipment was at the seller's disposal and expense. No settlement was made for a long time, and then Henry Rogers, Son & Co. sued the Canadian house for the full amount. The latter answered this with an action against the English firm, claiming the duty charges, freight, wharfage, cartage and storage.

On Wednesday the Canada Hardware Co. received Hon. Mr. Justice Lavergne's decision in their favor.

It reads as follows:

"The Court having heard the parties by their counsel and the proof, as well upon the merit of the principal demand as of the cross demand, examined the procedure, the documents of record and on the whole deliberated.

"Whereas the plaintiff claims for the defendant the sum of $657 price and value of merchandise sold and delivered to the defendant.

"Whereas the defendant pleaded in substance as follows:

"That on the 9th May, 1902, defendant gave an order to plaintiff for five hundred boxes of half-polished Canada plate, three hundred boxes of one size and two hundred boxes of another size at a fixed price, f.o.b. Wales; that about the 23rd June, 1902, the defendant received two hundred boxes in good order, accepted and paid for same and about the 11th August, the remaining three hundred boxes were shipped to the defendant, but were not those purchased by it and were not of the same quality as those already received; that after having examined these goods defendant refused them and notified plaintiff advising him that the plate was not as purchased, that it had been oiled, that it was rusty, had been shipped in this bad condition.

"The plaintiff replied acknowledging that the goods had been oiled to prevent rusting on the sea voyage and that this had been done at the request of purchasers; that on the 23rd October, 1902, the defendant again notified the plaintiff that he would not accept this oiled plate that the first two hundred boxes shipped and accepted had not been oiled, that another quantity of merchandise subsequently shipped was not oiled; that such plate in the ordinary course of business is never oiled, that the order had not been given for oiled goods and that the goods shipped were at the risk and expense of the plaintiff.

"Whereas the defendant by cross demand claimed from the plaintiff the sum of $136.20 for Customs dues, wharfage, freight, insurance, cartage, inspection and storage as per detailed account filed, alleging that it had been obliged to make these disbursements on the arrival of the goods.

"Whereas the plaintiff answered that the goods shipped were of a merchantable quality and in conformity with the contract.

"Whereas the plaintiff for defence tothe cross demand alleged that the goods in question were in conformity to the order and were to be delivered f.o.b. Wales and that all subsequent charges and expenses should be borne by the defendant.

"Proceeding to adjudicate upon the principal demand:

"Considering that the defendant has established the essential allegations of its plea.

"Considering that the goods shipped were damaged before shipment, that they were rusty and oiled, and that the sole fact of their being oiled rendered them less saleable.

"Considering that the defendant was justified in refusing to accept the said goods.

"Doth dismiss the principal demand with costs.

"And proceeding to adjudicate upon the cross demand:

"Considering that the cross plaintiff has established the essential allegations of its cross demand, less the item of $5 doth condemn the cross defendant to pay to the cross plaintiff the sum of $131.20 with interest from the service of the cross demand and costs."

A STRONG MARKET.

IN spite of considerable pessimism on the part of some authorities as to the future of trade conditions in Canada Hardware and Metal has maintained in its reports a strong tone of confidence, taking the ground that the heavy immigration and the industrial activity in all parts of the country will more than offset any influence resulting from the trade depression in the United States.

It is with satisfaction that we observe a general tendency towards accepting this view of the situation, feeling assured that the probablity of an excellent business year in 1904 are guaranteed in proportion to the increased confidence in the future throughout the country.

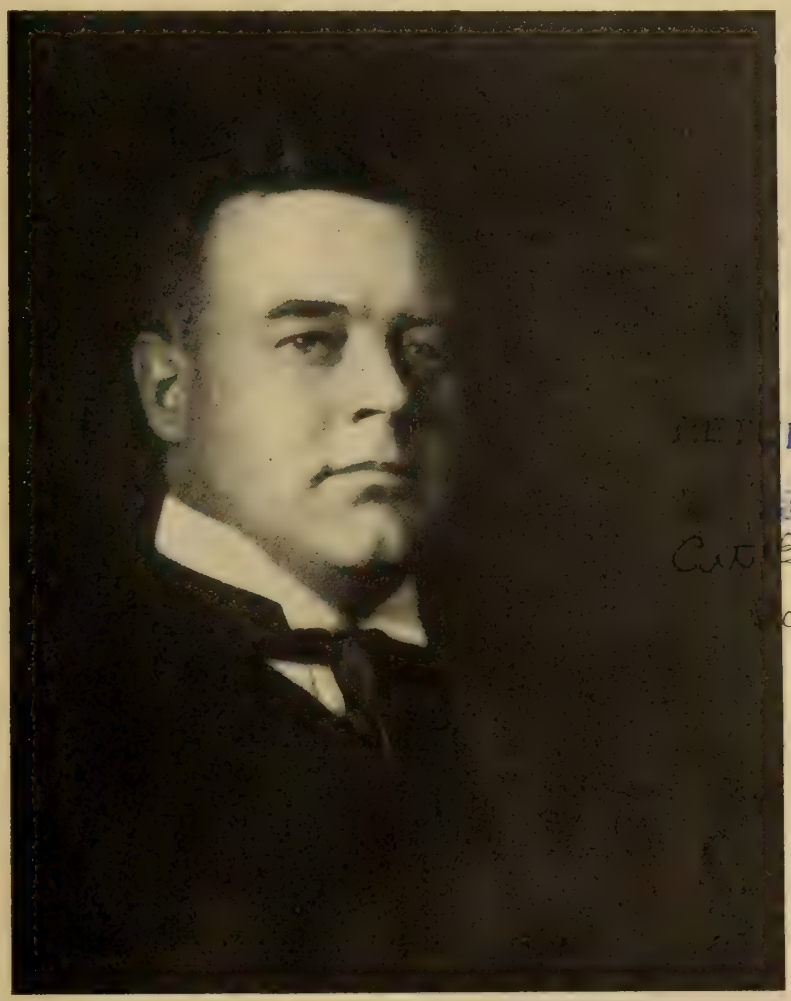
ANOTHER CANADIAN TO THE FORE.

AS the result of a general shake-up in the management of the United States Realty and Construction Company, Mr. H. S. Black, a Canadian from Cobourg, Ontario, has obtained the control of the largest construction company in the world. This company was organized in 1902, with a capital of $66,000,000, to combine the New York Realty Corporation, the George A. Fuller Company with which Mr. Black was connected, and the realty business of the Central Realty, Bond & Trust Company. The new company has shown remarkable energy in the prosecution of its enterprise. Its operations have been in the highest priced real property and it has built the bigger steel buildings, including the famous Flat Iron, the Broad Exchange and the big new building at No. 16 Broadway. It has been the largest user of structural steel for buildings in the United States. In Canada also it has undertaken the construction of several large buildings in Montreal, Toronto, and Winnipeg.

There has been, however, considerable dissension among the directorate. Charges were made that the Fuller Company, one of the concerns subsidiary to the United States Realty and Construction Company, had unlawful relations with Sam Parks and other labor leaders of the same strike. It does not appear that there was any proof of this charge, but added to general accusations of unwise and wasteful management it led to a general investigation which was followed by the resignation of twelve directors and the ascendancy of H. S. Black and James Stillman. During the crisis in the affairs of the company these gentlemen had been active in acquiring a majority of the shares in the open market, and being backed by the Standard Oil interests they succeeded in gaining control. Their plan was the more easily carried out as the company's credit had been hurt by the contest and, moreover, persons familiar with its affairs had sold out at every opportunity.

Mr. Black's rise to fame and fortune has, perhaps, been hastened by the fact that he is a son-in-law of the late George A. Fuller, head of the subsidiary company with which he was connected. But abilities such as his are bound to attain success sooner or later whether helped or hindered by fortune. His progress has been rapid and well deserved, but being still a good Canadian he has not forgotten the town of his birth or the associates of his earlier years. His mother still lives in Cobourg and he has built her one of the handsomest houses in that fashianable resort of American summer visitors. No matter how busy he may be, Mr. Black makes it his duty and pleasure to spend at least one day every year with his mother. In Cobourg he is very popular. Unlike the majority of Americans with great responsibilities he has lost none of his old-time geniality and unlike Dr. Drummond's Jean Baptiste Trudeau, he always knows his old friends, and they are always sure of being received with great cordiality.

It has been the misfortune of Canada in the past to lose many of her bright young men who have found a wider scope for their energies and abilities in the more highly developed country to the South. Mr. Black is one of these. But although there is regret that Canada has lost him, there is rejoicing at his striking success in the land of his adoption.



Mr. H. S. Black, New York.

RNED
1904

ADVERTISING.

One of the strongest arguments in favor of advertising, particularly in a trade paper of standing, is the scope of its influence. Advertising solicitors base their claims for consideration on the general service of an advertisement in the regular field covered. For instance Hardware and Metal claims that its circulation embraces the hardware, paint and oil, metal, machinery and plumbing trades of Canada. Yet proof that the influence of advertisements in its columns is even more wide-reaching than over this large field are continually being given. A case in point has just come to notice. The Dundas Axe Works, Dundas, Ont., have of late been doing progressive and strong advertising in Hardware and Metal with the view of influencing the Canadian trade. In addition to the results in this direction they have, however had as a result of this advertising, enquiry from England for the agency in that country for their axes. What such an enquiry may lead to would be hard to estimate. It may prove the most important result of the company's advertising campaign. Whether it does or not, however, the incident serves as another proof of the wide-reaching influence of progressive advertising in a representative trade newspaper.

MARKETS AND MARKET NOTES

QUEBEC MARKETS.

Office of HARDWARE AND METAL.
10 Front street east.
Toronto, February 12, 1904.

Hardware.

THE condition of the hardware trade remains much the same as it was last week. Orders are arriving freely and shipments are going forward, but though the goods are shipped it is not always they reach their destinations. The enquiry, however, is eminently satisfactory, and were it not that the railways were tied up to a great extent the business doing would be equal in volume if not greater that that of a year ago this time. Remittances are slow. Several Spring lines are beginning to grow more active for future delivery, such as freezers, lawn mowers, etc. The retail trade are pursuing the right policy in thus trying to obtain their stocks as early as possible, for many of the English and American factories are reported packed up with general orders, and delays in placing orders now will mean still greater delay in the filling of them. Even now, though importers cannot say that they are experiencing any difficulty in obtaining goods, still each must wait his turn. Tire bolts are now very low, and the new price is 72 1-2 per cent. off. Cotton wrapping twine, sash cord and cotton rope are again higher. The new prices on English made safety fuse are also a little lower, double tape being quoted at $5.10 to $5.25 per 1,000 feet; single tape, $4.30 to $4.50, and white countered at $5.10 to $5.25. On detonators the new prices are 75 to 85c. per 100 in any quantity. Heretofore these have been sold at a price for quantity. On account of the war between Russia and Japan it is likely that higher prices will prevail in many lines; and should steamships come into requisition a scarcity may follow like that during the South African War, and transportation be somewhat interfered with, which would further enhance values.

Lawn Mowers—These are in better request for Spring delivery. A fairly good number of orders have been received this week. Prices are: With 8-inch wheel, sizes 12, 14 and 16, $2.65 each; with 9-inch wheel, size 12, $3; size 14, $3.12 1-2; size 16, $3.25 each; Philadelphia pattern, size 12, $3.25, size 14, $3.50; size 16, $3.75 each; High Wheel, size 12, $4; 14, $4.25; 16, $4.50; 18, $4.75; 20, $5.25 each.

Spring Hinges—There is still a fair enquiry for these, for future delivery. We quote as follows: No. 5, $17.25 per gross; No. 10, $18 per gross; No. 20, $10.50; No. 120, $20; No. 51, $9.25; No. 50, $27.50.

Game Traps—A few orders have been received this week. The discount is 72 1-2 per cent. on "Victor" and 60 and 2 1-2 per cent. on "Hawley & Norton."

Poultry Netting—There is not a great deal doing at present. The discounts are, for 2-inch 19-gauge standard extras are 60 and 5; for 2-inch 16-guage, the discounts are 55 and 5 per cent.

Wire Nails—There is a little improvement in the demand for these. Last week they were quoted f.o.b. Windsor, Ont. Windsor is not now a delivery point for wire nails. We quote: $2.40 per keg in carlots, and $2.45 per keg in small lots f.o.b. Gananoque, Montreal, London, Hamilton, Toronto, Brantford, and St. John.

Cut Nails—Not many of these are being sold at present. The price is unchanged at $2.30 per keg, f.o.b. Montreal, Toronto, Hamilton and St. John.

Fence Staples—There is a moderate enquiry for staples. There is no change in prices which are: $3 per 100-lb. keg for galvanized, and $2.80 for bright; 25 to 50-lb. packages, 25c. extra.

Pressed Spikes—The demand is not large. The discount remains at 25 per cent.

Horsenails—A fair trade is doing at unchanged prices. We quote as follows: "M" brand, "Oval" and "New City" heads, 55 per cent.; "Countersunk" heads, 55 per cent.; "C" brand, 40, 10 and 7 1-2 per cent. off; "Monarch," 50 and 7 1-2 per cent. and "Peerless," 50 per cent.

Horseshoes—The demand for horseshoes is still fair, and prices are steady, as follows: Iron shoes light and medium pattern, No. 2 and larger, $3.65; No. 1 and smaller, $3.90; snow pattern, No. 2 and larger, $3.90; No. 1 and smaller, $4.15; light steel shoes, No. 2 and larger, $3.80; No. 1 and smaller, $4.05; featherweight, all sizes, 0 to 4, $5.35; toe weight, all sizes, 1 to 4, $6.60. Shoes more than one size in a keg, 10c. per keg extra f.o.b. Montreal only.

Fire Shovels—Fire shovels still move out fairly well in small quantities. We quote as follows: No. 70, 39c. per dozen; No. 55, 55 to 82c. per dozen; No. 57, 82c. to $1.10 per dozen; No. 60, 70 to 88c. per dozen; No. 65, $1.10 to $1.23 per dozen; Duplex, No. 7, 96c. per doz.; No. 9, $1.20 per dozen; No. 11, $1.54 per dozen.

Snow Shovels—There is still a good demand for snow shovels, in spite of the lateness of the season. We quote the following prices: "Habitant," $2.50 to $2.75 per dozen; "Victor," 30 per cent. off; steel railroad shovels, 45 per cent. off.

Screen Wire Cloth—The demand for Spring delivery is increasing, and a fair trade has been done this week. The price is $1.50 per 100 square feet.

Galvanized Coil Spring Wire—There has been a moderate enquiry for this wire. We quote: Nos. 6, 7 and 8, $3.20; No. 9, $2.70; No. 10, $3.30; No. 11, $3.35; No. 12, $2.95; No. 13, $3.10. Car lots 5 cents less. Freight prepaid in less than car lots to extent of 25 cents and in car lots to extent of 20 cents. For following factory points freight is equalized: Montreal, Hamilton, London, Welland, Windsor, Stratford.

Galvanized Wire—A fair trade is doing. We quote: No. 5, $3.65; Nos. 6, 7 and 8, $3.10; No. 9, $2.45; No. 10, $3.15; No. 11, $3.20; No. 12, $2.60; No. 13, $2.70; No. 14, $3.70. In carlots f.o.b. Cleveland, No. 5, $2.15; Nos. 6, 7, 8 and 9, $2.10; No. 10, $2.15; No. 11, $2.20; No. 12. $2.25; No. 13, $2.35; No. 14, $2.45. In less than carlots, 12 1-2c. extra per 100 lbs. will be charged.

Barb Wire—Most dealers have already booked their orders early this year, and orders are consequently fewer. We quote the following prices: $2.75 per 100 lbs. f.ob. Montreal and $2.50 f.o.b. Cleveland. Carlots of 15 tons, $2.40 f.o.b. Cleveland.

Smooth Steel Wire—The enquiry for this wire is not active at present. We quote the following prices: Bright and annealed, $2.50 per 100 lb.

f.o.b. Montreal, Toronto, Halifax, London, Hamilton and St. John. Net extras per 100 lb. are now as follows: Coppered wire, 60c.; tinned wire, $2; oiling, 10c.: spring wire, $1.25; best steel wire, 75c.; bright soft-drawn, 15c.; hay-baling wire, 20 to 25c.

Fine Steel Wire—A moderate amount of business is doing. The discount is 25 per cent., with net extras as follows: 1 and 2-lb. hangs, 25c. per 100-lbs.; 1-2-lb. hanks, 37 1-2c.; 1-4-lb. hanks, 50c.

Brass Wire—The market is quiet. The discount is 60 per cent.

Copper Wire—There is very little doing. The discount is 60 per cent.

Rivets and Burrs—In these there is a small trade doing at steady prices. Boiler rivets sell fairly well. We quote the following discounts: Best iron rivets, section carriage and wagon box, black rivets, tinned do., coopers' rivets and tinned swede rivets, 60 and 10 per cent.; swedes iron burrs are quoted at 55 per cent. off; copper rivets with the usual proportion of burrs, 45 per cent. off and coppered iron rivets and burrs, in 5-lb. carton boxes are quoted at 60 and 10 per cent. off list.

Bolts and Nuts—These are selling in fair quantities, and trade is quite satisfactory for the season. Quotations are: Carriage bolts, common ($1.00) list, 3-16 and 1-4 diameter, 60 per cent.; carriage bolts, common ($1.00) list, 5-16 and 3-8 diameter, 55 and 5 per cent.; carriage bolts, common ($1.00) list, 7-16 diameter and up, 55 per cent.; carriage bolts, full square ($2.40) list, 60 per cent.; carriage bolts, Norway iron ($3.00) list, 60 per cent.; machine bolts, 3-8 diameter and under, 60 per cent.; machine bolts, 7-16 diameter and larger, 55 and 5 per cent.; plow bolts, 55 and 5 per cent.; blank bolts, 55 and 5 per cent.; bolt ends, 55 and 5 per cent.; sleigh shoe bolts, 70 per cent.; coach screws, cone point, 70 per cent.; nuts, square, all sizes, 4c. per lb. off; nuts, hexagon, all sizes, 4 1-4c. per lb. off.

Washers, 45 per cent. off.

Screws—These are unchanged in price, and the movement is fairly active. Discounts are: Round head bright, 82 1-2 per cent.; flat head bright, 87 1-2 per cent.; brass, round head, 75 per cent.; brass, flat head, 80 per cent.

Shot—A moderate amount of business is doing at unchanged prices: Ordinary drop shot, A.A.A. to dust, $6.50 per 100 lb.; chilled, Nos. 1 to 10, $7 per 100 lb.; buck and seal, $7.50 per 100 lb.; ball, $8 per 100 lb. Trade discount 17 1-2 per cent. f.o.b Montreal, Toronto, Hamilton, London. St. John, N.B., and Halifax.

Lanterns—There is not much doing. Our quotations are as follows: Lift, hinged or tilt, $4 to $4.25 per doz.; cold blast No. 2, $7 to $7.50; painted dashboard, $6.50 to $6.75; plain dashboard, $6 to $6.25; searchlight, $20 to $24 doz.; brass cold blast, small, $9.75 to $10.

Cordage—There is still a quiet trade. Cotton goods continue very firm and are again higher. We quote: Pure manila, 14 1-2c.; British pure manila, 12c.; sisal, 11 1-2c.; double lathyarn, 11c.; single lathyarn, 10 1-2c.; Russian tarred spunyarn 13 1-2c.; jute rope, 3-8-in. in diam. and upwards, 9c.; cotton rope, 19 to 20c.; cotton twine, 24c. for 3 and 4 ply. Cotton bedcord, 90c. to $1.70, according to length. Sash cord 30 to 31 1-2c.; cotton candle wick, 22 to 24c.

Building Paper—There is very little demand this week, and market is quiet and unchanged. We quote: Tarred felt, $1.85 per 100 lb.; 2-ply ready roofing, 90c. per roll; 3-ply, $1.15 per roll; carpet felt, $2.25 per 100 lb.; dry sheathing, 40c per roll; tar sheathing, 50c. per roll: dry fibre, 55c. per roll; tarred fibre, 65c. per roll; O.K. and I.X.L., 70c per roll; heavy straw and sheathing, $35 per ton; slaters' felt, 65c. per roll.

Cement—There is no change. The market is quiet and steady, under the following prices: Canadian cement, $1.90 to $2.25; German, $2.25 to $2.40; English, $2.15 to $2.25; Belgian, $1.70 to $1.95 per bbl., ex store, and American, $2.20 to $2.40 ex-cars.

Firebricks—There is only a very little doing. We quote: English, $16 to $22 1,000; Scotch, $17 to $22.

PLUMBING GOODS.

Several good orders have been placed for Spring delivery. The trade in plumbers' supplies has had a fair start. Soil pipe and fittings, as well as lead pipe have been in better request this week, the travellers on the road having booked some good orders. Iron pipe has been in good steady demand at the prices quoted below. Except for a change in extra heavy galvanized pipe, 2-inch size, which through a typographical error was quoted wrongly last week, there has been no change in the prices below.

Lead Pipe—Trade has improved since a week ago, and a fair business is reported this week, at 8c. for composition and waste and 7c. for ordinary. The discount is 35 per cent.

Iron Pipe—At the reduced prices of last week there has been a better movement. The market is steady. Prices are as follows: Standard pipe, per 100 feet, in lengths under 19 feet—black, 1-8-in., $2.30; 1-4-in., $2.30; 3-8-in., $2.55; 1-2-in., $2.85; 3-4-in., $3.65; 1-in., $5.20; 1 1-4-in., $7.35; 1 1-2-in., $8.95; 2-in., $12.55. Galvanized—1-4-in., $3.20; 3-8-in., $3.45; 1-2-in., $3.90; 3-4-in., $5; 1-in., $7.20; 1 1-4-in., $10.05; 1 1-2-in., $12.20; 2-in., $16.85. In the above the discount on 1-8, 1-4 and 3-8 in black and 1-4 and 3-8 in galvanized is 12 1-2 per cent.; and on 1-2 to 2, inclusive, in black and galvanized is 15 per cent. Extra heavy pipe, plain ends, are quoted per 100 feet as follows: Black, 1-2-in., $4.20: 3-4-in., $5.25; 1-in., $7.55; 1 1-4-in., $10.55; 1 1-2-in., $12.75; 2-in., $17.60. Galvanized—1-2 in., $5.20; 3-4-in., $6.65; 1-in., $9.55; 1 1-4-in., $13.25; 1 1-2-in., $16; 2-in., $21.90. The discount on all sizes of extra heavy pipe is 12 1-2 per cent.

Soil Pipe and Fittings—Trade has been brisker this week. Discounts are: Light soil pipe, 3 to 6-in., 50 and 10 per cent.; medium and extra heavy soil pipe, 2 and 6-in., 60 per cent.; extra heavy soil pipe, 8-in., 45 per cent. Light fittings, 2 to 6-in., 50 and 10 per cent.; medium and extra heavy fittings, 2 to 6-in., 60 and 5 per cent.; extra heavy fittings 8-in., 45 per cent.

Solder—The demand is steady, and prices unchanged. We quote: Wire solder, 18c.; bar, 17 1-2c.

METALS.

The trade in metals is still quiet, but on the whole steady. Copper and tin continue firm. Pig iron is not in great abundance in Montreal, and the price is higher. Tinplates continue firm in England. In antimony there has been no further change. It is firm. Spelter is quiet and unchanged.

Pig Iron—There is now little pig iron on the market, but there is but a light demand, the foundries being all supplied, till the opening of navigation. We quote: Summerlee at $21, an advance of $1 to $1.50 over last week's prices.

Bar Iron—There is no change. We quote: Merchants' bar, $1.80; horseshoe iron $2.05; forged iron, $2.

Black Sheets—These are firmer in the Old Country, and large import orders would now come higher, locally there is an improvement in the demand. We quote as follows: 28-gauge, $2.35; 26-guage, $2.30; 22 to 24-gauge, $2.25;

18 to 20-gauge, $2.30, and 8 to 10-gauge, $2.40.

Galvanized Iron—This moves fairly well, at unchanged prices. We quote: Queen's Head, $4.30; Gorbal's "Best Best," $4.30; Apollo, 10 3-4 oz., $4.30; Fleur-de-Lis, $4; Comet, $4; Bell brand, $4. In less than case lots 25c. extra.

Tinplates—Tinplates are firm in England. There is no change here. We quote: Cokes, $3.75; charcoals, $4.

Terne Plates—There is no change. The price is $6.75 to $7.

Ingot Tin—The tin market is quite stiff. There has been a little fluctuation, but the market recovered and went higher each time. The price is 32 to 32 1-2c., though for large lots the price would probably be shaded to 31c.

Ingot Copper—This is firm as last quoted, $13.75 to $14 per 100 lbs.

Coil Chains—There is no change. We quote: No. 6, 10c.; No. 5, 9c.; No. 4, 8 1-2c.; No. 3, 7c.; 1-4-in., $6.10; 5-16-inch, $4.70; 3-8-inch., $4.00; 7-16-inch, $3.80; 1-2-inch, $3.70; 9-16-in., $3.55; 5-8-in., $3.35; 3-4-in., $3.30; 7-8-in., $3.25; and 1-in., $3.20, with 10c allowance on carlots.

Canada Plates—Canada plates are firm both on the English market and here. There are no quotable changes. We quote: 52s., $2.30; 60s., $2.40; 75s., $2.55; full polished, $3.60, and galvanized, $4 to $4.10; galvanized 60c., $4.25 to $4.35.

Pig Lead—There has been a steady demand for this metal, which is firmer at $3.20 to $3.30.

Sheet Zinc—Trade is fair. We quote: Cask lots, $6.15 to $6.25; in small lots, $6.50.

Zinc Spelter—We quote 6c.

Scrap metals—There is no change. We quote: Heavy copper and wire, 9 1-2 to 10c per lb.; light copper 10c.; heavy red brass, 10c.; heavy yellow, 8 1-2c.; light brass, 5 1-2c.; lead, 2 1-4 to 2 1-2c.; zinc, 2 3-4 to 3c.; iron, No. 1 wrought, $11 to $12; machinery scrap, $13 to $15; stove plate, $12; mallable and steel, $6; mixed country rags, 60 to 70c. per 100 lb.; old rubbers 6 to 6 1-2c. per lb.

ASHES.

Prices are unchanged. We quote:

First pots, per cwt	6 00	6 10
Seconds	5 60	5 65
Pearls, per 100 lb	7 00	7 25

HIDES.

The only change to be noted is in calfskins, which are 1c. higher. Trade is quiet. We quote:

No. 1 beef hides	0 08	0 08½
No. 2 "	0 07	0 07½
No. 3 "	0 06	0 06½
Lambskins		0 75
No. 1 calfskins		0 11

ONTARIO MARKETS.

Office of HARDWARE AND METAL,
10 Front Street, East.
Toronto, February 12, 1904.

Hardware.

THE snow blockade is still having a deterrent effect on business. Orders sent out three to four weeks ago to points in Western Ontario are still "en route." Naturally the retailers are not anxious to place further stock orders before their present shipments are in their stores. Orders for Spring and Summer delivery have been well up to the average; in fact most jobbers say that this business has reached a larger total than even last year. There has been some hesitancy about buying wire and wire products as the impression has been more or less general that a decline is inevitable. The Pittsburg reports, however, show an advance in that market and the jobbers are expecting a rise rather than a decline. Horseshoes and horsenails are not active but there has been a big enquiry for lawn mowers, harvest tools, etc. No changes in prices are recorded except an advance of 2c. in candle wick which places the price at 30c. per lb.

Screen Wire Cloth—Orders continue fair at $1.50 per 100 square feet.

Spring Hinges—A fair business is reported. Prices are steady as follows: No. 5, $17.25 per gross; No. 10, $18 per gross; No. 20, $10.50; No. 120, $20; No. 51, $9.25; No. 50, $27.50.

Galvanized Wire—Orders for future delivery are more generous yet there is still hesitancy in many quarters. No. 5, $3.65; Nos. 6, 7 and 8, $3.10; No. 9, $2.45; No. 10, $3.15; No. 11, $3.20; No. 12, $2.60; No. 13, $2.70; No. 14, $3.70. In carlots f.o.b. Cleveland, No. 5, $2.15; Nos. 6, 7, 8, and 9, $2.10; No. 10, $2.15; No. 11, $2.20; No. 12, $2.25; No. 13, $2.35; No. 14, $2.45. In less than carlots, 12 1-2c. per 100 lbs. extra charged.

Barb Wire—A moderate trade is doing We quote as follows: $2.75 per 100 quote as follows: $2.75 per 100 lbs. f.o.b. Toronto, and $2.50 f.o.b. Cleveland. Carlots of 15 tons, $2.40 f.o.b. Cleveland.

Coiled Spring Wire—There is a fair demand and a better trade is expected as the strong condition of the market is better understood. We quote: No. 9, $2.70 per 100 lbs. f.o.b. Cleveland, freights equalized with factory points at Hamilton, London, Welland or Windsor and allowance to other points up to 25c.; carlots, $2.65, freight allowance to 20c.

Wire nails—There is a better future order business doing with the base price for ordinary lots decidedly stiff at $2.45 per keg f.o.b. Toronto, with carlots $2.40.

Cut Nails—The market is not strong and there is not much doing even at the reduced price, $2.30 per keg f.o.b. Toronto and Hamilton.

Horseshoes—There is not much trade doing. We again quote as follows: Iron shoes, light and medium pattern, No. 2 and larger, $3.80; No. 1 and smaller $4.05; snow pattern, No. 2 and larger, $4.05; No. 1 and smaller, $4.30; light steel shoes, No. 2 and larger, $3.95; No. 1 and smaller, $4.20; featherweight, all sizes, 0 to 4, $5.50; toe weight, all sizes, 1 to 4, $6.75. If shipped from factory 15c. less.

Horsenails—Very little doing this week. We quote discounts as follows: "M" brand, "Oval" and "New City" heads, 55 per cent.; "Countersunk" heads, 55 per cent.; "C" brand, 40, 10 and 7 1-2 per cent. off; "Monarch," 50 and 7 1-2 per cent. and "Peerless," 50 per cent.

Screws—Business is not active. Prices are steady. We quote as follows: Flat head bright, 87 1-2 per cent. discount; round head bright 82 1-2 per cent.; flat head brass, 80 per cent.; round head brass, 75 per cent.; round head bronze, 70 per cent.; flat head bronze, 75 per cent.

Rivets and Burrs—Business is even more active, with no change in prices. We quote: Iron rivets, 60 and 10 per cent. discount; iron burrs, 55 per cent.; copper rivets, with usual proportion of burrs, 45 per cent.

Bolts and Nuts—A good business at steady prices is reported. We quote the following prices: Carriage bolts, common ($1 list), 3-16 and 1-4-in., 60 per cent.; 5-16 and 3-8in., 55 and 5 per cent.; 7-16 and up, 55 per cent.; carriage bolts, full square ($2.40 list), 60 per cent.; carriage bolts, Norway iron ($3 list), 60 per cent.; machine bolts, 3-8 and less, 60 per cent.; 7-16 and up, 55 and 5 per cent.; coach screws, cone points, 66 2-3 and 10 per cent.

Cordage—The fluctuations in the cotton market have resulted in a net decline of fully 2c. and consequently there is a somewhat easier feeling in cotton products. Manila and sisal are steady. Our quotations are as follow: Pure manila, 14 1-2c.; British pure manila, 12c.; sisal, 11 1-2c.; double lathyarn,

PORTLAND CEMENT

CANADIAN, ENGLISH, GERMAN and BELGIAN.

FIRE BRICKS, FIRE CLAY, ENAMELLED BRICKS, all colors. BUILDING BRICKS.

SEWER PIPES, CULVERT PIPES, WHEELBARROWS, FOUNDERS' and CONTRACTORS' SUPPLIES.

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Double Strength Culvert Pipe a Specialty.

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DESERONTO, ONT.

Manufacturers of

CHARCOAL PIG IRON

BRAND "DESERONTO."

Especially adapted for Car Wheels, Malleable Castings, Boiler Tubes, Engine Cylinders, Hydraulic and other Machinery where great strength is required: Strong, High Silicon Iron, for Foundry Purposes.

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Made from carefully selected Lake Superior Ores, with Connellsville Coke as Fuel, "Midland" will rival in quality and grading the very best of the imported brands.

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MONTREAL, QUE

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MIDLAND, ONT. Limited

11 1-2c.; single lathyarn, 11c.; double shingleyarn, 11 1-2c.; single shingleyarn, 11c.; sashcord "Hercules," 29 to 30c; "Star," 36 to 38c.; cotton rope, 3-16-in. and up, 20 1-2 to 22c.; 5-32-in., 25 to 27c.; 1-8-in., 25 to 28c.; cotton twine, 3-ply, 23 to 24c.; 4-ply, 27 1-2 to 28c.; calking cotton, 16c.; cotton waste, colored, 6 3-4c.; white, 10 to 12c.

Woodenware—A moderate trade is doing at steady prices. We quote as follows per dozen: Washboards, Victor $1.35; Crown, $1.45; Improved Globe, $1.60; Standard Globe, $1.70; Original solid Globe, $2; Superior Solid Back Globe, $2.15; Jubilee, $2.10; Pony, 95c.; Diamond King (glass), $3.10. Tubs, No. 0, $10.50; No. 1, $8.50; No. 2, $7.50; No. 3, $6.50. Pails, No. 1, 2 hoops, $1.75 and 3 hoops $1.90. Matches, Sure Light, parlor, 500s, $3.50; Flashlight, parlor, 1,000s, $5.75; Kodak sulphur, 65s, $3.80.

Building Paper—The market in building paper continues quiet, with last week's prices unchanged. Our quotations are as follows: Tarred felt, $1.85 per 100 lbs.; 2-ply read roofing, 90c. per roll; 3-ply, $1.15 per roll; carpet felt, $2.25 per 100 lb.; dry sheathing, 40c. per roll; tar sheathing, 50c. per roll; dry fibre, 55c. per roll; tarred fibre, 65c. per roll; O.K. and I.X.L., 70c. per roll; heavy straw and sheathing, $35 per ton; slaters' felt, 60c. per roll.

Cement—The cement market is a little brighter than last week, although no material improvement can be expected until the cold weather breaks up. Canadian Portland is easier, the range of prices being 25c. lower. American Portland is 10c. firmer. We quote: Canadian Portland at $2.05 to $2.40, Toronto, and $1.65 to $1.90 at the works; American Portland, $2.10, Toronto.

Firebricks—Firebricks remain quiet. We quote English and Scotch each at 28 to 35c.

PLUMBING GOODS.

The trade in plumbing goods is picking up, and prospects for a brisk Spring season's trade were never so good. The only changes from last week's prices are in iron pipe, on 1-8-inch and 1-4-inch pipes there is a discount of 10 per cent., on 3-8-inch to 2-inch pipe inclusive the discount is 12 per cent.

Lead Pipe—Trade in lead pipe continues quiet. Our quotations are: Lead, 7c.; lead waste pipe, 8c.; discount 35 per cent.

"DOMINION CROWN"

A guarantee of quality on

Bar and Hoop Iron, B.B. Horseshoe Iron, Best Charcoal Tinplates, Polished Steel Sheets, Polished Canadas, etc.

A. C. LESLIE & CO.

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PUMPS.

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OAKEY'S 'WELLINGTON' KNIFE POLISH

The original and only Genuine Preparation for Cleaning Cutlery 6d. and 1s Canisters.

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NOVA SCOTIA STEEL & COAL CO., Limited

NEW GLASGOW, N.S.

Manufacturers of

Ferrona Pig Iron

And SIEMENS MARTIN

OPEN HEARTH STEEL

Soil Pipe and Fittings—Business is steady but quiet. We quote the following prices: Lead soil pipe, 50 per cent.; light soil pipe fittings, 50 and 10 per cent.; medium and extra heavy pipe and fittings, 60 per cent.; 7 and 8-in. pipe, 40 and 5 per cent.

Iron Pipe Fittings—Trade is fair in iron pipe fittings. We quote the following discounts: Malleable fittings, 15 per cent.; cast iron (standard), 57 1-2 per cent.; headers (not standard), 52 1-2 per cent.; flanged unions, 52 1-2 per cent.; bushings and plugs, 57 1-2 per cent.; nipples, up to 2-in., 65 per cent.; nipples 2 1-2 to 6-in., inclusive, 60 per cent.

Copper Range Boilers—Trade is fair. Discounts at 15 per cent. continue.

Brass Goods—Fairly good trade doing in steamfitters' brass goods, with prices steady.

Iron Pipe—Trade is fair and steady in iron pipe this week. The following changes in prices are noted: A discount on 1-8-inch and 1-4-inch pipe of 10 per cent., and one of 12 per cent. on 3-8-inch to 2-inch pipe inclusive. We quote f.o.b. Toronto: 1-8-inch,$2.93; 1-4-inch, $2.07; 3-8-inch, $2.27; 1-2-inch, $2.51; 3-4-inch, $3.22; 1-inch, $4.58; 1 1-4-inch, $6.47; 1 1-2-inch, $7.88; 2-inch, $11.05; 2 1-2-inch $19.25; 3-inch, $22.75; 3 1-2-inch, $28.75; 4-inch, $35.25.

Kearney & Foot Co.

This well-known brand of Files have been sold all over the world for the past twenty-five years.

The standard of excellence, sharp teeth, highly tempered.

The KEARNEY & FOOT Horse Rasp is superior to all others.

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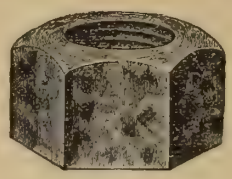

THE JOHN MORROW MACHINE SCREW COMPANY, Limited

Manufacturers of
Set and Cap Screws, Special Milled Work, Engine Studs Etc. Cold Punched Nuts of every variety of finish.
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12, 14, 16, 18, 20, 24, 30, 35 and 56 lbs. to the Yard—carried in STOCK for prompt shipment. TRACK REQUISITES.

Sessenwein Bros., 103 Shannon St. .. MONTREAL.

We invite inquiries for STEEL RAILS, BAR IRON, PIG IRON GALVANIZED IRON, CANADA PLATES, TINPLATES, WIRE ROPE (W. B. BROWN & CO.), CEMENT, FIRE-BRICKS, ORE BAGS, GRAIN BAGS, ETC.

C. F. JACKSON & CO., Limited, IMPORTERS and COMMISSION MERCHANTS
151 Hastings St. W., VANCOUVER, B.C., and LIVERPOOL, ENGLAND.

METALS.

Conditions are practically unchanged from last week. Buyers do not seem at all anxious to get into the market except to meet their requirements. There is practically no change in prices, though it is felt that the war is likely to stiffen the price of lead and to give a rather firmer tone to brass and tin. Pig iron is fairly steady but bar iron is still easy.

Pig Iron—There is a fairly active demand with prices steady locally in sympathy with a better feeling in the United States. Our quotations are $18.50 for No. 1 and $18 for No. 2 f.o.b. Toronto. Prices at Midland are $1.50 lower.

Bar Iron—A moderate business is doing. Prices are easy but nominally unchanged. Our quotations are: $1.80 f.c.b. Toronto for extras cut to length while rolling; 2 ft. and over, 10c. per 100 lb.; 1 ft. and under 2 ft., 15c.; under 1 ft. 20c., over 20 ft. by special agreement according to length and size.

Black Sheets—There is a good movement for forward delivery. We quote: the following prices: 10 to 16 gauge, $2.50; 18 to 20 gauge, $2.70; 22 to 24 gauge, $2.90; 30 gauge, $3.

Canada Plates—There is no great activity in the line as buyers are slow in getting into the market. We quote the following prices: All dull, $2.50; half-polished, $2.60; and all-bright, $3.50.

Tin—Outside markets are again strong and as stocks are light prices are firm. Our quotations last week were 1-2c. above the market, so the reduction is now made, which makes the price 30 to 30 1-2c.

Galvanized Sheets—Business continues steady. Prices are somewhat easier. We quote: Queen's Head, $4.25 for 28 gauge; American, $4 for 24 gauge; Bell brand, $4.25 for 28 gauge; Gordon Crown, $4.25 for 28 gauge.

Tinplates—The demand is now better than for some months past. Prices are steady. We quote: Coke plates, bright, 14x20, $3.50; charcoal plates, $4.25.

Copper—There is a fair movement in both sheet and ingot. Prices are steady at follows: Ingot copper, $13.75, and sheet copper, $20 per 100 lbs.

Brass—There is a fair trade, with the discount steady at 15 per cent.

Lead—There is a better trade. The English market is advancing, no doubt due to the war in the East. "Lead bullets," commented one jobber, "are seldom remelted: We quote as follows: $3.30 per 100 lb. for pig lead and $3.65 for bar lead.

Zinc Spelter—The volume of business is not large. Prices show an upward tendency at primary market, but the local situation is unchanged at 6 to 6 1-2c. per lb.

Zinc Sheets—The market is firm and a fair business doing in smal lots. We quote: Cask lots, $6.75 to $7, and part casks, $7 to $7.25.

Solder—Good trade doing. Prices are still stiffening. We quote: Guaranteed half-and-half at 18c., and wiping, 17c.

Antimony—8c. per lb.

PETROLEUM.

Trade is fair this week with nothing special to report. We quote no change on last week's prices which are as follows: Canadian prime white, 19 1-2c.; Canadian water white, 21 1-2c.; American prime white, 20c.; American water white, 22c., ex-warehouse.

Old Material—Old material is coming in now (unlike last week) in large quantities, and dealers are doing a heavy trade. Advances of 1c. and 1-2c. respectively are noticed in heavy copper and wire, and light copper. These comprise the sole price changes in this week's market. We quote the following prices: Heavy copper and wire, 11c. per lb.; light copper, 9 1-2c. per lb.; heavy red brass, 9 1-2c. per lb.; heavy yellow brass, 8 to 8 1-4c. per lb.; light brass, 5c. per lb.; lead, $2.35 per cwt.; scrap zinc, 3c per lb.; iron, No. 1 wrought, $10.50; No. 2 wrought, $4; machinery cast scrap, $13 to $14; stoveplate, $10; malleable and steel, $4; old rubbers, 5 1-2 to 6c. per lb.; country mixed rags, 50c. per 100 lb.

Hides, Skins and Wool.

Trade is fairly brisk this week with no special feature to note and prices unchanged from last week's quotations. We quote:

HIDES.

No. 1 green, per lb.	0 07½
" 2 " "	0 06½
" 1 " steers, per lb.	0 08
" 2 " "	0 07
Cured, per lb.	0 08¼

CALFSKINS.

Veal skins, No. 1, 6 to 14 lb. inclusive	0 09
" " " 2 " " "	0 07
" " " 1 15 to 20 lb "	0 08
" " " 2 " "	0 06
Deacons (dairies), each	0 60 0 70
Lamb and sheep skins	0 90

WOOL.

Unwashed wool, per lb.	0 09 0 10
Fleece wool, "	0 17 0 18
Pulled wools, super, per lb.	0 19 0 22
" " extra "	0 23 0 24
Tallow, per lb.	0 04¾ 0 05

Manchester Metal Market.

S. W. Rogers & Co., Manchester, report, under date of January 30, the metal markets in Manchester as below: "Prices of Scotch iron have remained steady throughout this month, whilst prices of Cleveland iron show a decline of some 4 1-2d. per ton. The market is, however, certainly brighter during the last few days; values have improved a little, and there is more buying, although still for near delivery only, the outlook being too uncertain for any considerable transactions. Copper advanced 30s. per ton during the first ten days of this month, but has since lost the advance, and something more. Tin also, after advancing nearly £1, has since lost about £6 per ton, and is at present steady. Spelter has varied slightly, and closes practically unchanged. Lead has advanced about 10s. per ton, and is steady."

Our Metallic Ceilings and Walls

Are an ideal finish for all kinds of buildings, because they combine both beauty and utility.

We make an almost countless assortment of artistic designs—the plates fitting accurately, the joins imperceptible, and the pattern continuous in perfect precision throughout.

The sanitary superiority, fireproof protection, handsome effect and moderate cost appeal to all progressive people.

You can scarcely afford not to handle these goods.

The Metallic Roofing Co., Limited

TORONTO MONTREAL WINNIPEG

BUSINESS CONDITIONS IN NOVA SCOTIA.

By Regular Correspondent of HARDWARE AND METAL.

Halifax, Feb. 9th, 1904.

THE severity of the weather has not been conducive to any improvement in trade and the usual mid-winter dullness reigns. Travellers are out and have picked up a fair share of business for Spring delivery and brisker times are looked for in a month or six weeks. Retail trade is quiet at present especially in centers which draw largely upon country trade as farmers have not been able to get into the towns and cities to do their trading. For this reason also collections have fallen off somewhat and there has been a good deal of renewing in the last ten days.

* * *

The Maritime Association has at last advanced the price of turpentine in single barrels to 94 cents. Linseed oil is also reported to be firmer and there has been an improved demand for this article recently, buyers evidently having come to the conclusion that prices are down as low as they are likely to be this season. Paris Green is reported easier but advanced orders are being taken at the same quotation as last year.

* * *

The trade seems to have the impression that builders' hardware generally will be advanced before the Spring activity opens. What grounds there is for this belief has not been divulged, but probably the opinion is based on the fact that a few lines of United States manufacture have already been advanced. Prospects are not very bright for building operations in Halifax during the Spring, but in the provincial towns a good deal of work has been projected and the season will likely be an average one for building operations.

* * *

Cotton twines are now about 5 cents a pound higher than last year. As about 50 tons of these are sold here annually, chiefly for the use of the fisheries, it will be seen that the advance will take a good many dollars off the fishermen's profits next season. Cordage generally is very firm. Although no change has been made in quotations a leading dealer reports Manila fibre 1½c. a pound higher than it was two months ago and advises all his friends to corner their season's requirements without delay.

* * *

The blast furnace at Londonderry is now turning out 120 tons of pig iron daily. A vein of ore has been discovered back of the furnace and the future of the property is considered bright.

* * *

The Dominion Glass Co., Limited, has applied to the City of Sydney to give it a free site of 20 acres of land and tax exemption for 20 years, in which event it proposes to locate a plant at Sydney. The matter is under consideration.

The International Peat Co., Limited, Toronto, have been incorporated with a capital of $250,000, to manufacture and deal in peat, peat fuel, peat gas, moss, etc. The directors are: Frank White, J. J. Main, both of Toronto; G. A. Griffin, F. X. Frank, both of Guelph, Ont., and H. S. Griffin, Hamilton.

CONDENSED OR "WANT" ADVERTISEMENTS.

Advertisements under this heading, 2c. a word first insertion; 1c a word each subsequent insertion.

Contractions count as one word, but five figures (as $1.000) are allowed as one word.

Cash remittance to cover cost **must** accompany all advertisements. **In no case** can this rule be overlooked. Advertisements received without remittance cannot be acknowledged.

Where replies come to our care to be forwarded, five cents must be added to cost to cover postage, etc.

SITUATIONS VACANT.

WANTED — Experienced Hardware traveller. To cover Manitoba for firm having good connection. Best of references required. Good opening. Apply Box 103, HARDWARE AND METAL, Toronto. (7tf)

SITUATIONS WANTED.

HARDWARE CLERK and bookkeeper; young man; experienced in general hardware, stoves, steam fitters' and plumbers' supplies, wants position; Northwest preferred; references furnished. Box 90, HARDWARE AND METAL, Toronto. (f7)

AS BOOKKEEPER—for wholesale hardware or manufacturer; 12 years' experience; references. Address, Rowland, c/o HARDWARE AND METAL, Toronto. (7)

PARTNER WANTED

WANTED—Partner, active or silent, with some capital to invest in well-established business subject to great expansion. Highest references exchanged. Only acceptable parties need apply. Box 101, HARDWARE AND METAL, Montreal. (10)

AGENCY WANTED.

AN established Manufacturers' Agent in Montreal representing several large American houses, with representatives covering all Canadian territory, wishes to secure a good Canadian manufacturer's line in Hardware or Specialties. Address Box 102, HARDWARE AND METAL, Montreal. 20

TRAVELLER WANTED.

A LONG established Montreal wholesale dry goods house, desires to secure the services of an experienced commercial traveller on a commission basis to extend their connection in the Maritime Provinces. Only one trunk need be carried, and a liberal rate of commission allowed. Position will be vacant about April 1. Application may be addressed to "Maritime," Box 99, DRY GOODS REVIEW, Montreal. (7)

TO EMPLOYERS.

The undersigned labor agent is prepared to forward help to employers who are short-handed. Picked hands of any trade procured on shortest notice, paying own passage. Over 800 registered. Term moderate. F. C. SMITH, 22 Penton street, London, Eng. (14)

R. E. THORNE, 768 Craig St., MONTREAL

Wholesale Agent and Importer

Dry Colors, Ochres, Bronze Powders, Aluminum Powder, Schlag Metal, Bronze Liquids and Varnishes.

Toronto Office—29 Melinda St.

PITTSBURG METAL MARKETS.

From The Iron Trade Review, February 11, 1904.

IN finished lines the market continues to grow better daily, the wrought pipe and wire and wire nail lines being especially strong. Specifications on old contracts are more numerous and call for increased tonnages, and steel makers generally are much encouraged over the situation. That the demand for finished products during the month of January was much heavier than in either November or December is indicated by the furnace report compiled by J. G. Butler, Jr., which shows that 99 stacks out of 166 reporting which use Lake Superior ores were in operation on February 1. These 166 furnaces have a daily capacity of 40,524 tons and the per cent. in operation on that date was 61.6 as compared with 31 per cent. on January 1. The resumption of so many idle stacks of the United States Steel Corporation of course made this good showing possible, and while many of the furnaces were blown in to produce iron for the large tonnages of steel for shipment abroad, the increased domestic demand accounted for the resumption of a goodly number. In addition the stocks of iron at not only the Steel Corporation furnaces but those of other steel producers as well, have been greatly reduced, and many idle stacks of independent steel works also resumed in the month. Last week five idle stacks started up in this territory and ten more will be blown in within the next four or five weeks.

This week the leading wire and wire nail interests advanced prices $1 per ton, but the cut nail manufacturers at their meeting last week reaffirmed prices, which are $4 per ton below those for wire nails.

In the Connellsville region, coke shippers are complaining on account of the shortage of cars, the shortage yesterday amounting to 700 cars below the daily requirements. The severe weather has tied up freight generally, and until it moderates the situation will not be greatly relieved. Coke producers are much encouraged over prevailing conditions, and the weekly output of the entire Connellsville region is only about 50,000 tons below the normal production.

Pig Iron—The pig iron market continues very quiet, the sales during the week being few in number and limited in tonnage. Northern No. 2 foundry sold at $13.25 on a 500-ton order and prevailing quotations range from this price to $13.50. Bessemer iron is held at $12.75 to $13 at the Valley furnaces, one sale of 1,000 tons having been made at $13.75, Pittsburg. Southern iron is entirely out of this market except as required for mixtures.

Steel—On open-hearth sheet and tin bars and billets the pool quotations continue to be shaded anywhere from 50 cents to $1 per ton. Some of the smaller independent mills, not members of the billet association, but who agreed to maintain prices are making the concessions. The Ashland Steel Co. continues to quote $21 at mill, the delivered pool prices throughout the western market thus being shaded. On Bessemer sheet and tin bars nothing better than association prices can be done, as all the mills rolling such Bessemer products are in strong hands.

Bars—At a meeting of the steel bar manufacturers held at the Union Club in this city February 9, prevailing quotations were reaffirmed. Until the bar iron situation in the West is further strengthened, there can be no advance in steel bars. Western iron mills are selling their product from $1 to $2 per ton below steel bars and until they are filled up, there can be no improvement in the steel bar situation in that territory. All of the representatives at the meeting reported a satisfactory volume of business moving, however. Since the dissolution of the hoop agreement some very low prices have been named. Differentials were wiped out entirely some time ago, and on carload lots as low as 1.40c. has been done. We revise quotations as follows: Bessemer steel bars, 1.30c.; open-hearth, 1.40c.; plow beams and cultivator beams, 1.30c., net; channels, angles, zees and tees, Bessemer, under 3 inches, 1.40c.; common bar iron, 1.30c. to 1.35c., Pittsburg. The following differentials are maintained on steel: Less than 2,000 pounds of a size and not less than 1,000 pounds, 10 cents advance; less than 1,000 pounds of a size, 30 cents advance. Hoops are quoted at 1.40c. to 1.45c. in carload lots. Bands are quoted at 1.30c. and take the bar extras.

Coke—The coke market continues to improve and the output of the upper and lower Connellsville regions is now not more than 50,000 tons below the weekly output of a year ago. Idle ovens are fast resuming, the H. C. Frick Coke Co. now operating more than two-thirds of its ovens to supply the constantly increasing demand of the resuming furnaces of the United States Steel

Corporation. Prices, however, have not been affected to any extent, strictly Connellsville foundry coke on large yearly contracts having been sold during the week at $2 at the ovens. This is not the ruling quotation to consumers, as $2.15 seems to be the minimum and $2 to jobbers. On the other hand as high at $2.50 is being asked by certain producers for 72-hour Connelsville foundry coke and six-month contracts are being closed at this price. Connellsville furnace coke is sold at $1.50. For the week ending Saturday, January 30, out of a total of 22,986 ovens in the upper Connellsville region 15,976 were active and 7,010 idle. The estimated production was 177,416 tons as compared with 171,855 tons the previous week. In the lower region there were 3,987 ovens active and 1,396 idle and the production amounted to 45,061 tons. Coke shipments to Eastern furnaces have taken a decided drop, while the shipments to Western stacks have greatly increased.

Wire and Wire Nails—An advance of $1 a ton was made this week by the largest producers and the two large independent mills on wire products and wire nails. The heavy buying in the month of January has filled up all the mills to their capacity and it is doubtful if they will be able to meet the specified deliveries on the Spring trade. A meeting of the cut nail manufacturers was held last Thursday and prevailing quotations on iron and steel nails were reaffirmed. The demand for cut nails is improving, and with wire nails 20 cents a keg higher cut nails in many cases are being favored. We revise quotations as follows: Wire nails, carload lots, to jobbers, f.o.b. cars Pittsburg, $1.90, base; plain wire, carload lots, $1.80, base; barb wire, carload lots, $2.20, base; staples, carload lots, $2.05, keg. Galvanized, 30 cents extra. Carload lots to retailers are held at 5 cents advance in all lines, and on less than carload lots a further advance of 10 cents is charged. Steel and iron cut nails, carload lots, $1.70, and less than caroad lots, $1.75, f.o.b., Pittsburg, plus freight to point of destination. Terms, 60 days less 2 per cent. off in 10 days.

Pipes and Tubes—New business in pipes and tubing thus far this month has been exceedingly heavy and the outlook for this trade is growing brighter every day. The pipe mills were not affected by last year's slump to the same extent as mills in other lines and there is now every indication of last year's record being passed in 1904. While the merchant pipe demand is heavy that for heavy line pipe is much greater than would be expected in a Winter of such severity.

Old Material—Heavy melting stock continues in good demand, and dealers are endeavoring to buy large tonnages from the mills, but the latter are not selling, as they will need their stocks for their own requirements during the next few months. As high as $13.75 and $14 has been offered the mills by dealers, but the latter are not disposed to sell. Low phosphorus scrap is quoted at $14 to $15, gross ton.

BUSINESS CONDITIONS IN MANITOBA.

Office of HARDWARE AND METAL
Room 308 McIntyre Block,
Winnipeg, Feb. 6, 1904.

TRADE is slow due somewhat to the extreme cold weather and to the time of year. The weeks preceding the annual bonspiel are always dull and not more so this year than usual. The annual bonspiel opens here on the 10th and everything points to a more than usually successful gathering. During the week the majority of travellers have come in off the road and will remain in the city until after the bonspiel is over.

We quote as follows :

Barbed wire, 100 lb		$3 15
Plain galvanized	6 to 8	3 39
"	9	2 50
Plain galvanized	10	3 50
"	12	3 10
"	13	3 20
"	14	3 90
"	15	4 45
"	16	4 60
Barbed wire, 100 lb		3 25
Plain twist		3 25
Staples		3 65
Oiled annealed wire	10	3 42
"	11	3 48
"	12	3 56
"	13	3 66
"	14	3 76
"	15	3 91

Annealed wires (unoiled) 10c. less.
Horsenails, 40 per cent. discount.

Horseshoes, iron,	No. 0 to No 1	$4 75
	No. 2 and larger	4 45
Snow shoes,	No. 0 to No. 1	4 60
	No. 2 and larger	4 45
Steel,	No. 0 to No. 1	4 45
	No. 2 and larger	4 20

Cut Nails—		Wire Nails—	
2d 1 in	$4 10	1 in	4 15
3d Fin. 1⅛ in	4 10	1⅛ in	4 10
3d 1¼ in	3 75	1¼ "	3 70
4d 1½ in	3 50	1½ "	3 50
5d 1¾ in	3 50	1¾ "	3 50
6d 2 in	3 40	2 "	3 40
8d 2½ in	3 25	2½ "	3 25
10d 3 in	3 20	3 "	3 20
20d 4 in	3 15	3½ "	3 15
30d 4½ in	3 10	4 "	3 10
40d 5 in	3 10	4½ "	3 10
50d 5½ in	3 10	5 "	3 10
60d 6 in	3 10	5½ "	3 10
		6 "	3 10

Bar iron (basis)	2 50
Swedish iron (basis)	4 75

THE GYPSY JEWEL

STEEL RANGE and COOK STOVE.

THE EASY LINE TO SELL.
DUPLEX GRATE.
LARGE ASH PAN.

A Steel Range Cook made of heavy Sheet Steel Plate. Oven is firmly braced and buckle proof.

Made in the following sizes :

No.	Style	Pot Holes	Size of Oven	Weight
814	AA	4-8	14x16x10 in.	115 lbs.
816	AA	4-8	16x19x10 in.	135 lbs.
916	AA	4-9	16x20x10 in.	150 lbs.
916	BB	4-9	16x20x10 in.	170 lbs.

Note—This Stove is made with 16-in. Oven and 9-in. Pot Holes and Improved Fire-Box.

MADE BY
The Burrow, Stewart & Milne Company, Limited,
HAMILTON, - - CANADA.

MERRICK,
ANDERSON & CO.
Winnipeg.

Sleigh shoe steel	2 85
Spring steel	3 25
Machinery steel	3 50
Tool steel, Black Diamond, 100 lb	8 50
Jessop	13 00
Sheet iron, black, 10 to 16 gauge, 100 lb.	3 50
18 to 22 gauge	3 75
24 gauge	3 90
26 gauge	4 00
28 gauge	4 10
Galvanized Iron, Apollo, 16 gauge	4 00
18 and 20 gauge	4 00
22 and 24 gauge	4 25
26 gauge	4 25
28 gauge	4 50
30 gauge or 10¾ oz	4 75
Extra sheets, 36 in. wide an advance of 25 p.c. per 100 lb.	
Queen's Head, 24 gauge	4 25
26 gauge	4 50
28 "	4 75
Extra sheets, 36-in. wide, an advance of 25 p.c. per 100 lb.	
Genuine Russian, per lb	11
Imitation " "	07 to 08
Tinned, 24 gauge, 100 lb	8 00
26 gauge	8 50
Tinplate, IC charcoal, 20 x 28, box	10 00
" IX "	12 00
" IXX "	14 00
Ingot tin	35
Canada plate, 18 x 21, 18 x 24 and 20 x 28.	3 25
Canada plate, full polished	4 00
Sheet zinc, cask lots, 100 lb	7 00
Broken lots	7 50
Pig lead, 100 lb	5 50
Black iron pipe, ⅛ inch	3 30
" ¼ "	3 30
" ⅜ "	3 40
" ½ "	3 70
Black iron pipe, ¾ inch	4 35
" 1 "	6 25
" 1¼ "	8 70
" 1½ "	10 50
" 2 "	14 50
Rope, sisal, 7-16 and larger, basis	11 75
Manila, 7-16 and larger, basis	15 25
Lathyarn	11 25
Solder	20
Axes, chopping	$ 6 75 to 12 00
" double bitts	12 00 to 18 00
Bluestone	5 50
Screws, flat head, iron, bright	85 and 10 p.c.
Round " "	80 p.c.
Flat " brass	75 and 10 p.c.
Round " "	70 and 10 p.c.
Coach	70 p.c.
Bolts, carriage, 3-16 and ¼	60 p.c.
" 5-16 and ⅜	55 and 5 p.c.
" 7-16 and up	55 p.c.
Bolts, machine, ⅜ and under	50 and 5 p.c.
" 7-16 and over	55 and 5 p.c.
Bolts, tire	60 and 5 p.c.
Bolt ends	55 and 5 p.c.
Sleigh shoe bolts	70 p.c.
Machine screws	70 p.c.
Plough bolts	55 and 5 p.c.
Square nuts, case lots	3c. discount.
" " small lots	2½c. "
Hex " case lots	3c. "
" " smaller lots	2½c. "
Rivets, iron	50 and 10 p.c.
Copper, No. 8	32
" No. 12	36
Coil chain, 3-16 inch	9½
" ¼ inch	7¼
" 5-16 inch	5¾
" ⅜ inch	5
" 7-16 inch	4⅞
" ½ inch	4¾
" ⅝ and ¾ inch	4½
Spades and shovels	40 and 5 p c.
Harvest tools	60 p.c.
Axe handles, turned, s. g. hickory, doz.	$3 15
No. 1	1 90
No. 2	1 60
Octagon extra	2 30
No. 1	1 60
Files common	70 and 10 p.c.
Diamond	60 p.c.
Building paper:	
Anchor, plain	65c.
" tarred	70c.
Pure fibre, plain	65c.
" " tarred	80c.

Ammunition, cartridges, Dominion R.F.	50 p.c.
Dominion, C.F., pistol	30 p.c.
" military	15 p.c.
American R.F.	30 p.c.
C.F. pistol	5 p.c.
C.F. military	10 p.c. advance.
Loaded shells:	
Eley's soft, 12 gauge black	15 00
chilled, 12 gauge	16 50
soft, 10 gauge	19 50
chilled, 10 gauge	21 50
Shot, Ordinary, per 100 lb	6 00
Chilled	6 50
Powder, F.F., keg	4 75
F.F.G.	5 00
Tinware, pressed, retinned.	70 and 10 p.c.
" " plain	75 and 2½ p.c.
" pieced	
Japanned ware	37½ p.c.
Enamelled ware, white	45 p.c.
" Famous	50 and 10 p.c.
" Imperial	50 and 10 p.c.
Green Wire Cloth	1 55

PETROLEUM.

Water white American	27½c.
Prime white American	25½c.
Water white Canadian	25½c.
Prime white Canadian	24½c.

SCRAP.

No. 1 cast iron	$14 to 15
No. 2 "	7
Wrought iron scrap	5
Copper (heavy)	8½c. per lb.
Yellow brass (heavy)	7½c. "
Light brass	5c. to 6c. "
Lead pipe, or tea lead	2c. to 2½c. "
Zinc scrap	1c. "

PAINTS, OILS AND GLASS.

White lead	$6 00 to $6 50
Putty in bladder, 2½ lb., in keg of 100 lbs.	0 02¾
Turpentine, pure in barrels	$ 0 90
Less than barrel lots	0 95
Linseed oil, raw	0 57
Boiled	0 60
Lubricating oils, Eldorado castor	0 28½
Eldorado engine	0 27½
Atlantic red	0 33½
Renown engine	0 42
Black oil, per gal	25 to 30
Cylinder oil (according to grade)	53 to 78
Harness oil	0 65
Neatsfoot oil	1 00
Steam refined oil	0 85
Sperm oil	2 00
Pure castor oil, first pressure	0 11½
Lubricating oil	0 11½

WINDOW GLASS.

Single 1st break, up to 25 miled inches, $3.75; 26 to 40, $4; 41 to 50, $4.50; 51 to 60, $5; 61 to 70, 5.50, in 100-ft. boxes.

THE NEW YORK IRON MARKET.

Owing chiefly to the blowing in of 30 blast furnaces by the companies controlled by the United States Steel Corporation, the weekly capacity for producing anthracite and coke pig iron has jumped from 185,636 tons on January 1st to 278,319 gross tons on February 1st. The output of the furnaces not controlled by the large steel companies was 419,725 tons in January, as compared with 439,965 tons in December. The stocks at the coke and anthracite merchant furnaces, which were 573,085 tons on February 1st, as compared with 597,954 tons on January 1st, show that consumption has been taking care of current output. Statistically, therefore, the merchant furnaces are in better position than they have been, and they are not at all affected, even indirectly, by the greater capacity now active in the steel trade.—Iron Age, Feb. 11.

PERSONAL MENTION.

Mr. W. L. Symons, architect, Toronto, has gone on a trip to the Bahamas and Havana.

Mr. Alex. McKenzie, of Allan & McKenzie, hardware dealers, Galt, Ont., was married a few days ago to Miss Jennie Morgan.

Hambly & Baker, hardware dealers, Barrie, Ont., have bought out Buchanan & Penstone and will amalgamate the two concerns.

Mr. J. B. Kinghorn, general sales agent of the Montreal Rolling Mills, who is suffering from an attack of typhoid fever, is now reported as slightly better.

Mr. H. P. Clearihue, on the eve of his departure for Medicine Hat, N.W.T., was presented with a gold chain and locket by the employes of the Aikenhead Hardware Co., Toronto.

A. Young and Son have sold their hardware and stove business in Wingham, Ont., to Mr. Thomas Armstrong. Mr. Young will engage in the manufacture of cement blocks in Toronto.

Douglas, Prowse & Co., are notifying the trade that they will start on April 1 a wholesale and retail hardware and shipping supplies business in connection with their commission business at Halifax.

Mr. Harvey Graham, of the Nova Scotia Steel and Coal Co., has been in Montreal for the past few days arranging contracts for the coming year's supply of coal. He has been very successful, the sales so far exceeding the total for the whole of last year. He will not ship further west than Valleyfield, though some contracts are to be placed by Cornwall buyers. He says the report that in the iron and steel department they have enough business to keep them going for the next five or six months, is quite true. The firm anticipate some competition with the United States producers, but they are doing a satisfactory business.

A reduction of ten per cent. has been made in the wages of the employes of the Victoria Lumber and Manufacturing Co., Limited, Chemanius, B. C. The reason given for this is said by the manager to be the depression in the lumber business and the severe competition existing in all foreign markets.

DEPARTMENT OF ADVERTISING SUGGESTION AND CRITICISM

Edited by
John C. Kirkwood,
TORONTO.

NOTE—Herein are discussed the principles and practice of advertising. Subscribers are invited to send Mr. Kirkwood specimens of their newspaper and other advertising, for the purpose of review in this department. Address care of Department of Advertising, HARDWARE AND METAL.

Some Examples of Better Advertising.

IN speaking recently with one who has taken an interest in this department of Advertising Suggestion and Criticism, I was reminded that it would be a good thing to do to reproduce some specimens of good advertising, by way of variety, if for nothing more. Accordingly, this week I have sought out from Canadian newspapers some examples of good hardware advertising. They are reproduced herewith—in smaller size, of course, than they were originally. With them I am including another advertisement sent in by a close reader of Hardware and Metal. A portion of his letter to me is so cordial that I cannot keep it to myself. He says, "I would be lost without Hardware and Metal. I would not think of running a hardware business without it."

It is not my purpose to review these four examples individually or in detail. They are reproduced for the reader's study, if he thinks it worth while. To my way of thinking they, each of them, constitute good advertising. In some one or another of them exceptions might be taken to the way in which the printer has done his work, but any criticism along this line would have to be very mild and brief. Anyone who reads these advertisements through with care will be struck with several things—their definite character, their business ring, the brief descriptive matter, the feature of price-quoting, their simple, straightforward style. These advertisements give just the very information that buyers desire, and it is no rash thing to say that every one of these four announcements sold goods. Two of them advertise goods at below the regular price; the other two hint at no reductions, thus illustrating that advertising does not need the allurement of cut prices to be effective. When the time comes for price-reductions this fact can be made the basis for strong work, but it is a mistake to think that no advertising is much good unless there are "specials" to advertise.

I commend these examples of advertising to the readers of this department because they are so simple in their style. I feel sure that there are hundreds of merchants who are advertising, and whose work is much inferior to that herewith shown, who can write just such advertisements. It merely requires the clear conception of what constitutes good advertising. Good advertising consists in giving the buying public news of one's business, simply, but briefly said, quickly understood, giving terse descriptions and prices. Surely this is not beyond the powers of even the most unready of writers. And there is one thing sure, namely, that the more one endeavors to do a thing right, the more accomplished one becomes in performing his work. There may be, nay, there are, those who say they are not gifted with ability to write good advertisements. Doubtless this is true in the larger aspects of advertising writing, but for their own business, within the limits of its demands, I feel sure that the number of such incapable ones is very, very small.

One of the firms whose advertisement was reviewed recently in these columns, has written in saying that doubtless the criticisms made and judgments passed were correct, and stating that time forbade their giving the necessary time and thought to this phase of their business. I understand thoroughly how the neglect of advertising comes about. Some men who advertise have no taste, even though they may have talent, for writing. In such cases I strongly urge that the task of preparing the weekly or semi-weekly, or daily advertisement, be entrusted to some one who has time, taste and talent for this sort of work. What it may cost extra for such services will be more than made up in the results.

THINGS YOU NEED NOW.

Axe Economy

Buying a cheap Chopping Axe means a waste of time and money. It is our aim to sell one of which you'll say —"It's the best I ever used." Such is our

Dollar Axe

A Hint on Cattle Chains

When it comes right down to good, strong, reliable cattle chains there is nothing to excel the kind we sell. We have them to suit the bull or the calf. Our moderate prices will please you.

Cross Cut Saws

Of a kind it's a pleasure to work with—easy working and fast cutting. Just the kind our 5-foot Crackerjack is, which we specially offer complete with handles for

A Dollar Seventy-Five

Don't Forget Your Horse

these very cold days. See that he is well blanketed both in street or stable. We have made prices specially interesting to careful buyers of horse blankets.

The Russill Hardware Co.
126 East King St., Toronto

Buffalo Robes

There is good value in the Buffalo Robes we are now selling at $7.50 and $10.00. They are large, heavy, well-lined robes.

Sleigh Bells

In full strings of bronze and nickle-plated bells, at $1.00, $1.25, $1.50 to $2.25 per string.

Shaft Chimes

We have a nice line of Shaft Chimes at 30c., 50c., 75c. to $3.00 per set.

DUNCAN L. MYERS,
Hardware **Market Square**

TUESDAY'S BARGAINS

Tuesday is generally a dull day but we have six big specials that will make it a busy day in our Hardware Section.

GRANITE WARE MARKED AWAY DOWN

These six bargains below are put into selections so as to make a larger choice:

1. Granite Cups, Saucers, Bowls, Jelly Moulds, Basting Spoons, etc., which usually sell for 10c. to 15c., special ..... **10c.**

2. A large selection of Pudding Dishes, Soap Dishes, Soup Ladles, Skimmers, Bowls, Plates, Mugs, Tea Drawers, Stew Kettles, Sauce Pans and Jelly Moulds, regular 15c. to 25c. Choice ..... **15c.**

3. Pudding Dishes (round, oval and oblong) Covered Sauce Pans, Covered Pails, Sink Strainers, Culunders, Tea Pots, Preserving Kettles, Bowls, Wash Basins, Jelly Moulds, Fry Pans, Dippers, Scoops and Funnels, regular 25c. to 40c. Choice for ..... **25c.**

4. Pudding Dishes (round, oval or oblong) Oblong Roasting Pans, Sauce Pans, Measures, Tea and Coffee Pots, Pitchers, Cuspadors, Scoops, Dish Pans, Milk Pans, Preserving Kettles. Regular prices, 50c. to 75c. Special Sale Price ..... **50c.**

5. Pudding Dishes, Preserving Kettles, Berlin Kettles, Tea Pots, Coffee Pots, Pitchers, Water Pails, Milk and Rice Boilers, Oblong Roast Pans, Dish Pans, Stove Pots, No. 8, Fancy Porridge Set. Regular 75c. to $1.00, for ..... **75c.**

6 Milk and Rice Boilers, Cereal Steam Cookers, Tea Kettles 8 and 9, Water Pails, Slop Pails, Foot Baths, Large Dish Pans, Stove Pots, No. 9, Berlin Covered Kettles, Preserving Kettles, Fancy Tea Pots, etc. Regular $1.00 to $1.50, for **1.00**

Hudson's Bay Company

$AVE $AFELY

"Safety is the first consideration, and the matter of interest earnings is of second or even third importance."

Depositors who make absolute safety the first consideration are attracted by the exceptional strength of the Canada Permanent Mortgage Corporation, Toronto Street, Toronto. It has the third largest paid-up capital of all Canada's strong financial institutions.

Money

CAN BE SAVED BY MEANS OF AN ENDOWMENT POLICY.

YOU CAN ONLY SECURE SUCH A POLICY WHILE YOU ARE IN GOOD HEALTH.

Pamphlets and Full Particulars regarding the New Accumulation Endowment Policy sent on application.

Confederation Life

ASSOCIATION.

W. H. BEATTY, PRESIDENT.

W. C. MACDONALD, ACTUARY. J. K. MACDONALD, MANAGING DIRECTOR.

HEAD OFFICE, - TORONTO, CANADA.

MANUFACTURERS AND MERCHANTS.

It may be necessary for your staff to have fidelity bonds. We act as surety on such. We are known the world over.

Write to us for terms and particulars.

The London Guarantee & Accident Co., Limited,

D. W. ALEXANDER, General Manager for Canada,

Canada Life Building, - - - TORONTO.

Your Bank Account

Will receive every care if kept at

The Bank of Toronto.

Head Office : - TORONTO.

Paid-up Capital $2,950,000.00

Reserve Fund $3,150,000.00

Total Assets (over) $24,000,000.00

Incorporated 1855.

BUSINESS ACCOUNTS Invited.

SAVINGS ACCOUNTS receive interest every six months.

THE CANADIAN BANK OF COMMERCE.

Paid-up Capital, - - $8,700,000

Rest, - - - - - - $3,000,000

HEAD OFFICE: TORONTO, CANADA.

HON. GEO. A. COX, President. B. E. WALKER, General Manager.

The offices of this Bank number 106, distributed as follows:

LONDON, ENG., 60 Lombard St., E.C., S. Cameron Alexander, Manager.

NEW YORK, N.Y., 16 Exchange Place, Wm. Gray and H. B. Walker, Agent

101 Branches throughout Canada, including the following:

MONTREAL, F. H. Mathewson, Manager.
HALIFAX, H. N. Wallace, Manager.
WINNIPEG, John Aird, Manager.
ST. JOHN, N.B., J. G. Taylor, Manager.
DAWSON, D. A. Cameron, Manager.
TORONTO, John C. Kemp, Manager.
VANCOUVER, Wm. Murray, Manager.
OTTAWA, Robert Gill, Manager.
VICTORIA, Geo. Gillespie, Manager.
HAMILTON, D. B. Dewar, Manager.

5 Branches in the United States, including the principal cities of the Pacific Coast:

SAN FRANCISCO, CAL., Arch. Kains, Manager.
SKAGWAY, ALASKA, H. M. Lay, Manager.
SEATTLE, WASHINGTON, G. V. Holt, Manager.
PORTLAND, OREGON, E. A. Wyld, Manager.

A General Banking Business Transacted.
Foreign Exchange Bought and Sold.

The distribution of its Canadian branches covering all the principal cities and towns throughout the Dominion, its own offices in England and the United States, and its correspondents in all parts of the world, enable The Canadian Bank of Commerce to offer unexcelled facilities to merchants, manufacturers and exporters for the transaction o their business.

CAPITAL PAID UP, - - $1,000,000.
RESERVE FUND, - - 1,000,000.

The Metropolitan Bank

HEAD OFFICE, - - TORONTO.

REV. R. H. WARDEN, D.D., President. S. J. MOORE, Vice-President
W. D. ROSS, -:- GENERAL MANAGER.

A GENERAL BANKING BUSINESS TRANSACTED.

Drafts Bought and Sold. Letters of Credit Issued.

SAVINGS BANK DEPARTMENT

at all Branches.

Interest at highest current rates added twice a year.

FINANCE AND INSURANCE

MONEY is in excellent demand now in Canada. The activity in many lines of manufacture, the opening up of new stores throughout the West and in New Ontario, called into being by the increased settlement of the country and the liberal purchases of goods for the Spring trade, are all absorbing large sums of money, and rates are being well maintained. Higher rates of interest are being obtained on real estate loans than a year ago. The banks and other financial institutions are in the best position they have occupied in years.

* * *

A sure sign of the growing security and stability of the money market is the fact that since the first of January, 1904, railroad and other corporations in high credit, needing large amounts of additional capital, either for the purpose of extending their operations or making up for inadequate working capital, have experienced no serious difficulty in obtaining the necessary assistance from bankers. It marks a significant change in the attitude of financiers throughout the country from that of the Summer and Autumn of 1903 when the so-called undigested securities gave such a chill to the investing public. It also goes to show that an unimpaired condition of credit, where corporations of the highest grade are concerned, will lead to an equal degree of readiness on the part of investors to take on favorable terms the obligations of railroad companies. Where the calls on the money market are for the purpose of financing deals, combinations and new acquisitions, instead of on capital account, the public who have recently learned a bitter lesson in the school of experience will be prompt to detect the difference between them and the legitimate requirements for new capital with which to provide for additional facilities, new equipment, etc., and will undoubtedly be lead to exercise a certain degree of conservatism and hesitancy.

* * *

The professional man may be in the enjoyment of a good income, but is not often successful in accumulating an estate. Wholly absorbed in his profession he has little opportunity to study methods of money-making, or to master the problems of finance and investment. To such men life insurance is peculiarly adapted. They require little capital in their business. It is generally merely a question whether they will spend their entire income, or save a part of it. In the latter case, life insurance presents the most available plan. A portion of the income thus applied, provides for the family in case of the death of the insured, and guarantees a competence for his old age.—Life Insurance Independent.

* * *

The Bank of Britsh North America, Toronto, is again occupying its old premises at the corner of Yonge and Wellington streets, which have been entirely remodelled. Improvements to the extent of $60,000 have been made in its building, the upper floors of which have been handsomely fitted up as up-to-date business offices, the second flat for the new Toronto clearing house, with the ground floor is occupied exclusively by the Bank of British North America. The prevailing tone in the banking offices proper is buff. Wainscoting counters and pillars are of onyx and Italian marble. High arched ceilings lend an air of spaciousness to the interior which for quiet elegance is not to be surpassed by anything in the city. The general manager, Mr. Inglis, says business has never been more promising than at the present time. His own bank has reason to be more than satisfied, and it is gradually enlarging its staff to keep pace with the increasing demands of business.

STEALING INSURANCE.

IT is claimed that at least 30 or 40 per cent. of all claims at fires of $10,000 or less in New York are fraudulent and that the fire insurance companies have been cheated out of millions this year. Authorities are investigating this alleged systematic swindling and have already brought to light some of the inner workings of the system. Not only are prominent merchants implicated, but members of the fire patrol of the various insurance companies, city officials and public adjusters as well. One adjuster recently convicted confesses that of 300 cases adjusted by him only two were not fraudulent.

Such adjustors will take contracts to adjust a fire loss on any terms. Then they will endeavor to prevail upon their client to pad his loss, generally by bribing the member of the fire patrol left by the insurance company to watch the property. They will pay him to wet or to destroy goods on the premises where the fire has occurred. Or they will pay him to move goods from a floor where no damage has been done to that where the fire has actually been, or to put labels of more expensive goods on the damaged packages.

Another frequent form of swindling is where the merchant goes to wholesale dealers after a fire and obtains receipted bills for goods that never have been delivered. Altrations are thus made in the books to suit the demands of the occasion or else the books are destroyed. The insurance companies have apparently been connived at from all quarters, now it looks as if the connivers would have to pay for their folly.

WHY THE BANKS PREFER THE MERCHANT.

DURING 1903 Canadian banks granted the demands of merchants, manufacturers, farmers, and the general public in loans amounting to $63,516,473 more than those of 1902. During the same period call loans or loans on stock collateral decreased $12,849,301. At intervals through the year brokers tried to borrow largely from the banks but were politely turned down. On the other hand the class of borrowers first mentioned seems to have had no difficulty in obtaining all the funds

it needed. Brokers naturally enough are beginning to suspect that the merchants have been given an undue preference.

The question arises, why have the banks preferred the merchant to the broker? In deciding to whom he will lend a banker is influenced among other things by the considerations of profit, the desire to have the trade and commerce of the country run along smoothly and evenly, by the wish to give reasonable assistance to the development of natural resources, but chiefly perhaps by motives of self-interest, he wishes to advance his own bank, to solidify and strengthen its hold on profitable business of a permanent kind.

With reference to profit, the rates on call loans in Canada rule now at 5 1-2 per cent. but fall to 5 per cent. and lower at certain seasons. On the other hand, mercantile loans are now yielding 5 1-2 and 6 per cent. for the best accounts. A banker dreads being loaded up with funds during a long period of slack demand, when call loans even at 4 per cent. go a-begging. It is no time to secure desirable mercantile connections; every bank is looking for them. Now, however, when money is tight and most of the banks carrying all the business they can stand, is the opportunity for the large banks to make good connections with an eye to the future. Such accounts will go far to secure the desired employment for funds through periods of inactivity; the growing time in Canada is bound to affect the wealthiest and most enterprising firms for years to come and they more than any others will require addtiional credit if they are to urn the current of commercial and industrial expansion to their own profit.

Again it may be in the best interests of trade and commerce if a judicious restraint is imposed upon the customers of the broker; no great harm is done if Jones, the head clerk of an industrial establishment is prevented from taking a fly in "Canadian Pacific" or "Twins," because the banks are not lending freely on stocks; real injury might follow if Brown, the manufacturer, was refused an advance to enable him to get in his raw material.

The most obvious reason, however, for the present attitude of Canadian bankers is the vast contraction of values in stocks. They can hardly be blamed if in the interests of their stock holders they use the opportunity of establishing lucrative connections with desirable business concerns, rather than to neglect these and make loans to broking houses on the uncertain security of the speculative market which will be thrown back on their hands just as soon as money works easier.

AN EXCEPTION.

ONE of the Toronto dailies recently referred to the fact that directors of Canadian banks are comparatively small holders of the stock in the institutions represented by them. That such is not the case in the Canada Permanent Mortgage Corporation is vouched for by the president, who says in his annual address that the Toronto directors represent among themselves, their individual holdings and that of their respective families, and as trustees for others, over $1,200,000 of the company's stock, or one-fifth of the total stock, and besides, are holders of bonds and debentures of the company or on deposit receipt to the extent of about $500,000.

BANKING AND INSURANCE NOTES.

THE Canadian Bank of Commerce has opened a new branch of their bank at Moose Jaw, Assa. Mr. R. A. Rumsey has been moved from Innisfail, Alta., to take charge and Mr. H. M. Stewart has been appointed manager of the branch at Innisfail in place of Mr. Rumsey. This new branch of the bank increases the number of its branches in Canada to 101 and in Canada and the United States to 106.

The Bank of Toronto has opened branches at Omemee, Oil Springs and at the corner of Queen street east and Bolton avenue, Toronto.

The annual meeting of the shareholders and directors of the Canada Permanent Mortgage Corporation was held on February 6, 1904, for the reception of the financial statement and report of the directors for the past year, for the election of directors, and for the transaction of other business.

At the annual meeting of the Bank of Toronto, held on 13th of January, the report presented showed the profits for the year to be $424,200.36 to which is added the amount brought forward from last year, $93,128.07, and the premimum on new stock issued, $454,430, making a total of $971,758.43. From this sum, after the payment of two dividends of five per cent. each, and sundry appropriations, the sum of $554,430 was transferred to rest account, making that account now $3,154,430, or $200,000 in excess of the paid-up capital. The report also stated that eight new branches had been opened during the year.

WESTERN ASSURANCE COMPANY. Incorporated 1851

FIRE AND MARINE

Head Office Toronto, Ont.

Capital - $2,000,000.00
Assets, over - - 3,333,000.00
Annual Income - 3,536,000.00

HON. GEO. A. COX, President.

J. J. KENNY, Vice-President and Man. Director.

C. C. FOSTER, Secretary.

BRITISH AMERICA ASSURANCE COMP'Y

FIRE AND MARINE.

Incorporated 1833

CASH CAPITAL, $1,000,000.00.
TOTAL ASSETS, $1,864,730.13.
LOSSES PAID SINCE ORGANIZATION, $22,527,817.57.

HEAD OFFICE, - BRITISH AMERICA BUILDING,
Cor. Front and Scott Sts., Toronto.

GEO. A. COX, President. J. J. KENNY, Vice-President.
P. H. SIMS, Secretary.

SPARKING DEVICES FOR GAS AND OIL ENGINES.

THE present popularity of automobiles, launches, etc., has caused much attention to be devoted to various spark ignition devices, says Technics. It is interesting to note that Lenoir's gas engine, made in 1860, had a trembling coil and internal spark gap, not unlike that used at present. Lenoir's engine was killed by extravagant praise, followed by not wholly deserved discredit. Crossley's Otto engine next popularized flame ignition methods, which in the long run were supplanted by the hot tube ignition method. It was then found that iron tubes become choked internally with carbon, and that porcelain tubes frequently became fractured. Platinum tubes proved satisfactory; although they cost £2 each when new, a disused tube could be sold for 35s. When, however, the hot tube method of ignition was tried on motor cars, several persons were burnt to death through its use; thus it happens that after more than forty years spark ignition methods have again come to the front. Their chief disadvantage appears to lie in the tendency to miss fire, and this may often be traced to bad design, especially of the sparking plug. Further, incomplete combustion in the cylinder will cause the porcelain of the plug to become coated with carbon, and this introduces leakage, which in its turn prevents the formation of a spark. It requires a high potential in the gap before a spark can be formed, and leakage carries the electricity away before the potential can rise to the required value. By accident some workmen in Panhard's factory found that an external spark gap greatly improved the regularity of ignition. This observation has been endorsed by many in England and abroad; but the explanation of its action does not appear to be so generally known as its general efficacy. At first sight it would appear, that adding to the resistance of the sparking circuit by including an extra spark gap, is an eccentric way of seeking to promote sparking. The true explanation of the advantage gained appears to be as follows. If the internal spark gap is leaky, as must always to a certain extent be the case, no continuous flow of electricity can occur until the spark can jump the clean external spark gap. When the outer spark occurs, the sudden rush of electricity to the internal spark gap produces a bright spark, since the rate of leakage is now insufficient to carry the electricity quietly away as it arrives.

A careful investigation of the relation between the nature of the spark and the output of the engine is badly needed. There is also room for an improved spark plug.

A KINGSTON BOY'S PROGRESS.

A KINGSTON reader writes: "I have been looking in Hardware and Metal for something about the great fortune that has come to a native of this city through his wife, who has just inherited from her aunt, the late Miss Duncan, nearly $3,000,000, but perhaps you do not consider this metal or machinery news. Anyhow, I am sure a lot of your readers will be interested in knowing something about him.

"Kingston has a constant reason to be proud of its sons in various walks of life, young men who have left home here have achieved success in such a way as to reflect credit upon the home which they have left, as much as upon themselves. This is a noticeable fact regarding statesmanship and public affairs, but it is also very true in many cases of a commercial nature.

"Perhaps one of the most remarkable commercial successes in this country in recent years is that of Mr. F. O. Lewis, the senior member of the wholesale hardware firm of Lewis Bros. & Co., and president of the Hardware Association of Canada, which is recognized as being one of the very foremost business concerns in the country.

"To the very many friends of Mr. Lewis, in Kingston, who knew him as a school boy, and as the companion of their youthful sports, his personal success presents itself almost in the manner of a fairy tale. We all have a distinct recollection in Kingston of Fred Lewis as a youngster, and probably of all his characteristics. He was always thought of as a good-hearted, steady, painstaking personality, even as a boy, and in his amusements he always was a great favorite with his companions.

"After receiving a public school education here, he was employed as a boy with Mr. John Muckleson, now of Winnipeg, and served many years in that business, eventually becoming its chief commercial traveller. It was probably in his capacity of a traveller for the John Muckleson Co. that he made friendships throughout the country that have stood him in good stead ever since. There is no doubt that it was because one of the best known of the wealthy citizens of Canada, Mr. MacLaren, the Perth lumberman, saw his inate good qualities that he determined to place him in a position to use them to their best advantage, that his subsequent success is partly owing.

"It seems remarkable that in a comparatively few years since he established himself in Montreal, he should have placed the business under his management in its present position. What he has achieved in this respect is due largely to his own merit, but his friends in Kingston are now very pleased to know that good fortune of still another sort has smiled upon him, and in short we now look upon him as one of the most remarkable Kingstonians who has ever left us to seek his fortune. He stands to-day unquestionably one of the wealthiest business men in Montreal."

Mr. F. O Lewis.

PAINT, OIL AND BRUSH TRADES

THE MASTER PAINTERS' CONVENTION.

A HARDWARE retailer would find much to interest as well as to instruct him at the convention of the National Master Painters' Association which, at the invitation of the Toronto Master Painters' Association, is in session in Toronto this week.

Paint manufacturers have learned to recognize in these conventions an excellent opportunity to demonstrate the practical value of their products to the visiting delegates, and have manifested their enterprise by making most attractive exhibits in the rooms adjoining to the convention hall.

These rooms have from the first day been the scene of intense activity. Painters from every part of the United States as well as of Canada went from one display to another, their expert eye taking in the comparative merits of the various exhibits.

It is a striking compliment to Canadian paint manufacturers that the visiting delegates from "the States" made frequent comment on the high quality of the paints shown by the manufacturers of Canada. Such remarks as "I never expected to see such excellent goods made here," and "Surely this is not a fair average of the goods you make, is it ?" and "Why this seems to be as good as the best we get at home !" were frequently heard.

The displays were not, of course, confined to Canadian manufacturers. It was noticeable, however, that practically all the United States manufacturers present had established Canadian paints, had resident Canadian agents or had decided to start a branch in Canada at as early an opportunity as possible. The Canadian market, all united in declaring seems to call for the best quality of goods and each firm which has confidence in the merit of its product seems equally confident that this product would find ready acceptance on the Canadian market.

A feature of the convention was the distribution of souvenirs and literature. The demand for the souvenirs was so great that before the week was nearly over nearly all of these were cleared out. The literature for distribution, however, was abundant, and though in big demand enough is left for any of the hardware trade desiring copies.

LITERATURE FOR THE TRADE.

The Sherwin-Williams Co. had many booklets, etc., the most popular of which was a dainty one describing their enamel system. This booklet contained complete specifications for enamel finish on old and new wood work and plasters and brick walls.

The Globe Paint Co., Toronto, had in addition to a dozen or so leaflets describing their various lines, a neat book containing about sixty samples of the colors they are turning out for coach, carriage and car painting.

Berry Bros., Walkerville, had a publication giving a comprehensive description of the varnishes and japans for which they have each a widely recognized reputation.

The United Factories, Toronto, had their new 1901 catalogue of brushes, brooms and woodenware ready. This work, a book of over 200 pages, was secured by practically the trade present from Canadian points.

The James Robertson Co., Toronto distributed a fine vest pocket memorandum book with lithographed celluloid cover. These were much sought and were in constant use by many delegates.

The Francis Frost Co., Toronto, had in addition to their circulars, etc., a card with a puzzle which set many brains busy during the convention, and which is likely to attract wider attention as it is more widely distributed.

The Imperial Varnish Co., in addition to their literature, won the hearts of many delegates by giving away an aluminum match box of artistic design.

Your Customers

depend largely upon your recommendation. Can you afford to take any chances in stocking a cheap or poor paint ?

Hollywood Paste Paint,

Hollywood Ready-Mixed Paint,

Hollywood Floor Paint

are lines that by their recommendation you can establish yourself firmly in the confidence of your customers. They are made to wear on the job, not off it.

THE IMPERIAL VARNISH & COLOR CO., Limited,

TORONTO, ONTARIO, CANADA.

P.S.—Chijap Floor Lac, M. L. Coach Enamel, M. L. Varnish Stain.

LINSEED OIL

Raw and Boiled

"GUARANTEED PURE"

MANUFACTURED BY

Canada Linseed Oil Mills, LIMITED,

MONTREAL.

☞ **BARRELS WANTED!!**

We are open to **buy good sound, oak** Linseed Oil, Turpentine, Varnish, and Machine Oil Barrels.

McArthur, Corneille & Co.

MONTREAL

Glue and Gelatine

An extensive assortment, to suit all requirements.
WILL BE PLEASED TO SUBMIT SAMPLES AND PRICES

MANUFACTURERS AND IMPORTERS OF . . .

White Lead, Oils and Colors, Prepared Paints, Window Glass, Varnishes, Etc.

SELLING AGENTS IN CANADA

For the GENUINE
Imperial French Green
of JOHN LUCAS & CO., PHILADELPHIA.

And CELEBRATED
English Varnishes
of CHAS. TURNER & SON, LONDON.

Please mention HARDWARE AND METAL when writing.

A Trumpet Blast from Another Customer.

How can we persuade you that

"ARK" BRAND PAINTS

are the best paints you can possibly get? Will the testimony of other hardware dealers suffice? We have that a-plenty. If "ARK" Brand Paints were a thing of yesterday, you might very properly be dubious about our claims for them. But they are time-tried. They ENDURE. Paint that wears, that adds every year new honors to the hardware dealer's reputation—that is the Paint to handle.

Messrs. The Francis-Frost Co., Limited, Toronto, Ont. Gananoque, Ont., Jan. 15, 1904.

GENTLEMEN:—"After the most successful year's business I have ever experienced, I think it is nothing more than right that I should say a few good words about my greatest 'Trade Bringer,' viz:—Your Grand and Glorious Weather and Water-proof Paint.

I have been handling it now for six years, at first just a little with other makes, two years later just a little of other makes and more of W. & W., and for the last three years, none of the other makes and all of W. & W. And that I have found W. & W. a seller is evidenced by the order I gave your traveller for Spring sorting.

As you know I am right in the heart of the celebrated Thousand Islands, the Paradise of Canada and the summer home of the American millionaires, and most of their palatial homes are painted with W. & W., as it stands the changeable climate, cold and heat, better than any other make.

I have repeatedly been offered can for can of other makes of paint if I would throw out W. & W. and put in their's, and if they were to give me gallons for ½-pints, I would not throw out my best 'Trade Bringer.'

It is sold by me to cover the homes of the millionaire and the mechanic (not the earth), and too good to throw out.

Wishing you every success with your W. & W., the **BEST PAINT MADE,** and trusting that your best month of 1903 may be your worst of 1904."

I am, yours very truly,
(Signed), A. E. H. BRATHWAITE.

Write us for our proposals, and to learn how we help the man that buys "ARK" Brand Paints to sell them.

The Francis-Frost Co., Limited
TORONTO, ONT.

Canadian Distributing Agents for Grippin's Crack Filler and "Muresco" Wall Finish

Paint and Oil Markets

Quebec.

Office of HARDWARE AND METAL,
232 McGill Street.
Montreal, February 10, 1904.

ON Friday, the 5th inst., turpentine dropped still further, and barrel lots were sold at 90 1-2c. per gallon. Advices from the South, however, showed a strong reaction after the decline and on the local market prices advanced in sympathy, though importers, having an active demand, did not follow the second decline. Prices hardened up again, especially in view of reports from the South, which indicate an even smaller crop than last year. Linseed oil is unchanged. Paris green is in fair jobbing demand, and general paints are quiet. We quote:

Ground White Lead--Best brands, Government standard, $4.60 to $4.75; No. 1, $4.25 to $4.40; No. 2, $4 to $4.10; No. 3, $3.67 1-2 to $3.77 1-2; No. 4, $3.30 to $3.40, all f.o.b. Montreal.

Dry White Lead.—$4.25 in casks, and in kegs $4.50.

Dry White Zinc.—Pure dry, in casks, 6 1-4c.; in 100-lb. kegs, 6 3-4c.; No. 1, zinc, in casks, 5 1-4c.; in 100-lb kegs, 5 3-4c.

White Zinc (ground in oil)—Pure, 25-lb. irons, 8c.; No. 1, 7c.; No. 2, 6c.

Putty.—We quote: Bulk, in barrels, $1.50; in 25-lb. tins and irons, $1.85; bladded putty in barrels, $1.75.

Orange Mineral.—Casks, 7c.; 100-lb. kegs, 7 1-4c.; smaller quantities, 8 1-4c.

Red Leads.—Genuine red lead, in casks, $4.25; in 100-lb. kegs, $4.50; in less quantities, $5.50 per 100 lb. No. 1 red lead, casks $3; kegs, $4.25, and smaller quantities, $5.25.

Litharge.—Ground, casks, 5c.; in less quantities, 5 1-2c.; flake litharge, casks, $5; smalls, $5.50 per 100 lb.

Linseed Oil—Raw, 1 to 4 barrels, 47c.; 5 to 9 barrels, 46c.; boiled, 1 to 4 barrels, 50c.; 5 to 9 barrels, 49c. Delivered in Ontario between Montreal and Oshawa at 2c. per gallon advance.

Terms 2 per cent. 30 days; 90 days net.

Turpentine—Single barrels, 94 1-4c.; 2 to 4 barrels 93 1-4c. Standard gallon of 8.6 pounds. Terms 2 per cent. 30 days; 90 days net.

Turpentine—Single barrels, 93c.; 2 to 4 barrels, 92c. Standard gallon of 8.6 pounds. Terms 2 per cent. 30 days; 90 days net.

Benzine.—25 to 26c.

Shellac Varnish.—Pure white, $2.60 to $2.80; pure orange, $2.60 to $2.80; No. 1 orange shellac, $2.40 to $2.60.

Mixed Paints.—$1.20 to $1.40 per gallon.

Castor Oil.—8 3-4 to 9 1-4c. in wholesale lots, and 1-2c. additional for small lots.

Canadian Paris Green — Barrels, 14 1-4c.; arsenic kegs, 14 1-2c.; 50 and 100 lb. drums, 15c.; 25-lb. drums, 15 1-4c; 1-lb. packages, 16c.; 1-2-lb. packages, 18c.; 1-lb. tins, 17c. Terms 2 per cent. discount for cash in 30 days or 90 days net.

English Paris Green.—50 and 100 lb. drums, 15c. per lb.; 25 lb. drums, 15 1-2c; 1-lb. paper boxes, 16c.; 1-lb. tin boxes, 17c. Terms, 2 per cent. 30 days; 90 days net.

Ontario.

Office of HARDWARE AND METAL,
10 Front Street E.
Toronto, February, 1904.

A reduction of 3c. per gallon in turpentine is noted this week. Linseed is 1c. lower. White lead is being much cut up owing to stiff competition. Prices from 10 to 25c. being our quotations are reported. Paris green is still selling at 1c. below the prices quoted below. There is practically nothing doing as retailers are not inclined to buy while their local trade is so dull, especially on a weak market.

White Lead—Ex-Toronto, pure white lead, $4.75; No. 1, $4.30; No. 2, $4; No. 3, $3.60; No. 4, $3.35 in packages of 25 lb. and upwards; 1-2c. per lb. extra will be charged for 12 1-2-lb. packages; genuine dry white lead, in casks, $4.87 1-2.

Red Lead—Genuine, in casks of 560 lb., $4.25 to $4.50; ditto, in kegs of 100 lb., $4.75; No. 1, in casks of 560 lb., $4;

Litharge—Genuine, 6 to 6 1-2c.

White Zinc—Genuine, French V.M., ditto, in kegs of 100 lb., $4.25.
in casks, $6 to $6.25; Lehigh, in casks, $6 to $6.25.

Shingle Stain—In 5-gallon lots, 60 to 85c. per gallon.

Paris White—90c. to $1 per 100 lb.

Whiting—60 to 65c. per 100 lb.; Gilders' whiting, 75 to 80c.

Shellac—Pure orange, in, barrels $2.45; white, $2.60 per gallon; No. 1, including price of can.

Pumice Stone—Powdered, $2.50 per 15c. less; in less quantities 30c. extra, cwt. in bbls., and 4 to 5c. per lb. in less quantity; lump, 10c. in smal lots and 8c. in bbls.

Linseed Old—Raw, 1 to 2 bbls, 49c.; boiled, 52c.; 3 to 5 bbls., raw, 48c.; boiled, 51c.; 6 to 9 bbls., raw 47c.; boiled, 50c., delivered. To Toronto, Hamilton and London, 2c. less.

Turpentine—Single bbls., 93c.; 2 to 4 bbls., 92c., delivered; 5 bbls. and over,

Modern Factories

are necessary in these days of keen competition to produce a first-class paint at a reasonable cost.

Anchor Liquid Paint

ANCHOR BRAND
H&P
REGISTERED
TRADE MARK

are manufactured in the most modern factories with up-to-date machinery. The only white lead used is the world's standard **Brandram's B. B. Genuine.**

Send us a post card and let us tell you all about it.

BRANDRAM BROS & CO.
BRANDRAM'S B. B. WHITE LEAD
REGISTERED TRADE MARK
MANUFACTURERS LONDON ENGLAND

HENDERSON & POTTS, Limited, Halifax.
HENDERSON & POTTS CO., Limited, Montreal.

CHURCH'S

ALABASTINE

Made in Canada by Canadian labor, and from rock taken out of Canadian mines. The **ONE THING** that is called for by everybody with walls to tint and decorate, and in special favor with painters.

The first practical wall-coating made available for use in **COLD WATER**—a **PATENTED PROCESS** that has forced manufacturers of kalsomine preparations to imitate our example.

Alabastine is **DURABLE, BEAUTIFUL** and **SANITARY.** Hardens on the wall with age. Is advertised among both trade and people, and affords a good margin of profit to the dealer. Sold by Wholesale Hardware and Paint Dealers everywhere. Also by

THE ALABASTINE CO., Limited, PARIS, ONT.

STANDARD PAINT & VARNISH WORKS,
LIMITED

Makers of High-Grade Varnishes, Japans, Paints, Colors and Enamels.

Windsor, Ont.

TRADE

MARK

Nobles & Hoare.

CORNWALL ROAD STAMFORD STREET.

LONDON, ENG.

Manufacturers of

HIGH-CLASS VARNISHES ONLY

Which can be obtained direct from the works or from the principal Color Dealers in Canada.

GABRIEL & SCHALL,

205 Pearl St., NEW YORK.

IMPORTERS

LITHOPONE, Red and Green Seal
OXIDE OF ZINC, " " "
SULPHATE OF BARYTES (CRUDE and POWDERED)
CARBONATE OF BARYTES (PRECIPITATED)
BLANC FIXE (DRY and PULP).
DRY COLORS,
DRIERS, for PAINT AND VARNISH

"BRUNSWICK" ASPHALTMASTIC
AND
BITUMEN

Paints and Paints

Some are good, some poor. If **GLOBE PAINTS** were poor they wouldn't be 9 years on the market. It takes a good article to live as long as that. We are not only living, but growing. That means a good deal.

—When our salesman calls on you, pay good heed to what he has to say.

The Globe Paint Co., Limited

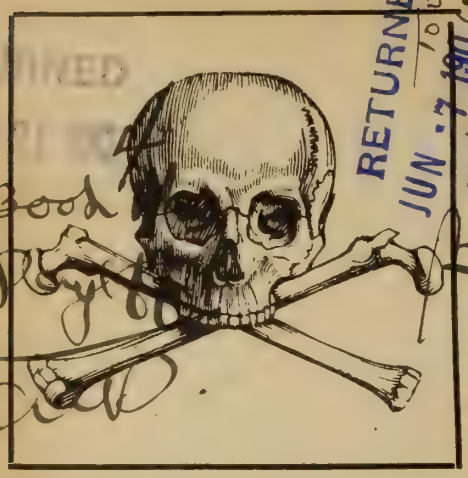
422-424 Adelaide St. W., Toronto.

"Island City" Paint and Varnish Works

Our "Island City" Enamel Paints are the best in the market—17 artistic shades.

Our "Island City" Aluminum, Gold and Silver Paints can be used with great satisfaction on Furnaces, Radiators, all sorts of Furniture and Ornaments that require renovating.

P. D. DODS & CO., Proprietors, **Montreal, Toronto, Vancouver.**



SNAKES!

It is said that the good Saint Patrick drove out all the snakes in Ireland. The **Canada Paint** Company are engaged in the laudable object of exterminating and driving out the **Potato Bug** in Canada with their

PURE PARIS GREEN

More sold in Canada than all the other makes combined—you know the reason.

THE CANADA PAINT COMPANY LTD

open. Toronto, Hamilton and London, 2c. less. For less quantites than barrels, 5c. per gallon extra will be added, and for 5-gallon packages, 50c. and 10-gallon packages, 80c. will be charged.

Glues—Broken sheet, in 200-lb. bbls., 8 to 8 1-2c. per lb.; cabinet glue, in bbls., 11 1-2 to 12c.; emery glue, in bbls., 17c.; bookbinders', ground, 10 1-2c.; finest American, white, 19c.; No. 1 American white, 15c. per lb.

Putty—Common, $1.65; pure, bladders in barrels, $2.25; bladders, in 100-lb. kegs, $2.40; bulk, in barrels, $2.05; bulk, less than barrels and up to 100 lb., $2.95.

Plaster Paris—New Brunswick, $2 per bbl.

Liquid Paints—Pure, $1.20 to $1.40 per gallon; No. 1, $1.10 per gallon.

Barn Paints—65 to 70c. per gallon.

Castor Oil—English, in cases, 7 1-2 to 8c. per pound, and 8 1-2 to 9c. for single tins.

English Paris Green—Petroleum bbls., 14 1-4c.; arsenic kegs, 14 1-2c.; 50 to 100-lb. drums, 15c.; 1-lb. packages, 16c.; 1-lb. tins, 17c.; 1-2-lb. packages, 1-2-lb. tins, 19c.

Canadian Paris Green (present delivery)—Petroleum bbls., 14 1-4c.; arsenic kegs, 14 1-2c.; 50 and 100-lb. drums, 15c.

WINDOW GLASS.

MONTREAL.

Orders for immediate shipment are very few. Prices have been so low on glass that one or two houses have refused to follow them. We qoute: First break, 50 feet, $1.70; second break, $1.80 for 50 feet. First break, 100 feet, $3.25; second break, $3.45; third break, $3.95; fourth break, $4.20.

TORONTO.

There is practically nothing doing from stock but import business is fairly liberal. We quote as follows: Star, under 26 in., $3.10; 26 to 40 in., $3.30; 41 to 50 in., $3.70; 51 to 60 in., $4; 61 to 70 in., $5; 71 to 80 in., $4.30 net, Toronto, Hamilton and London.

THE "ARK" LAMP.

Johnson & Phillips 14 Union Court, Old Broad street, London, E. C., have sent out a cardboard circular with illustrations of their most recent designs in "Ark" lamps. This firm is recognized for the artistic quality and comprehensive range of their product and their literature should be received by all readers of Hardware and Metal who are interested in electric lighting.

LOWER PRICES ON IRON PIPE.

THE weakness of the iron and steel market has affected during recent months practically all finished material to some extent. Iron pipe was slow to feel the influence of the depression, but as business relaxed and the necessary raw material for its production was cheapened, the reduction in iron pipe prices has been inevitable. During the last six months there have been many changes all of a toward tendency.

Last week the most substantial reduction of the period was reported, the decline being an even 10 per cent. on all sizes from ⅜ to 2 in. Larger size pipe in unchanged as far as quotations are concerned, but for all large specifications there is such keen competition that prevailing prices in sizes over 2 in. are only nominal.

WINNIPEG BOARD OF TRADE.

THE annual meeting of the Winnipeg Board of Trade was held last week and the reports of the year and the president's address were both documents containing much that was of interest to Western readers, but these matters will appear in full in the daily and weekly papers of the province.

The officers elected for the year are:

President—H. W. Hutchinson, manager of the Fair Child Company, Limited.

Vice-President—A. L. Johnson, manager of the Ames-Holden Company.

Treasurer—Andrew Strang, of A. Strang & Company.

Secretary—C. N. Bell.

Members of Council for 1904—G. F. Carruthers, John Russell, F. L. Patton, G. D. Wood, J. B. Pearsse, H. S. Evans, Hugh Sutherland, F. W. Drewry, D. E. Sprague, D. W. Bole, A. R. Hargraft, J. W. Dafoe, Wm. Georgeson, Wm. Whyte, H. M. Belcher, G. F. Bryan.

The retiring president, G. R. Crowe, manager of the Northern Elevator Company, tendered a banquet to the members of the Board and some 200 sat down to the feast.

The town of Perth, Ont., has authorized the buying out of the Perth Electric Light Co., at $10,000. The Canadian Electric and Water Power Co. has offered to sell their complete plant to the town for $125,000.

DO NOT PUT OFF UNTIL NEXT YEAR.

THIS IS THE TIME

1904

TO GET UP-TO-DATE.

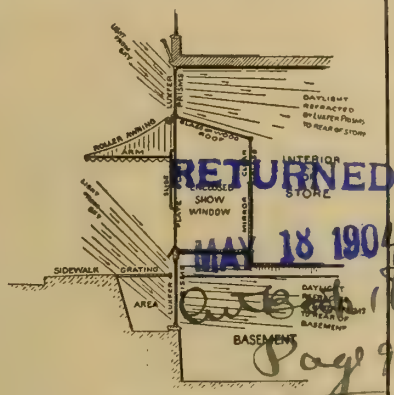
Luxfer Sidewalk and Window Prisms

THE BEST IMPROVEMENT FOR BUSINESS PREMISES . . . .

DISCOUNT TO TRADE.

3x3 / 4x4 } Standard Castings in stock.

See Our Special Offer in **ORNAMENTAL GLASS.**



Showing the utility of our product.

RETURNED
MAY 18 1904

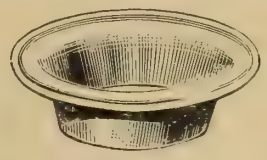
LUXFER PRISM CO.,

TORONTO and MONTREAL.

ABOUT . . .

REGISTERED SAJONIC TRADE MARK

Brass Goods



We would like you to know more about our lines of

Curtain Rings,

Curtain Hooks,

Mill Band Fasteners.

Sail Eyelets,

Etc., Etc.

Drop a line for list and quotations to our

Canadian Agent: F. P. ROGER, Toronto.

J. Nicklin & Co.

Great Charles Street, **Birmingham, Eng.**

"The Bristles put into Boeckh's Brushes are put in to stay and stay put."

Wise Dealers Know That Good Quality Insures Pleasure

They know that they have the stock that satisfies—the goods that bring profitable pleasure—when they handle

BOECKH'S

HOUSEHOLD BRUSHES.

These win trade where others fail. They gain custom by their excellent workmanship and quality clear through. If you have not received our 1904 catalogue, write us.

UNITED FACTORIES,

LIMITED.

Head Office: 80 York St., TORONTO, Ont.

OPERATING:
Boeckh's Toronto Factories.
Bryan's London Factories.
Cane's Newmarket Factories.

MONTREAL BRANCH:
1 and 3 DeBresoles St.
LONDON BRANCH:
71 Dundas St.

STOVES AND TINWARE.

A Stove Dealer's Experience.

IN a discussion at the Milwaukee Hardware Dealers' Association, C. A. Peck, Berlin, Wis., gave the following expsrience :

"A lady came into my store some time back and asked the price on a certain heater which I was selling at $7.00. She then asked the price on a certain square No. 8 cook stove, which I made at $12.50. She asked what the cost of the two were. I said $19.50. She said, 'That does not sound very much like $13.50.' 'No,' I said, 'there is $6 difference.' 'Well,' she said, 'I can get those two stoves for $13.50 and I have the evidence right here,' she said, fishing out one of the mail order catalogues. The heater she showed was exactly the same as the one I offered and was listed at $6.50. She then turned over and showed me the cook stove, which was listed for $7.00. I took her into the back of the store and showed her a small size cook with four holes, 12-inch oven and No. 7 covers, which I convinced her by a comparison of figures on the cut in the catalogue was the same stove, and she said she could not cook with so small a stove as that, and I sold her the two stoves for $19.50. I was only able to do this through her candor in the matter. Another man came into my store and looked at one of my ranges for which I charge $28, and left without purchasing. Some weeks later he came in again and said he would like to get that range, but he wished to trade the range he was using as part payment of same. He further added that the range that he wished to throw in in trade for this range was a new range, and I told him to trade with the man he bought it from."

Must Ship in British Bottoms.

UNLESS some agreement is entered into between the United States and Canada, the practice of carrying Canadian goods in bond to ports in the provinces without regard to the carrying vessel, must come to an end, and a lucrative business of American railroads and American steamships running from Boston will be shut off. This has been established by the recent enforcement by the collector at St John, N. B., of the Canadian regulation that goods passing to Canada from the United States shall be transported in British registered vessels.

"The case at hand was that of a consignment of stoves from London, Ont., to St. John, by way of Boston, the water transportation being by the Eastern Steamship Company, whose steamers carry the American flag.

"Secretary of United States Treasury Shaw has been asked to make some agreement with Canada whereby the non-enforcement of the regulation may be brought about."

In regard to the above, Col. Gartshore, manager of the McClary Mfg. Company, states that the shipment of goods which had brought up the interesting point had been made via the Michigan Central Railroad. Some months ago the C. P. R. had increased its freight rates on goods from London to St. John, N. B., 50 per cent., and the McClary Company, of course, looked to other roads for a cheaper rate.

The Michigan Central agreed to carry the goods through to Boston, all rail, and then trans-ship them per steamer to St. John. At the latter place the collector of customs held that under the law such goods carried in bond through the United States, could not enter Canada unless carried in British bottoms. At the time the shipment was made the McClary Company was not aware of this point in the customs regulation.

The present trouble has been settled and the goods shipped from London have reached St. John all right, but all such shipments from Canada in future must be made in British bottoms from Boston to St. John or from any other point in the United States to Canada.

Rusting on Tin Roof Seams.

A correspondent of the Metal Worker sends the following answers to "X. Y. Z.," who asked for a remedy for the rusting of seams on tin roofs. "I would say that if he would take enough boiled linseed oil to dissolve some resin and put it on the seams before soldering, it would prevent the rusting. I think that in turning the seam on the tin the machine often scrapes the tin off the iron to a certain extent. That depends, however, upon the kind of machine used."

TRANS-SIBERIAN RAILWAY.

Samuel Smith, consul, Moscow, Russia, reports that the construction of the great Trans-Siberian Railway, comprising a length of 9,042 versts (5,995 miles), has cost 940,259,401 rubles ($484,554,415), or an average of 103,987 rubles ($53,553) per verst ($81,326.84 per mile). The loss endured through the disorders in China is estimated at 10,000,000 rubles ($5,150,000). The Minister of Ways and Means of Communication has found it necessary to enlarge the rolling stock of the fourth-class service of 7,000 cars, to be used for transportation of laborers, emigrants, and recruits.

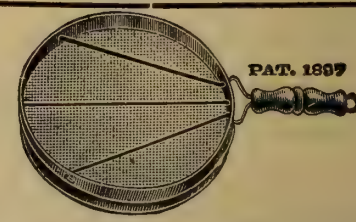
Wire-Cone Incandescent Toaster

Only perfect Bread Toaster for Gas or Gasoline Stoves. No smoky taste to bread toasted on this toaster. Write for prices.

H.O.Edy, Montreal. E.T.Wright & Co., Hamilton.

HARKINS & WILLIS,

Manufacturers and Inventors, - ANN HARBOR, Mic.



The FAIRGRIEVE GAS TOASTER

Retails at 25c. The only Toaster guaranteed to toast on gas, gasoline or blue flame oil stoves without taste or smell. Write for prices.

THE FAIRGRIEVE MAN'FG. CO.,
295 COLLEGE ST., TORONTO.

U. S. Branch: 289 Jefferson Ave., DETROIT

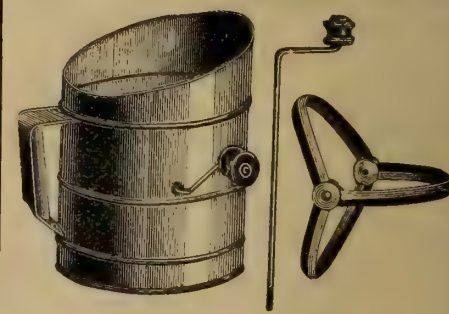
Agents for Great Britain: Heine, Solly & Co., Sutton House, 2 Old Street, London, E.C.

NEVER DRIP A DROP
THE NEW TEA STRAINER

Meets a popular need. A side line you cannot afford to be without. Retails at 10 cents.

FITS ANY TEA POT

Imperial Tea Strainer Co.,
MONTREAL.



"Victor" Flour Sifter

WHEN BUYING SIFTERS
BUY THE "VICTOR" AND YOU WILL
HAVE THE BEST.

E. T. WRIGHT & CO.,
HAMILTON and MONTREAL.

Have you tried it?

Tried what?

SELLING MANTELS.

This is in your line of business, and it will pay you.

The Batty Stove & Hardware Co

76 YORK ST., TORONTO.

ROME

means perfection in the manufacture of

Nickled-Plated Copperware

A FULL LINE ALWAYS CARRIED IN STOCK IN WINNIPEG

WRITE FOR CATALOGUE, OR BETTER STILL, SEND US A SAMPLE ORDER

Coltart & Cameron

Special attention given to warehousing and distributing cars.

Manufacturers' Agents and Warehousemen,

141-143 Bannatyne Avenue, WINNIPEG.

To Manufacturers' Agents

HARDWARE AND METAL has inquiries from time to time from manufacturers and others wanting representatives in the leading business centres here and abroad.

Firms or individuals open for agencies in Canada or abroad may have their names and addresses placed on a special list kept for the information of inquirers in our various offices throughout Canada and in Great Britain without charge.

Address

Business Manager

HARDWARE AND METAL

Montreal and Toronto

THE ADAMS STOVE PIPE REGISTER.

Design Patented June 29, 1897.

Design Patented August 31, 1897.

Made by

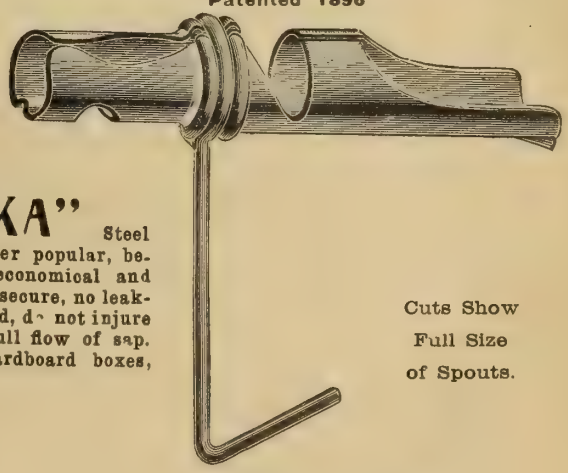
The Adams Company

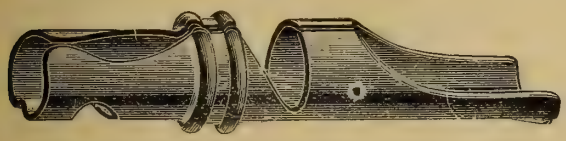
Dubuque, Iowa, U.S.A.

SAP SPOUTS

STEEL

Patented 1896





Supplied with or without hooks

THE **"EUREKA"** Steel Sap Spouts are ever popular, because they are economical and durable, safe and secure, no leakage, easily inserted, do not injure the tree, secure full flow of sap. All packed in cardboard boxes, 100 each.

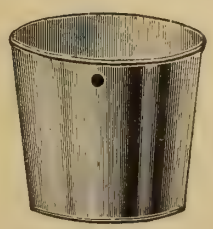
Cuts Show Full Size of Spouts.

SAP BUCKETS

Long Pattern.

SUBSTANTIALLY MADE

PRACTICAL and DURABLE.

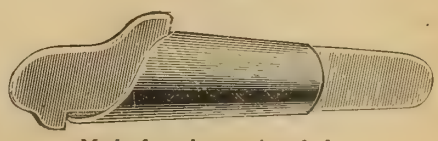


Western Pattern.

Prices and Samples on Application.

"IMPERIAL"

TAPERED.



Made from heavy tinned sheets, specially adapted for . . .

COVERED SAP BUCKETS.

SLIGHTLY FLARING, FITS CLOSELY TO THE TREE AND WILL NOT OVERFLOW UNTIL NEARLY FULL.

The THOS. DAVIDSON MFG. CO., Limited. . . . MONTREAL

HEATING AND PLUMBING

PREPARE FOR THE BUSY SEASON.

WITHIN a short time the plumber will be busily occupied in placing the house drainage systems in new buildings, which he will then leave until the work of other mechanics have fitted them to receive the plumbing fixtures. The interval can be used to no better advantage, suggests the Metal Worker, than in bringing to the attention of architects, builders and owners the handsome plumbing fixtures that are now available at remarkably low prices, imparting not only convenience but luxury to the modern bathroom. The plumber who makes a campaign along these lines will enjoy more than an ordinary share of patronage. He will find it profitable to expend some energy and time in the effort to make an impression upon those whose influence must be gained to further his plans. The manufacturers of fine plumbing goods have prepared the public mind by generous advertising in literature which is sure to come under their notice. The plumber can readily secure literature illustrating and explaining the modern bath, lavatory, closet, shower bath and other up-to-date bathroom equipment. He will find that his efforts will be greatly assisted if he devotes some of his time to planing a display in his own shop or showroom. The day has long since passed when people are satisfied to buy goods unseen. No matter how small the space that is available for a plumbing goods showroom, considerable taste can be displayed in the arrangement of the surroundings. If some of the fine plate engravings, which are readily secured from the supply houses, are arranged in neat frames and hung upon the walls, showing the fixtures that cannot be readily exhibited on the floor in working order, the plan will effectively supplement any display that can be made. There should be no difficulty in providing a handsome lavatory —the handsomer the better. The enameled iron lavatories, with apron, slab and back all cast in one piece, and supported either by concealed or visible brackets, are finding increased favor as they become more generally known. Sometimes a white enameled iron pedestal lavatory attracts more attention and enables the plumber to point out the greater sanitary efficiency of a fixture that is open on all sides to access for cleaning and is free from any crevice where obnoxious collections can accumulate. If a beveled glass mirror, with suitable frame, is arranged above the lavatory, and either nickel plated or glass towel rods and a glass shelf are provided in connection with the mirror, the effect is still further enhanced. There is an equally wide opportunity for a display of white enameled iron bathtubs, with shower bath, sponge rack and other equipment. The new valve flushing water closets are much more sightly fixtures than those which have been popular for several years back. The plumber who makes a neat and attractive display, keeping it scrupulously clean and having it connected so as to be seen in operation, will be in a good position to invite prospective purchasers to inspect what he has to offer, and these visits will be productive of an increased business in jobbing, which will result in a substantial addition to his profits at the end of the year. A little judicious expenditure in the way of printed invitation cards, to be sent to the ladies of the household for special visits at certain times, will go a long way toward causing the remodeling of many old plumbing systems, and will not only prove profitable to the plumber but be accepted as a substantial favor by his customers. Such methods should be regarded as essential by the modern plumber, just as the plumbing work he recommends is materially in advance of the work of a few years ago. Many plumbers are taking this progressive step, and those who do not wish to be left behind with the less profitable trade on their hands must keep in the procession.

Red Lead Production.

THE production of red lead, which forms an important ingredient in the composition of flint glass, has for many years been included in the industries of Birmingham and the district, says the Hardwareman, Birmingham. The invention of flint glass arose out of the difficulties experienced in the use of coal as fuel. To protect the glass from the injurious effects of the smoke produced by the imperfect combustion of the coal it was necessary to make use of covered pots, which increased the difficulty of fluxing the materials. Some other ingredient was felt to be necessary to increase the fusibility of the glass. This object was accomplished by the use of oxide of lead. The brilliancy of the glass thus produced, the facility with which it could be worked by the glass blower on account of its easy fusibility, and the readiness with which it could be ornamented by the glass cutter on account of its softness have caused the continuance of its use.

In recent years, however, the use of red lead in glass making is much less than formerly owing to other discoveries but it is still used, and is reckoned a valuable ingredient, in the production of flint glass. At one time the glass makers obtained their supplies of red lead from Derbyshire, but the quality was inferior and imparted to the glass an objectionable shade of color known in the trade as the "Derby blue." This defect was remedied by Messrs. Blair and Stephenson, of Tipton, who secured for many years a monopoly of the supply of the finest red lead in the market. Eight years ago Mr. Boyle, who had been for some time manager for Messrs. Blair and Stephenson, entered into partnership with Messrs. Adkins and Neck, of Smethwick, who commenced business as makers of red lead, and on the retirement of the older firm the trade became the principal producers in the Midlands. The industry has extended to other parts of the kingdom, but Smethwick still maintains the best traditions of its early reputation in this branch of Midland products.

Heating New Premises.

IN reply to "Subscriber," who asks how to heat with low pressure hot-water, premises consisting of a shop and two showroom floors above and a basement beneath the whole, the Ironmonger replies: "Each floor is 62 feet long, 39 feet wide, and 9 feet high, having, therefore, 23,000 cubic feet of space. The ground floor has a portion divided off amounting to 6,000 feet of space, which does not require heating. For the ground floor, therefore, four radiators are suggested, having a total surface of 220 feet of surface. Subscriber should put two of 65 feet each towards the front, where the most glass is, and two of 15 feet towards the rear. These can

QUALITY PAINT.

We do not talk quality for the fun of it. We HAVE the quality—we PROVE it.

Ramsay's Paints have the quality to bring you reputation, business and profits.

Ramsay's Paints stand the test for selling paints and wearing paints. They sell at a price the very lowest for the very best.

You do the buying—we help the selling.

Ramsay's Paints pay.

A. RAMSAY & SON **MONTREAL** | **EST'D 1842** | **THE PAINT MAKERS**

The New Century Ball-Bearing Washing Machine.

Not the cheapest but decidedly the best Washing Machine made.

Five to seven minutes only required for a tubful.
The operator need not stand when using it, and there is practically no wear on garments.
Full information given on application.

THE DOWSWELL MANUFACTURING CO., Limited.
Hamilton, Ont.
W. L. HALDIMAND & SON, Montreal, - Eastern Agents.

Oxford Radiators

are cast of the very best quality iron in mechanically accurate moulds. Each loop and, afterwards, each assembled radiator, is subjected to a test of 120 pounds cold water pressure. No packing is used, the joints being made with the Oxford Push Nipple, which assures it against leaks.

Oxford Hot Water Boilers

combine the very latest and best discoveries of modern practice in heating.

We would like to send you some of our literature about the Oxford Hot Water and Steam Systems of Heating.

The Gurney Foundry Company, Limited,

Toronto **Winnipeg** **Vancouver**

The Gurney-Massey Company, Limited,

Montreal.

"Dominion Brand" Tarred Felt.
THE BEST THAT MONEY CAN BUY.
"Shield Brand" Ready Roofing, 2 and 3-ply.
QUICK SELLERS.
MANUFACTURED ONLY BY
Lockerby & McComb, 65 Shannon St., Montreal
Bell Telephone Main 1989.

be served by a distinct 2-inch one-pipe circuit from the boiler, the circuit running beneath the basement ceiling. The two showroom floors should have 260 feet of surface each, and as it appears that cast pipes can conveniently be run round two ends and one side it will be easiest to use these, and they should answer well. Two 3-inch pipes will suffice, but they must not come beneath platforms, and stock should not be put too closely in front of them. These pipes can be served by a 2-inch circulation from the boiler to the first floor, and 1½ inches beyond this. The pipes will be large enough owing to the main circulation coming nearly over the boiler, and therefore being almost all vertical. The two circulations for ground-floor and upstairs must be quite distinct right from the boiler, and not join one another anywhere. The least size of boiler to give good results must have a catalogue actual power of 800 feet."

Plumbing and Heating Notes.

The James Robertson Brass Mfg. Co., Toronto, have a large contract for supplying engine sets to the Waterous Engine Works, Brantford.

The partnership existing between A. Taylor and Jas. Croucher, as plumbers, in Brantford, Ont., has been dissolved by mutual consent.

The premises of Keith & Fitzsimmons, plumbers, 111 King street, west, Toronto, were damaged by fire on February 9 to the extent of $4,000.

Bennett & Wright, plumbers, Toronto, have taken contracts for extensive plumbing in the Wm. Davies & Co.'s plant, Toronto, also for plumbing, heating and lighting apparatus in the House of Industry, Toronto.

On February 6 The James Robertson Brass Mfg. Co., Toronto, defeated the R. S. Williams & Sons' Company at hockey, the score being 3 to 0. On February 9 they also defeated the Manufacturers' Life Insurance Company, by a score of 3 to 0.

Constructions, Limited, Toronto, have been incorporated with a capital of $500,000, to carry on in all its branches the business of house and building construction. The directors are: J. W. Baylis, H. Taylor, and J. Hall, all of Toronto Junction; A. Young, Wingham, Ont.

It has been decided by the City of Vancouver to increase the capacity of the present city reservoir. The land will be cleared and the excavation and construction contract will be let this year. Tenders for brass work will be called for at once. There will be 25,000 feet of one-half inch pipe needed, and 10,000 of two inch.

Building Notes.

E. C. Walker, Walkerville, Ont., will erect a dwelling in Walkerville to cost about $100,000.

It is proposed to enlarge and renovate the Welsley Church in Winnipeg. The estimated cost of the improvements is $14,000. Mr. Russell is the architect.

Gordon & Helliwell, architects, Toronto, have taken a contract for executing extensive alterations in warehouse premises at 100 and 102 Front street, west.

Aldermen Matthews and Garrett, and the city engineer, of London, Ont., are paying visits to Toronto and Hamilton in order to secure information regarding market buildings.

J. Francis Brown, architect, Toronto, is getting out plans for a farm house to be erected at Burlington, Ont., also plans for a large warehouse for the Educational Publication Company, Shuter street, Toronto.

It is proposed to build a large Summer hotel on the island off Toronto harbor, at a cost of about $100,000. As soon as the necessary capital has been subscribed building operations will be commenced. Lennox, of Toronto, is the architect.

The City of Winnipeg is calling for tenders for the erection of four fire stations, the tender to be for one or the whole four. The plans and specifications may be seen at the office of A. & W. Melville, 367 Main street. Each tender must be accompanied by a 5 per cent. cash deposit as security. Tenders will be received until February 29.

A new Methodist Church is to be erected on Broadway and Kennedy streets, Winnipeg. The building is to be of stone and, together with the site, will cost $90,000. Mr. Stone, of Winnipeg, is the architect. The building committee are: J. H. Ashdown, R. J. Whitta, J. T. Gordon, R. Wyatt, J. S. Aikins, D. K. Elliott, Dr. Sparling, Jas. Tees and H. W. Hutchinson. The work of construction will be proceeded with early in the Spring.

The plans for the new National Museum, at Ottawa, have been approved by the Government. The building is to be 380 feet in length, 96 feet in height, and the height to the top of the tower 200 feet. It is to be of Gothic style, and the tower will be crown shaped. It will be built of Canadian stone. There will be three storeys, besides the basement. The ground and first floors are to be devoted to museum purposes, and one of the wings of the building are set apart for the Department of Marine and Fisheries and the National Art Gallery.

Building Permits Issued.

TORONTO.

Dr. Watson, a brick dwelling on College street, near Ossington avenue, to cost $3,600.

Mr. Legge, a stone and brick store on Ossington avenue, to cost $2,800.

The Gillespie Estate, alterations to stone and brick warehouses on 100 and 102 Front street, west, to cost $5,000.

King Edward Hotel, additional eighth storey to hotel, to cost $3,000.

W. Booth, alterations and additions to store and dwelling, to cost $1,500.

W. C. Lee, a two storey and attic and frame dwelling on Lee avenue, to cost $1,500.

INDUSTRIAL GOSSIP

HARDWARE AND METAL would be pleased to receive from any authoritative source industrial news of any sort, the formation or incorporation of companies, establishment or enlargement of mills, factories foundries or other works, railway or mining news, etc. All such correspondence will be treated as confidential when desired.

McIntyre, Son & Co., Limited, Montreal, have been incorporated with a capital of $1,250,000, to take over the business now being carried on at Montreal under the name of McIntyre, Son & Co., manufacturers and dealers in cottons, yarns, cloths, and other materials. The directors are: W. C. McIntyre, J. K. Whyte, D. McIntyre, A. F. Duclose, R. W. Houston, and F. J. Shaw, all of Montreal.

The Grunwald Resort, Limited, Huntsville, Ont., have been incorporated with a capital of $50,000, to carry on the business of a Summer hotel and resort. The directors are: Wm. Gall, Wm. Duperow, and J. E. Fisher, all of Huntsville; H. Gall Township of Stephenson, Muskoka; and John Ashworth, Bracebridge.

The Peerless Gas Light Co., of Montreal, Limited, Montreal, have been incorporated with a capital of $49,000, to take over the assets of the Diamond Lighting Co., Limited, Montreal, and carry on the business. The directors are: W. J. Poupore, J. G. Poupore, P. E. O'Brien, F. L. Monck, and S. G. Bergerin, all of Montreal.

The annual meeting of the directors of the Cariboo-McKinley Mining Co. was held in Toronto recently. It was decided to pay a 4 per cent. dividend out of cash on hand, and it was also decided not to go on with any further developement work until the future looked brighter and more settled. The officers for last year were re-appointed.

The O'Brien Brewing and Malting Co., Limited, Klondike City, have been incorporated with a capital of $200,000, to carry on the business of brewers and malters in all its branches. The directors are: T. W. O'Brien, Klondike City; A. Thompson, J. R. Howard, D. H. McKinnon, F. F. Dawson, A. J. Gillies, and H. A. Stewart, all of Dawson.

The harbor commissioners of Montreal invite tenders for the supply of castings, iron, spikes, bolts, oils, paints, rope, cotton waste, and other stores required for 12 months. The specifications may be obtained from John Kennedy, chief engineer. Tenders will be received by David Seath, secretary-treasurer, 57 Common street, Montreal, up to Feb. 15th.

The Keewatin Flour Mills Co., Limited, Ottawa, have been incorporated with a capital of $2,000,000, to carry on the business of a grain and flour dealer. The directors are: Wm. Fraser, R. M. Cox, Geo. Burns, E. H. Bronson, and J. Coates, all of Ottawa; E. C. Whitney; D. L. Mather, Rat Portage, Ont.; J. D. McGregor, New Glasgow, N. S.; and R. L. Borden, Halifax.

The report of Assessment Commissioner Grant, of London, Ont., shows that twelve of London's industries are exempt from taxation. The total value of the property owned by the twelve firms was shown to be $1,096,800, on which the fixed assessment amounted to $597,000, leaving $499,800 on which no general taxes are paid. That is equal to from $12,000 to $15,000 in taxes, which amounts to about 1 mill on the total assessments of the city.

At a meeting of the British Columbia Lumber Manufacturers, and the Northwest sellers, at Winnipeg, on Feb. 4, it was decided to reduce the price of lumber to the Northwest farmers. The Canadian Pacific Railway will be asked to assist in this move by charging full local rates on American imported lumber from the boundary line to the different towns. If the company did this it would practically prohibit the market to American dealers, it is claimed.

Justice Dugas, of Dawson City, Yukon Territory, while in Montreal recently said, that although the gold output in the Yukon Territory during 1903 was considerably less than during previous years, there will continue to be a large output for many years to come. He says that commercial men in Canada should not overlook the opportunities they have in the Yukon. Conditions are now much more stable than they have been, and indications go to show that they will become even more so.

Notes.

The Gilmour Door Co., Limited, have increased their capital from $100,000 to $250,000.

The Vancouver Province says that mining operations in the vicinity of Rossland have never been so active as they are at the present time.

The Leamington Oil Co., Limited, incorporated in Michigan, has been granted a license to carry on their business in Ontario, using a capital not larger than $100,000.

The Pigeon Power Lumber Co., Limited, incorporated in Wisconsin, have been granted a license to carry on their business in Ontario, using a capital not larger than $350,000.

The erection of a coal storage pocket for R. P. & W. F. Starr on their wharf, St. John, N. B., has been commenced. The coal pocket will be an elevated structure 50 by 90 feet, and with a capacity of 2,800 tons of coal.

The Dewey & O'Heir Ice and Fuel Co., Limited, Hamilton, have been incorporated with a capital of $10,000, to deal in ice, coal, wood and builders' supplies. The directors are: D. R. Dewey, H. O'Heir, and A. O'Heir, all of Hamilton.

Davis Leather Co., Limited, Newmarket, Ont., have been incorporated with a capital of $50,000, to manufacture and sell leather. The directors are: E. J. Davis, A. Davis, and Mabel Davis, all of King Township, York Co.

Fowlds Co., Limited, Hastings, Ont., have been incorporated with a capital of $40,000, to manufacture and deal in lumber, laths, shingles, etc. The directors are: J. D. Berry, C. R. Fowlds, and W. D. Berry, all of Hastings.

The Canada Wool Stock Co., Limited, Toronto, have been incorporated with a capital stock of $20,000, to manufacture woollen, cotton and felted goods. The directors are: J. M. Ewing and B. Osler, both of Toronto; and H. C. Gwyn, Dundas, Ont.

The British Canadian Colonization Co., Limited, Ottawa, have been incorporated with a capital of $1,000,000, to deal in real estate, etc. The directors are: A. T. Shillington, V. V. Rogers, Wm. Gamble, G. E. Valleau, and P. Aitchison, all of Ottawa.

Le Credit Universal, Limited, Montreal, have been incorporated with a capital of $10,000, to deal in clothes, furniture, carpets, jewelry, etc. The directors are: A. Houle, J. E. Audet, J. A. Caron, L. A. Lapointe, all of Maisonneuve; A. S. Royal, Montreal.

Ritchie & Ramsay, Limited, New Toronto, have been incorporated with a capital of $200,000 to carry on the business of manufacturing and dealing in pulp and paper. The directors are: F. A. Ritchie, C. N. Ramsay, both of Toronto; and C. W. Meakins, Montreal.

Mining industries in Hastings County are said to be booming at the North Star mine, near Cloyne. A fifty stamp mill will be erected, the work being

done by a Detroit syndicate. Also at the Crescent mine at Malone, a fifty stamp outfit will replace the present ten-stamp plant.

The Dominion Iron and Steel Co. have commenced the erection of a large coal washing plant in connection with their works in Sydney. The plant will cost in the vicinity of $150,000, and will have a capacity of washing over 2,000 tons per day. It is expected that it will be completed about May.

The Clark Blanket Co., Limited, Bullock's Corners, Ont., have been incorporated with a capital of $40,000, to manufacture and deal in blankets and other woollen and cotton goods. The directors are: J. A. Clark, F. P. Thornton, and J. Clark, all of West Flamboro Township, County of Wentworth.

IRON AND STEEL HOCKEY LEAGUE

THE seventh game of the series of the Iron and Steel Hockey League, of Montreal, came off as scheduled on the night of February 4, at the St. Lawrence rink. The contesting teams were those representing James Robertson Co., and Drummond, McCall & Co. The former team won out by a score of 5 to 1. The opposing teams lined up as follows:

Jas. Robertson Co.—W. Robertson, goal; J. Furey (captain), point; J. Corcoran, cover point; T. Kilcullen, rover; W. Quartz, centre; A. Massey, right wing; C. Fagan, left wing.

Drummond, McCall & Co.—W. Sanctuary, goal; K. Audras (captain), point; R. Tait, cover point; A. Brophy, rover; L. Martel, centre; H. O. Wilkinson, right wing; J. Gouldthorpe, left wing.

On the following evening teams representing Williams & Wilson and Thos. Robertson & Co., met at the Prince Arthur rink. The latter won by a score of 4 to 2. As Thos. Robertson & Co. have not yet been defeated, it would seem that they have first position secured. The men and positions were as follows:

Thos. Robertson & Co., Limited.—E. Bouchard, goal; P. Danberry point; H. D. Browne (captain), cover point; H. Orsal, centre; J. H. Bedbrooke, right wing; T. R. Lessard, left wing; T. Robertson, rover.

Williams & Wilson.—A. H. Milroy, goal; W. F. Walsh, point; W. G. Young (captain), cover point; F. G. McGoldrick, centre; H. Barrett, right wing; M. Bronstetter, left wing; W. Mahoney, rover.

At the close of the eighth game, the standing of the league was as follows:

	Won.	Lost.	To play.
Thos. Robertson & Co	4	0	2
Jas. Robertson Co	2	1	3
Drummond, McCall & Co...	1	3	2
Williams & Wilson	1	4	1

JAPANESE MANUFACTURING PROGRESS.

EIGHTEEN years ago the value of the principal exports of manufactured goods was a little over 16 million yen, while in 1900 it was over 137 million yen, says Kublow's Trade Review The import of manufactured goods eighteen years ago was a little over 21 million yen, while in 1900 it was over 141 million yen. There has been a very rapid development in the departments of silk and cotton manufactures, while the manufacture of hempen and woollen fabrics, of machinery, matches, paper, sugar, tobacco, matting, and umbrellas, all show very rapid increases. Of limited liability companies which have been formed for purposes of manufacture, there were in 1900, 2,554, with an aggregate capital of 216,766,903 yen, a paid-up capital of 158,851,730 yen, and reserve funds to the amount of 17,697,546 yen. Working hours, continues Engineering, as a rule, vary from 12 to 16 hours, and the wages are small compared with those of this country. Wages by themselves, however, do not give much information with regard to actual cost per unit of product, which, after all, is the determining factor. The number of institutions which exist for industrial education are numerous, and vary from the Universities of Tokyo and Kyoto to technical and trade schools of many kinds. Factory legislation the apprentice system, and, in short, all the problems which are to be found in an industrial country, are receiving attention in Japan. There are also a considerable number of special associations or institutions for the study of subjects connected with the different departments of engineering and industry, all of which publish transactions containing papers of a high standard. Detailed information is given of the laws relating to patents, designs, and trade marks, and statistics of the number of applications which have been made for the protection of inventions and designs.

BICYCLE ACCESSORIES.

RETAILERS cannot be too careful in purchasing bicycles and sundries generally. Temptation in the shape of unknown and irresponsible hawkers is ever present. Many retailers have learned from experience the danger of patronizing this class of merchants. Reason also points out that the reason why these peddlers have to take to the road with their stocks and push the sale at catch prices is that the goods are, as a rule, antiquated and unsaleable, and would not find a sale in competition with the goods sold by the recognized manufacturers and jobbing houses.

The criticism has been made against some merchants that in some lines, including bicycle accessories, cash is paid the peripatetic hawkers, while accounts with the regular jobbers are not settled promptly. This is manifestly unfair and, in all probability, such a charge can be made against very few hardware dealers.

But the warning against unsaleable goods should be heeded by all retailers, and the sophistries and eloquence of the itinerant hawker should be doubly discounted before his goods are accepted.

DO YOU USE

Apollo galvanized iron?
Costs more when the market is dull. When brisk, the demand sweeps everything out, the bad with the good.
Apollo is always worth more; and the rest of 'em less.
Quick service.
Return a whole sheet for an inch of fault.

American Sheet Steel Company, New York
Representatives for Canada
B. & S. H. Thompson & Company
53 St. Sulpice Street
Montreal

The Best Door Closer Is . . .
NEWMAN'S INVINCIBLE FLOOR SPRING
Will close a door silently against any pressure of wind. Has many working advantages over the ordinary spring, and has twice the wear. In use throughout Great Britain and the Colonies. Gives perfect satisfaction. Made only by
W. NEWMAN & SONS,
Hospital St., - - BIRMINGHAM

Corrugated Iron

—FOR—

Sidings, Roofings, Eaves, etc.

We have unexcelled facilities for manufacturing corrugated iron economically and expeditiously.

Our name is our guarantee of our work.

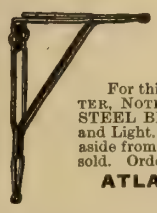
A. B. ORMSBY & CO.,
Cor. Queen and George Streets,
TORONTO, ONT.

$2 FOR THIS SMALL SUM THE **$2**
MANUFACTURER and SUPPLY MERCHANT
may keep posted on new openings for trade.
The **CANADIAN CONTRACT RECORD**
reports weekly all projected building and other construction works throughout Canada as well as new business enterprises.
Send your name and address with $2 for a year's subscription to
Canadian Contract Record
$2 *TORONTO and MONTREAL* **$2**

Persons addressing advertisers will kindly mention having seen their advertisement in Hardware and Metal.

Write for free samples.
Agents being placed in every district.

Arrow Brand Asphalt Ready Roofing
Easy to lay—lasts long—needs no painting, as it comes in rolls already surfaced with gravel.
A. C. JENKING, Sole Selling Agents,
Room 215 Coristine Building, - - MONTREAL.



Will Hold Up a Shelf!
That's what a shelf bracket is for.
For this purpose there can be NOTHING BETTER, NOTHING CHEAPER than the BRADLEY STEEL BRACKET. It is well Japanned, Strong and Light. The saving in freight is a good profit, aside from the lower price at which the goods are sold. Order direct or through your jobber.
ATLAS MFG. CO.,
New Haven, Conn., U.S.A.

PORTLAND CEMENTS
BestGerman, Belgian and English Brands.
FIRE BRICKS
FIRE CLAY
FLUE LININGS
DRAIN PIPES
HARD WALL PLASTER
CALCINED PLASTER
WHEELBARROWS
MORTAR STAINS.
A Full Stock of Builders' and Contractors' Supplies.
W. McNALLY & CO.
40 to 52 McGill St (Cor. Wellington St.)
MONTREAL.
Write for our quotations.

MADE IN ENGLAND.
HACK SAW BLADE
MADE BY
CHAS. BAYNES
KNUZDEN BROOK
BLACKBURN

THE "SUN" BRAND PORTLAND CEMENT.
We make only one quality and that the best. Ask us for quotations.
The Sun Portland Cement Co., Limited
OWEN SOUND
JAS. A. CLINE, Managing Director.

The Hanover Portland Cement Co., Limited
HANOVER, ONTARIO.
Manufacturers of the Celebrated **"Saugeen Brand"** **OF PORTLAND CEMENT.**
Prices on application.

"THE EMLYN" SAW BENCH
Made in 6 sizes. Best value obtainable. Specially designed for export With or without "Emlyn" Patent Guard. Sole maker—
CHARLES D. PHILLIPS,
Cables— "Machinery," Newport.
Emlyn Engineering Works
NEWPORT, MON., ENGLAND

Galt Carpet Stretcher
Away Ahead of All Others
Simple, Effective. Will not tear the finest carpet. Will sell to every household on the score of price and utility. Profitable to dealer.
SEND FOR BOOKLET.
Grand River Metal Works,
Limited
Galt, - Ont.

ATKINS HIGH-GRADE, CROSS-CUT SAWS ARE SUPERIOR TO ALL OTHERS IN MATERIAL, TEMPER, WORKMANSHIP, FINISH AND CUTTING QUALITIES.
OUR VICTOR, TUTTLE TOOTH AND SEGMENT GROUND SAWS ARE THE FAVORITES IN THE CAMPS

E. C. ATKINS & CO.,
INCORPORATED.
LEADING MANUFACTURERS OF HIGH-GRADE, CROSS-CUT, HAND, BAND, CIRCULAR, HACK, BACK, WOOD AND SMALL SAWS OF ALL KINDS
Factories and Home Office: INDIANAPOLIS, IND., U.S.A.
Write for Catalogue and Prices
C. D. TEN EYCK, Sales Agent for Canada. Toronto Office; 30 Front St. East. Tel. Main 1896.

POCKET KNIVES
H. BOKER & CO'S
IMPROVED
TREE BRAND
TRADE MARK
RAZORS CUTLERY SCISSORS

A Change Mat

of Felt as per cut along side will be mailed to any merchant who writes and encloses two cent stamp (for postage) to the agents of

H. BOKER & CO.

P. O. Box 366 - - MONTREAL.

CURRENT MARKET QUOTATIONS.

February 12, 1904.

These prices are for such qualities and quantities as are usually ordered by retail dealers on the usual terms of credit, the lowest figures being for larger quantities and prompt pay. Large cash buyers can frequently make purchases at better prices. The Editor is anxious to be informed at once of any apparent errors in this list, as the desire is to make it perfectly accurate.

METALS.

TIN.

Lamb and Flag and Straits—		
56 and 28-lb. ingots, 100 lb.	$30 00	$31 00

TINPLATES.

Charcoal Plates—Bright.

	Per box
M.L.S., equal to Bradley—	
I C, usual sizes	$6 50
I X "	8 00
I X X "	9 50
Famous, equal to Bradley—	
I C	6 75
I X	8 25
I X X	9 75
Raven and Vulture Grades—	
I C, usual sizes	4 25
I X "	5 00
I X X "	5 75
I X X X "	6 50

"Dominion Crown Best"—Double Coated, Tissued.

	Per box.
I C	5 50
I X	6 50
I X X	7 50

"Allaway's Best"—Standard Quality.

I C	4 50
I X	5 50
I X X	6 50

Coke Plates—Bright.

Bessemer Steel—		
I.C., usual size, 14x20	....	3 50
I.C., special sizes, base	....	3 75
20x28	....	7 50

Charcoal Plates—Terne.

Dean or J. G. Grade—		
I.C., 20x28, 112 sheets	6 75	7 50
IX., Terne Tin	....	10 50

Charcoal Tin Boiler Plates.

Cookley Grade—	
X X, 14x56, 50 sheet bxs. / " 14x60, " / " 14x65, "	7 00

Tinned Sheets.

72x30 up to 24 gauge	7 25	7 50
" " 26 "	7 75	8 00

IRON AND STEEL.

Common bar, per 100 lb	....	2 00
Refined " "	....	2 40
Horseshoe Iron "	....	2 40
Hoop steel, 1½ to 3-in. base	....	2 75
Sleigh shoe steel, "	....	2 10
Tire steel	2 30	2 50
Reeled machinery	....	3 00
Toe calk steel	2 85	3 00
T. Firth&Co.'s tool steel, per lb	0 12½	0 13
Jessop's tool steel	....	0 14
Morton's tool steel	0 12½	0 13
Black Diamond and "B.C." tool steel	0 10	0 11
Chas. Leonard's tool steel	0 08	0 09
Jonas & Colver's tool steel	0 10	0 20
" "Air Hardening"	....	0 70
Drill steel, per lb	0 08	0 10
Russia Iron—		
Genuine	....	0 11
Imitation Dom. Crown	....	0 06

STEEL BOILER PLATE.

¼ in	2 50	2 60
3-16 in	2 60	2 70
⅜ in. and thicker	2 50	2 60

BABBIT METAL.

"Tandem," A per lb.	0 27
" B "	0 21
" C "	0 11½
Frictionless Metal "	0 23
Syracuse Smelting Works:	
Aluminum, genuine	0 45
Government, "	0 44
Tough, "	0 40
Hard, "	0 40
Dynamo	0 30
Special	0 25
Harmony	0 22
Car Box	0 20
Extra	0 15
The Canada Metal Co.:	
Imperial, genuine,	0 40
Metallic	0 30
Hercules	0 20
Star	0 15
No. 1	0 12
No. 2	0.10
No. 3	0 06
No. 4	0 05
Geo. Langwell & Son.	
No. 1	0 08
No. 2	0 07
No. 3	0 05½
Extra	0 09½

BLACK SHEETS.

	Montreal.	Toronto
10 and 16 gauge	2 25	2 50
18 gauge	2 30	2 50
20 "	2 30	2 50
22 to 24 gauge	2 35	2 70
26 "	2 40	2 80
28	2 40	2 90

COPPER WIRE.

Discount, 50 per cent.

CANADA PLATES.

Ordinary	2 60	
All bright	3 50	
Galvanized Canada Plates—	Ordinary.	Dom. Crown.
18x24x52	4 25	4 35
" 60	4 50	4 60
20x28x80	8 50	8 70
" 94	9 00	9 20

GALVANIZED SHEETS.

	Fleur-de-Lis.	Gordon Crown.	Comet	Queen's Bell. Head
16 gauge	3 65	....	....	....
18 to 24 gauge	3 75	3 75	3 75	3 75
26 "	4 00	4 00	3 90	4 00
28 "	4 25	4 25	4 05	4 25

American brands, $4.00 for 28 gauge.
Less than case lots 10 to 15c. extra.

CHAIN.

Proof coil, 3-16 in., per 100 lb.	....
" ¼ "	6 10
" 5-16 "	4 70
" ⅜ "	4 00
" 7-16 "	3 80
" ½ "	3 70
" 9-16 "	3 55
" ⅝ "	3 35
" ¾ "	3 30

Halter, kennel and post chains, 40 to 40 and 5 per cent.

Cow ties	40 p.c.
Tie out chains	65 p.c.
Stall fixtures	35 p.c.
Trace chain	45 p.c.

Jack chain, iron, single and double, discount 35 p.c.
Jack chain, brass, single and double, discount 40 p.c.

COPPER.

Ingot.		Per 100 lb.
Casting, car lots	....	13 75
Bars.		
Cut lengths, round, ½ to ⅞ in.	21 00	23 00
" round and square, 1 to 2 inches.	21 00	23 00

Sheet.

Plain, 16 oz., 14x48 and 14x60	20 00
Plain, 14 oz.,	21 00
Tinned copper sheet	24 00
Planished	32 00
Braziers' (in sheets).	
4x6 ft., 25 to 30 lb. each, per lb.	0 22
" 35 to 45 " "	0 21
" 50-lb. and above "	0 20

BOILER AND T.K. PITTS.

Plain tinned, per lb	0 28
Spun, per lb	0 32

BRASS.

Rod and Sheet, 14 to 30 gauge, 15 per cent

Sheets, hard-rolled, 2x4	0 23
Tubing, base, per lb	0 23½

ZINC SPELTER.

Foreign, per 100 lb	6 00	6 25
Domestic " "	...	....

ZINC SHEET.

5-cwt. casks	6 15	6 50
Part casks	6 50	7 00

LEAD.

Imported Pig, per 100 lb	3 20	3 30
Bar, per lb	....	0 05
Sheets, 2½ lb. sq. ft., by roll	....	0 06¼
Sheets, 3 to 6 lb. "	....	0 06

NOTE.—Cut sheets ½c. per lb., extra. Pipe, by the roll, usual weights per yard, lists at 7c. per lb. and 35 p.c dis. f.o.b. Toronto.

NOTE.—Cut lengths, net price, waste pipe 8-ft. lengths, lists at 8c.

ANTIMONY.

Cookson's per lb.	7 50	8 00

SHOT.

Common, $6.50 per 100 lb.; chilled, $7.00 per 100 lb.; buck, seal and ball, $7.50. Discount, 17½ p.c. Prices are f.o.b. Toronto, Hamilton, Montreal, St. John and Halifax. Terms, 3 p.c. cash, freights equalized.

PLUMBING GOODS.

BATH TUBS.

Zinc	6 00

Copper, discount 20 per cent. off revised list.

BATHS.

Standard Enameled.

5½-ft. rolled rim, 1st quality	23 00
5½ " " " 2nd "	20 00

CLOSETS.	Net.
Plain York or Ontario Syphon Jet	$9 60
Emb. " " "	10 20
Fittings	1 00
Plain Simplex Syphon Jet	9 00
Emb. " " "	7 50
Fittings	1 25
Low Down Elgin or Teutonic, plain	6 00
Low " " " emb.	6 50
Plain Richelieu	4 25
Emb. "	4 50
Connections	1 25
Closet connection	1 25
Basins, P.O., 14-in	0 63
Basins, oval, 17 x 14-in.	1 50
Basins, " 19 x 15-in.	2 00

IRON PIPE.

Black pipe—	Per 100 feet.
⅛ inch	2 93
¼ "	2 07
⅜ "	2 27
½ "	2 51
¾ "	3 22
1 "	4 58
1¼ "	6 47
1½ "	7 88
2 "	11 05
2½ "	19 25
3 "	22 75
3½ "	28 75
4 "	35 25
4½ "	41 00
5 "	44 00
6 "	57 50

Galvanized pipe—	
¼ inch	3 20
⅜ "	3 45
½ "	3 90
¾ "	5 00
1 "	7 20
1¼ "	10 05
1½ "	12 20
2 "	16 85

Malleable Fittings—Discount 15 p.c.
Cast Iron Fittings—
On unions, 55 per cent.; on nipples, 60 per cent.; headers and flanged unions, 52½ per cent.; bushings, plugs and other than standard 57½ per cent.

PLUMBERS' BRASS GOODS.

Standard Compression work, dis. 60 per cent.
Cushion work, discount 50 per cent.
Fuller work, discount 65 per cent.
6 dozen lots and over of the above, extra discount 10 per cent.
Lever handle Stops and Waste, discount 60 per cent. With, in lots of 2 dozen and over, an extra discount of 10 per cent.
Globe, Angle and Check Valves, discount 55 per cent.
Standard Globe, Angle and Check Valves, discount 60 per cent.
J. M. T. Radiator Valves discount 55 per cent.
Standard Radiator Valves, discount 60 per cent.
Patent Quick-Opening Valves, discount 65 per cent.

No. 1 compression bath cock......net	1 75
No. 4 " " "	2 00
No. 7 Fuller's "	2 20
No. 4½, " "	2 35
Patent Compression Cushion, basin cock, hot and cold......per doz.	15 06
Patent Compression Cushion, bath cock, No. 2208	2 25

Square head brass cocks, discount 55 per cent
" " iron " " 50 to 60 "
Competition Globe, Angle and Check Valves discount 65 per cent.
Thompson Smoke-test Machine $25.00

RANGE BOILERS.

Dominion, 30 gallon ......net	5 50
" 35 " "	6 50
" 40 " "	7 50
Ronald's Galvanized, 30 gallon, "	7 40
" " 35 " "	8 40
" " 40 " "	9 60
Copper, 30 gallon "	22 00
" 35 " "	24 00
" 40 " "	28

Discount off copper boilers 15 per cent.

SOIL PIPE AND FITTINGS.

Light soil pipe, discount, 50 per cent.
" " fittings, discount 50 and 10 p.c.
Med. and Extra heavy pipe and fittings, dis. 60 per cent.
7 and 8-in. pipe, discount 40 and 5 per cent.

SOLDER.	Per lb
Bar, half-and-half, guaranteed	0 19
Bar, half-and-half, commercial	0 18
Refined	0 18
Wiping	0 17

PAINTS AND OILS.

BLUESTONE.

Casks, for spraying,	5 50
100-lb. lots do per lb.	0 08

COLORS IN OIL.

25-lb. tins, Standard Quality.

Venetian red, per lb.	0 03½	0 05
Chrome yellow	0 12	0 14
Golden ochre	0 07	0 10
French "	....	0 06
Marine black	....	0 04
Chrome green	....	0 10
French Imperial green	....	0 14
Signwriters' black	....	0 16
Umber	0 04	0 06
Sienna	0 04	0 07

THOS. GOLDSWORTHY & SONS

MANCHESTER, ENGLAND.

EMERY { Cloth Corn Flour

We carry all numbers of Corn and Flour Emery in 10-pound packages, from 8 to 140, in stock. Emery Cloth, Nos. OO., O., F., FF., 1 to 3.

JAMES HUTTON & CO., Wholesale Agents for Canada, **Montreal.**

COLORS, DRY.

Common ochre, bbls	1 15	1 30
Yellow ochre (J.F.L.S) bbls.,	....	2 00
Brussels ochre	....	2 00
Venetian red, bbl	1 50	2 25
English oxides, per cwt	3 00	3 25
American oxides, bbls	1 25	2 75
Canadian oxides, bbls	1 25	1 75
Super magnetic oxides, 93 p.c.	2 00	2 25
Burnt sienna, pure, per lb	....	0 10
" umber, " "	0 08	0 10
Raw umber	0 08	0 10
Drop black, pure	....	0 10
Chrome yellow, pure	....	0 18
Chrome greens, pure per lb	0 09	0 10
Golden ochre	0 03	0 04
Ultramarine blue, in 28-lb. boxes, per lb.	0 06	0 12
Fire proof mineral, per 100 lb.	....	1 00
Genunie Eng. Litharge, per lb	....	0 07
Mortar color, per 100 lb	1 25	1 50
Pure Indian red, No. 45, lb.	0 08	0 10
Whiting (common), bbl	0 55	0 60
English vermilion in 30-lb. bgs.	...	0 85

CASTOR OIL.

British, 1st. qual, in cases, per lb	0 08½	0 09½
" " small lots	0 10	0 10½

COD OIL, ETC.

Cod oil, per gal	0 50	0 55
Pure olive	....	1 40
" neatsfoot	....	0 90

WHITE LEAD. Per 100 lb.

Pure	....	4 75
No. 1	....	4 50
No. 2	....	4 25
No. 3	....	3 87½
No. 4	....	3 50
Munro's Select Flake White	....	4 75
Elephant and Decorators' Pure	....	4 75
Monarch	....	5 00
Decorator's Pure	....	4 75
Essex Genuine	....	4 25
Sterling Pure	....	5 00
Island City Pure	....	5 00
Ramsay's Pure Lead	4 75	5 00
Ramsay's Exterior	4 50	4 75

RED LEAD.

Genuine, 560 lb. casks, per cwt	$4 25	$4 50
Genuine, 100 lb. kegs, "	....	4 75
No. 1, 560 lb. casks, per cwt	....	4 00
No. 1, 100 lb. kegs, per cwt	....	4 25

WHITE ZINC.

Extra Red Seal	0 06	0 08
French V. M.	0 06	0 06½
Lehigh	0 06	0 06¼

DRY WHITE LEAD.

Pure, casks	4 50
Pure, kegs	4 75
No. 1, casks	4 25
No. 1, kegs	4 50

PREPARED PAINTS.

In ¼, ½ and 1-gallon tins.

Pure, per gallon	....	1 20
Second qualities, per gallon	....	1 00
Barn (in bbls.)	0 60	0 90
The Sherwin-Williams paints	....	1 40
Canada Paint Co.'s pure	....	1 25
Toronto Lead & Color Co's pure	....	1 25
Sanderson Pearcy's pure	....	1 20
Standard Co.'s "New Era."	....	1 30
"Globe" barn	. 60	70
Francis-Frost Co.'s "Ark" B'd	....	1 25
" British Navy deck	....	1 50
Henderson & Potts's "Anchor"	....	1 35
Globe Paint Co.'s mixed	....	1 30
" barn and bridge	....	0 75
Ramsay's paints, Pure, per gal.	....	1 20
" Thistle, "	....	1 00
" Outside, bbls	0 55	0 65
Island City House Paint	....	1 25
" Floor "	....	1 25
Sterling House Paint	....	1 20
" Floor "	....	1 10
National	...	1 05

PUTTY.

Bulk in bbls	2 05
Bulk in less quantity	2 25
Bladders in bbls	2 25
Bladders in kegs, boxes or loose	2 40
25-lb. tins	2 25
12½ lb. tins	2 50
Bladders in bulk or tins less than 100 lb.	2 50

VARNISHES.

In 5-gal. lots.	Per gal.	Net.
Carriage, No. 1	1 50	1 60
Pale durable body	4 10	4 25
" rubbing	2 85	3 20
Gold size, japan	1 50	1 60
No. 1 brown japan	0 85	0 90
Elastic oak	....	1 50
Furniture, extra	1 10	1 25
" No. 1.	0 90	1 00
Hard oil finish	1 35	1 50
Light oil finish	1 60	1 70
Damar	1 75	2 00
Shellac, white	2 40	2 50
" orange	2 30	2 40
Turpentine, brown japan	1 10	1 20
" black japan	1 10	1 20
" " No. 1.	0 85	0 90
Elastilite varnish, 1 gal. can, each		2 00
Granitine floor finish, per gal		2 75

Maple Leaf coach enamels; size 1, $1.20; size 2, 70c.; size 3, 40c. each.

Sherwin-Williams' kopal varnish, assorted case, from to 1 gal., $2.50.

GLUE.

Common	0 08	0 08½
French medal	0 10	0 14
White, extra	0 18	0 22
Gelatine	....	....
Strip	0 18	0 20
Coopers	0 19	0 20
Huttner	....	....
Ground	0 12	0 16
Cologne, genuine	....	

HARDWARE.

AMMUNITION.

Cartridges.

B. B. Caps Dominion, 50 and 5 per cent.
Rim Fire Pistol, discount 40 p.c., American.
Rim Fire Cartridges, Dominion, 50 and 5 p.c.
Central Fire Pistol and Rifle, 10 p.c., Amer.
Central Fire Cartridges, pistol sizes, Dominion, 30 per cent.
Central Fire Cartridges, Sporting and Military, Dominion, 15 per cent.
Central Fire, Military and Sporting, American, add 5 per cent. to list. B.B. Caps, discount 40 per cent., American.
Loaded and empty Shells, "Trap" and "Dominion" grades, 25 per cent. Rival and Nitro, 10 per cent. advance on list.
Brass Shot Shells, 55 per cent.
Primers, Dom., 30 per cent.; American, $1.60.

Wads.	per lb.
Best thick white felt wadding, in ½-bags	$ 00
Best thick brown or grey felt wads, in ½-lb. bags	0 70
Best thick white card wads, in boxes of 500 each, 12 and smaller gauges	0 99
Best thick white card wads, in boxes of 500 each, 10 gauge	0 25
Best thick white card wads, in boxes of 500 each, 8 gauge	0 55
Thin card wads, in boxes of 1,000 each, 12 and smaller gauges	0 20
Thin card wads, in boxes of 1,000 each, 10 gauge	0 25
Thin card wads, in boxes of 1,000 each, 8 gauge	...

Chemically prepared black edge grey cloth wads, in boxes of 250 each—	Per M.
11 and smaller gauge	0 60
9 and 10 gauges	0 70
7 and 8 "	0 90
5 and 6 "	1 10

Superior chemically prepared pink edge, best white cloth wads, in boxes of 250 each—	
11 and smaller gauge	1 15
9 and 10 gauges	1 40
7 and 8 "	1 65
5 and 6 "	1 90

ADZES.

Discount 20 per cent.

ANVILS.

Wright's, 80-lb. and over	0 10¾
Hay Budden, 80-lb. and over	0 09¼
Brook's, 80-lb. and over	0 11¼

AUGERS.

Gilmour's, discount 65 and 5 per cent. off list.

AXES.

Chopping Axes		
Single bit, per doz.	7 00	10 00
Double bit, "	10 00	18 00
Bench Axes, 40 per cent.		
Broad Axes, 25 per cent.		
Hunters' Axes	5 50	6 00
Boys' Axes	6 25	7 00
Splitting Axes	7 00	12 00
Handled Axes	7 50	10 00

AMERICAN AXE AND TOOL CO.

Red Ridge, boys', handled.	5 75
" hunters	5 25

AXLE GREASE

Ordinary, per gross	5 75	6 00
Best quality	13 00	15 00

BELLS.

Hand.

Brass, 60 per cent.
Nickel, 55 per cent.

Cow.

American make, discount 63¾ per cent.
Canadian, discount 45 and 50 per cent.

Door.

Gongs, Sargant's	5 50	8 00
" Peterboro', discount 46 per cent.		

Farm.

American, each	1 25	3 00

House.

American, per lb.	0 35	0 40

BELLOWS.

Hand, per doz	3 35	4 75
Moulders', per doz	7 50	10 00
Blacksmiths', discount '0 per cent.		

BELTING.

Extra, 60 per cent.
Standard, 60 and 10 per cent.
No. 1, not wider than 6 in., 60, 10 and 10 per cent.
Agricultural, not wider than 4 in., 75 per cent.

BITS.

Auger.

Gilmour's, discount 60 and 5 per cent.
Rockford, discount 50 and 10 per cent.
Jennings' Gen., net list.

Car.

Gilmour's, 47½ to 50 per cent.

Expansive.

Clark's, 40 per cent.

Gimlet.

Clark's, per doz	0 65	0 90
Diamond, Shell, per doz	1 00	1 50
Nail and Spike, per gross	2 25	5 20

BLIND AND BED STAPLES.

All sizes, per lb.	0 07¾	0 12

BOLTS AND NUTS

	Per cent	
Carriage Bolts, common ($1 list)		
" " 3-16 and ¼	60	
" " 3-16 and ⅜	55	and 5
" " 7-16 and up	55	
" " full sq. ($2.40 list)	60	
" " Norway Iron ($3 list)	60	
Machine Bolts, all sizes, ⅜ and less	60	
Machine Bolts, 7-16 and up	55	and 5
Plough Bolts	55	and 5
Blank Bolts	55	and 5
Bolt Ends	55	and 5
Sleigh Shoe Bolts	70	
Coach Screws, cone point	70	

Nuts, square, all sizes, 4c. per lb. off.
Nuts, hexagon, all sizes, 4¼c. per lb. off.
Stove Rods, per lb., 5½ to 6c.

BOOT CALKS.

Small and medium, ball per M.	4 25
Small heel "	4 50

BRIGHT WIRE GOODS.

Discount 62½ per cen

BROILERS.

Light, discount 65 to 67½ per cent.
Reversible, discount 65 to 67½ per cent.
Vegetable, per doz., discount 37½ per cent.

Henis, No. 8 per doz.	6 00
Henis, No. 9 "	7 00
Queen City "	7 50

BUTCHERS' CLEAVERS.

German per doz.	6 00	11 00
American "	12 00	20 00

BUTCHER KNIVES.

Bailey's per doz.	0 60	6 30

BUILDING PAPER, ETC.

Tarred Felt, per 100 lb.	1 85
Ready roofing, 2-ply, not under 45 lb. per roll	0 90
Ready roofing, 3-ply, not under 65 lb., per roll	1 15
Carpet Felt per ton	45 00
Heavy Straw Sheathing per ton	35 00
Dry Sheathing per roll, 400 sq. ft.	0 40
Tar " " 400 "	0 50
Dry Fibre " 400 "	0 55
Tarred Fibre " 400 "	0 65
O. K. & I. X. L " 400 "	0 70
Resin-sized " 400 "	0 45
Oiled Sheathing " 600 "	1 00
Oiled " " 400 "	0 70
Roof Coating, in barrels per gal.	0 17
Roof " small packages "	0 25
Refined Tar per barrel	5 00
Coal Tar "	4 00
Coal Tar, less than barrels per gal.	0 15
Roofing Pitch per 100 lb.	1 10

BULL RINGS.

Copper, $2.00 for 2½-inch, and $1.90 for 2-inch

BUTTS.

Wrought Brass, net revised list.

Cast Iron.

Loose Pin, discount 60 per cent

Wrought Steel.

Fast Joint, discount 65, 10 and 2½ per cent.
Loose Pin, discount 65, 10 and 2½ per cent.
Berlin Bronzed, discount 70, 70 and 5 per cent

Gen. Bronzed per pair	0 40	0 65

CARPET STRETCHERS.

American per doz.	1 00	1 50
Bullard's "	....	6 50

CASTORS.

Bed, new list, discount 55 to 57½ per cent.
Plate, discount 52½ to 57½ per cent.

CATTLE LEADERS.

Nos. 32 and 33 per gross	7 50	8 50

CHALK.

Carpenters' Colored, per gross	0 45	0 75
White lump per cwt.	0 60	0 65
Red	0 05	0 06
Crayon per gross	0 14	0 18

CHISELS.

Socket, Framing and Firmer.

Broad's, discount 60 and 10 per cent.
Warnock's, discount 50 and 10 per cent.
P. S. & W. Extra, discount 60 and 10 per cen.

FOOD—STOCKS.

International Stock Foods, $1 packages, per doz.	$8 00
International Stock Foods, per pail	2 75
" " " per bbl	10 50
" Poultry " $1 pkgs, per dz.	8 00
" Worm Powders, 50c. pkgs. "	4 00
" Pine Healing Oil, per doz	8 00
" Pheno-Chloro, $1 pkgs., per doz	8 00
" Hoof Ointment	8 00
" Compound Absorbent	16 00

Also 25c. pkgs. at $2 per doz; 50c. pkgs at 4 per doz

CLIPS

Axle, discount 65 per cent

There's Nothing in a Name

unless it's a good one. Paterson's Building Papers, Roofing Felts and Wire-Edged Ready Roofing have a GOOD NAME all over the Dominion, and that's why you can't make any mistake in handling goods of our manufacture.

The Paterson Mfg. Co., Limited

Toronto and Montreal.

COMPASSES, DIVIDERS, ETC.

American, discount 62½ to 65 per cent.

CONDUCTOR PIPE.

Plain or Corrugated.

2-inch ....per 100 feet 3 00
3 " .... " " 4 00
4 " .... " " 5 25
5 " .... " " 6 75
6 " .... " " 9 00

CRADLES, GRAIN.

Canadian, discount 20 to 25 per cent.

CROSSCUT SAW HANDLES.

S. & D., No. 3 ....per pair 0 17½
S. & D., " 5 .... " 0 22½
S. & D., " 6 .... " 0 15
Boynton pattern.............. " 0 20

DOOR SPRINGS.

Torrey's Rod.........per doz. 80
Coil, 9 to 11 in........ " 0 95 1 65
English .... " 2 00 4 00

DRAW KNIVES.

Coach and Wagon, discount 50 and 10 per cent.
Carpenters' discount 60 and 10 per cent.

DRILLS.

Hand and Breast.

Millar's Falls, per doz., net list.

DRILL BITS.

Morse, discount 37½ to 40 per cent.
Standard, discount 50 and 5 to 55 per cent.

FAUCETS.

Common, cork-lined, discount 35 per cent.

EAVETROUGHS.

10-inch . .. .per 100 ft. 10

ELBOWS (stovepipe.)

5 and 6-inch, common........per doz. 1 20
7-inch........................ " 1 35
Polished, 15c. per dozen extra.

ESCUTCHEONS.

Discount 40 per cent.

ESCUTCHEON PINS.

Iron, discount 40 per cent.

FACTORY MILK CANS.

Discount off revised list, 40 per cent.

FILES AND RASPS.

Great Western............70 and 10 per cent.
Arcade....................70 " 10 "
Kearney & Foot ....70 " 10 "
Disston's..................70 " 10 "
American.................70 " 10 "
J. Barton Smith..........70 " 10 "
McClellan ....70 " 10 "
Eagle ....70 " 10 "
Nicholson, 60 and 10 to 60, 10 and 5 "
Royal ....80 "
Globe ....70 to 75 "
Black Diamond, 60 and 10 to 60, 10 and 5 per cent.
Jowitt's, English list, 25 to 27½ per cent.
Nicholson File Co.'s "Simplicity" file handle, per gross 85c. to $1.50

GLASS.

Window. Box Price.

Size United Inches.	Star Per 50 ft.	Star Per 100 ft.	D. Diamond Per 50 ft.	D. Diamond Per 100 ft.
Under 26	....	3 10	....	6 75
26 to 40	....	3 30	....	7 25
41 to 50	....	3 70	....	8 75
51 to 60	....	4 00	....	10 00
61 to 70	....	5 00	....	11 5
71 to 80	....	5 30	....	12 50
81 to 85	....	....	....	14 00
86 to 90	....	....	....	16 50
91 to 95	....	....	....	18 00
96 to 100	....	....	....	20 00

A discount of 25 per cent. is offered on "Double Diamond."

GAUGES.

Marking, Mortise, Etc.

Stanley's discount 50 to 55 per cent.

Wire Gauges.

Winn's, Nos. 26 to 33 ....each 1 65 2 40

HALTERS.

Rope, ⅜-inch ....per gross ....
Rope, ½ " .... " 9 00
Rope, ⅝ to ¾-inch .... " 14 00
Leather, 1-inch.......per doz. 3 87½ 4 00
Leather, 1¼ " ...... " 5 15 5 20
Web................ " 1 87 2 45

HAMMERS.

Nail.

Maydole's, discount 5 to 10 per cent. Canadian discount 25 to 27½ per cent

Tack.

Magnetic ....per doz. 1 10 1 20

Sledge.

Canadian..............per lb. 0 07½ 0 08½

Ball Pean.

English and Canadian, per lb. 0 22 0 25

HANDLES.

Axe, 2nd growth, per doz. net 3 00 4 00
Store door............per doz. 1 00 1 50

Fork.

C. & B., discount 40 per cent., revised list.

Hoe.

C. & B., discount 40 per cent., revised list.

Saw.

American............per doz 1 00 1 25

Plane.

American .... per gross 3 15 3 75

Hammer and Hatchet.

Canadian, discount 40 per cent.

Cross-Cut Saws.

Canadian............per pair 0 13¾

HANGERS. doz. pairs.

Steel barn door................ 6 00 8 00
Stearns, 4-inch 4 50
" 5-inch 6 00
Zenith........................ .... 9 00
Lane's covered—
No. 11, 5-foot run 8 40
No. 11½, 10-foot run 10 80
No. 12, 10-foot run.......... .... 12 60
No. 14, 15-foot run.......... ... 21 00
Steel, covered................ 4 00 11 00
" track, 1 x 3-16 in 3 90
" " 1¼ x 3-16 in 5 60

HARVEST TOOLS.

Discount 60 per cent.

HATCHETS.

Canadian, discount 40 to 42½ per cent.

HAT ENAMEL.

Henderson & Potts' "Anchor Brand"

HINGES.

Blind, Parker's, discount 16⅔ per cent.
Heavy T and strap, 4-in., per lb....... 0 06½
" " 5-in., " 0 06¼
" " 6-in., " 0 06
" " 8-in., " 0 05¾
" " 10-in., " 0 05½
Light T and strap, discount 65 and 5 per cent.
Screw hook and hinge –
6 to 10 in......... per 100 lb. 4 50
12 in. up.......... " 3 25
Spring, No. 20, per gro. pairs 10 50

HOES.

Garden, Mortar, etc., discount 60 per cent.
Planter.............. per doz. 4 00 4 50

HOLLOW WARE.

Tinned cast, 35 per cent.

HOOKS.

Cast Iron.

Bird cage............ per doz. 0 50 1 10
Clothes line, No. 61.. " 0 00 0 70
Harness.............. " 0 60 12 00
Hat and coat .... per gro. 1 10 10 00
Chandelier ....per doz. 0 50 1 00

Wrought Iron.

Wrought hooks and staples Canadian discount 47½ per cent.

Wire.

Hat and coat, discount 45 per cent.
Belt ....per 1,000 .... 0 60
Screw, bright, discount 55 per cent.

HORSE NAILS.

"C" brand, 40, 10 and 7½ per cent. off list } Oval
"M" brand, 55, per cent. } head
Countersunk, 55 per cent.
"Monarch," 50 and 7½ per cent.
"Peerless" 50 per cent. dis.

HORSESHOES.

F.O.B. Montreal

Iron Shoes.	No. 2 and larger.	No. 1 and smaller.
Light, medium and heavy....	3 65	3 90
Snow shoes	3 90	4 15
Steel Shoes.		
XL, sizes 1 to 5..............	....	5 35
Light, No. 2 and larger........	....	3 80
No. 1 and smaller..............	....	4 05
Featherweight, all sizes 0 to 4.	...	5 35
Toeweight, all sizes 1 to 4......	....	6 60

JAPANNED WARE.

Discount 50 per cent.

ICE PICKS.

Star... ....per doz. 00 3 25

KETTLES.

Brass spun 7½ per cent. discount off new list.
Copper................ per lb. 0 30 0 50
American, 60 and 10 to 65 and 5 per cent.

KEYS.

Lock, Canadian dis. 40 to 40 and 10 per cent.
Cabinet, trunk and padlock,
American .... per gross 0 60

KNOBS.

Door, japanned and N.P., per doz.................... 1 50 2 50
Bronze, Berlin....... per doz. 2 75 3 25
Bronze, Genuine .... " 6 00 9 00
Shutter, porcelain, F. & L. screw .... per gross 1 30 4 00
White door knobs....per doz. 1 00

HAY KNIVES.

Net prices.

LAMP WICKS.

Discount, 60 per cent.

LANTERNS.

Cold Blast....................per doz. 7 00
No. 3, "Wright's" .... " 8 50
Ordinary, with O burner. ... " 4 00
Dashboard, cold blast........ " 9 00
No. 0 .... " 5 75
Japanning, 50c. per doz. extra.

LEMON SQUEEZERS.

Porcelain lined...... per doz. 2 20 5 60
Galvanized.......... " 1 87 3 85
King, wood.......... " 2 75 2 90
King, glass.......... " 4 00 4 50
All glass .... " 0 50 0 90

LINES.

Fish . ... per gross 1 05 2 50
Chalk .... " 1 90 7 40

LAWN MOWERS.

Woodyatt, 12-in. wheel 8 50
Star " 6 25
Daisy " .... (net) 2 45
Philadelphia, 12-in. wheel............ 7 00
Ontario, " 14 25
King Edward, 12 in 9 00
Discount, 50 per cent., with freight concessions in quantity shipments.

Maxwell & Sons:

10½-in. high wheel............ 7 50 10 00
9-in.......................... 5 50 6 25
8-in.......................... 4 90 5 50
Discount 50 per cent.

LOCKS.

Canadian, 40 to 40 and 10 per cent.
Russell & Erwin......per doz.

Cabinet.

Eagle, discount 30 per cent.

Padlocks.

English and Am..... per doz. 0 50 6 00
Eagle, discount 20 to 25 per cent.

MACHINE SCREWS.

Iron and Brass.

Flat head, discount 25 per cent.
Round head, discount 20 per cent.

MALLETS.

Tinsmiths'............per doz. 1 25 1 50
Carpenters', hickory, " 1 25 3 75
Lignum Vitae........ " 3 85 5 00
Caulking, each 0 60 2 00

MATTOCKS.

Canadian........... per doz. 5 50 6 50

MEAT CUTTERS.

American, discount 33⅓ per cent.
German, 15 per cent.
Gem ....each 1 15

MILK CAN TRIMMINGS.

Discount 25 per cent.

NAILS.	Cut.	Wire.
2d and 3d	....	3 45
3d	....	3 12
4 and 5d......................	....	2 95
6 and 7d	....	2 80
8 and 9d	....	2 60
10 and 12d	....	2 55
16 and 20d....................	....	2 50
30, 40, 50 and 60d (base)	....	2 45

Cut nails in carlots 5c. less.
Wire nails in carlots are $2.40.
Steel cut nails 10c. extra.
Miscellaneous wire nails, discount 75 per cent.
Coopers' nails, discount 30 per cent.

NAIL PULLERS.

German and American 1 75 50

NAIL SETS.

Square, round and octagon, per gross.................. 3 38
Diamond .... 1 00 ? 0

POULTRY NETTING.

2-in. Mesh, 19 w.g., dis. 60 per cent.
2-in. Mesh, 16 w.g. and heavier, 50 p.c.

OAKUM.

U. S. Navy ....per 100 lb. 6 75
Plumbers .... " 3 00

OILERS.

McClary's Model galvanized oil can, with pump, 5 gallon, per dozen 10 00
Davidson oilers, discount 40 per cent.
Zinc and tin, discount 50, 50 and 10 per cent.
Copper .... per doz. 1 25 3 50
Brass................ " 1 50 3 50
Malleable, discount 25 per cent

GALVANIZED PAILS.

Dufferin pattern pails, discount 45 per cent
Flaring pattern, discount 45 per cent.
Galvanized washtubs, discount 45 per cent

PIECED WARE.

Discount 40 per cent off list, June, 1899.
10-qt. flaring sap buckets, discount 40 per cent
6, 10 and 14-qt. flaring pails, dis. 40 per cent.
Creamer cans, discount 40 per cent.

PICKS.

Per dozen 6 00 9 00

PICTURE NAILS.

Porcelain head ......per gross 1 35 1 50
Brass head.......... " 0 40 1 00

PICTURE WIRE.

Tin and gilt, discount 75 per cent.

PINE TAR.

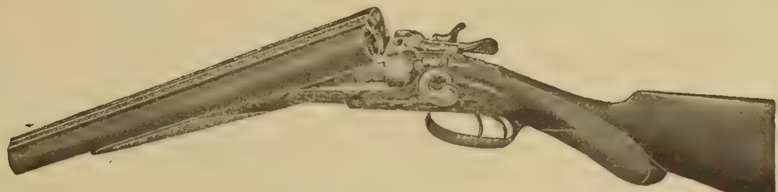
½ pint in tins ....per gross ... 7 80
1 " " .... " 9 60

PLANES.

Wood bench, Canadian discount 40 per cent., American discount 50 per cent.
Wood, fancy Canadian or American, 37½ to 40 per cent.

Remington Double Hammer Guns
ARE PREFERRED

Because they retail at $20, $23 and $25.



Because of their wearing and shooting qualities.

Because they have the reputation of "Standing the Racket."

REMINGTON ARMS CO., ILION, N.Y.

Agency: 313 Broadway, New York. Depot: 86-88 First St., San Francisco, Cal.

PLANE IRONS.

English ....per doz. 2 00 5 00

PLIERS AND NIPPERS.

Button's genuine, per doz. pairs, discount 37½ to 40 per cent.
Button's imitation....per doz. 5 00 9 00
German .... " 0 60 60

PRESSED SPIKES.

Discount 20 per cent.

PULLEYS.

Hothouse ....per doz. 0 55 1 00
Axle .... " 0 22 0 33
Screw .... " 0 27 1 00
Awning .... " 0 35 2 50

PUMPS.

Canadian cistern 1 80 3 60
Canadian pitcher spout 1 40 2 10

PUNCHES.

Saddler's ....per doz. 1 00 1 85
Conductor's.......... " 9 00 15 00
Tinners', solid..........per set 0 72
" hollow......per inch 1 00

RAKES.

Wood............ per doz. net 1 20 up.

RAZORS. per doz.

Elliot's 4 00 18 00
Geo. Butler's & Co.'s.......... 4 00 18 00
Boker's 7 50 11 00
" King Cutter 12 50 15 00
Wade & Butcher's............ 3 60 10 00
Theile & Quack's 7 00 12 00
Bailey's 6 00 12 00
Bailey's Brantford 10 00 11 00
Carbo Magnetic............... .... 15 00
Griffon Barber's Favorite 10 75
Griffon No. 65................ .... 13 00
Griffon Safety Razors........ .... 13 50
Griffon Stropping Machines.. .... 13 50
Lewis Bros.' "Klean Kutter" 8 50 10 50

REGISTERS.

Discount 40 per cent.

RIVETS AND BURRS.

Iron Rivets, black and tinned, discount 60 and 10 per cent.
Iron Burrs, discount 55 per cent.
Extras on Iron Rivets in 1-lb. cartons, ½c. per lb.
Extras on Iron Rivets in ½-lb cartons, 1c. per lb.
Copper Rivets, with usual proportion burrs, 45 per cent. discount. Cartons, 1c. per lb. extra, net.
Copper Burrs only, discount 30 and 10 per cent.
Extras on Tinned or Coppered Rivets, ½-lb. cartons, 1c. per lb.

RIVET SETS.

Canadian, discount 35 to 37½ per cent.

ROPE, ETC.

Sisal.................................. 0 11½
Pure Manilla 0 14½
"British" Manilla.................... 0 12
Cotton, 3-16 inch and larger 0 21
" 5-32 inch 0 25
" ⅛ inch 0 25
Russia Deep Sea 0 15
Jute.................................. 0 08
Lath Yarn, single 0 11
" double 0 11½
Sisal bed cord, 48 feet........per doz. 0 65
" " 60 feet .... " 0 80
" " 72 feet........ " 0 95

RULES.

Boxwood, discount 55 per cent.
Ivory, discount 37½ to 40 per cent.

SAD IRONS.

Mrs. Potts, No. 55, polished....per set 0 80
" No. 50, nickle-plated, " 0 90
Common, plain........................ 4 50
" plated 5 50

SAND AND EMERY PAPER.

B. & A. sand, discount, 40 and 5 per cent
Emery, discount 40 per cent.
Garnet (Rurton's). 5 to 10 per cent. advance on list.

SAP SPOUTS.

Bronzed iron with hooks ....per 1,000 7 50
"Eureka" tinned steel, hooks " 8 00

SAWS.

Hand, Disston's, discount 12½ per cent.
S. & D., discount 40 per cent.
Crosscut, Disston's....per foot 0 35 0 55
S. & D., discount 35 per cent. on Nos. 2 and 3.
Hack, complete..........each 0 75 2 75
" frame only 0

SASH WEIGHTS.

Sectional...........per 100 lb. 2 25
Solid .... " 1 75

SASH CORD.

Per lb......................... 0 28 0 30

SAW SETS. per doz.

Lincoln and Whiting 4 75
Hand Sets, Perfect 4 00
X-Cut Sets, " 7 50

SCALES.

Gurney Standard, 40 per cent.
Gurney Champion, 50 per cent.
Burrow, Stewart & Milne—
Imperial Standard, discount 40 per cent.
Weigh Beams, discount 35 per cent.
Champion Scales, discount 50 per cent.
Fairbanks standard, discount 35 per cent.
" Dominion, discount 55 per cent
" Richelieu, discount 55 per cent.
Warren's new Standard, discount 40 per cent.
" " Champion, discount 50 per cent.
" Weighbeams, discount 35 per cent.

SCREW DRIVERS.

Sargent's ....per doz. 0 65 1 00

SCREEN DOORS.

Common doors, 2 or 3 panel, walnut stained, 4-in. style..........per doz. 6 80
Common doors, 2 or 3 panel, yellow and green stained, 4-in. style....per doz. 7 00
Common doors, 2 or 3 panel, in natural colors, oil finish ....per doz. 8 15
3-in. style 20c. per dozen less.

SCREWS.

Wood, F. H., bright and steel, discount 87½ per cent.
Wood, R. H., bright, dis. 82½ per cent.
" F. H., brass, dis. 80 per cent.
" R. H., " dis. 75 per cent.
" F. H., bronze, dis. 75 per cent.
" R. H., " dis. 70 per cent.
Drive Screws, dis. 87½ per cent.
Bench, wood ....per doz. 3 25 4 00
" iron .... " 4 25 5 00
Set, case hardened, dis. 60 per cent.
Square Cap, dis. 50 and 5 per cent.
Hexagon Cap, dis. 45 per cent.

SCYTHES.

Per doz. net.................. 6 00 9 00

SCYTHE SNATHS.

Canadian, discount 40 per cent.

SHEARS.

Bailey Cutlery Co., full nickeled, discou and 2½ per cent.
Bailey Cutlery, Japan Handles, discount 67½ per cent.
Seymour's, discount 50 and 10 per cent.

SHOVELS AND SPADES.

Canadian, discount 45 per cent.

SINKS.

Cast iron, 16 x 24............... .... 0 85
" 18 x 30............... .... 1 00
" 18 x 36............... .... 1 40

SNAPS.

Harness, German, discount 25 per cent.
Lock, Andrews'.............. 4 50 11 50

SOLDERING IRONS.

1, 1½-lb................ per lb. 0 37
2-lb. or over .... " 0 34

SQUARES.

Iron, No. 493 ....per doz. 2 40 2 55
" No. 494 .... " 3 25 3 40
Steel, discount 60 to 60 and 5 per cent.
Try and Bevel, discount 50 to 52½ per cent.

STAMPED WARE.

Plain, discount 75 and 12½ per cent. off revised list.
Retinned, discount 75 per cent off revised list.

STAPLES.

Galvanized 3 00
Plain 2 80
Coopers', discount 45 per cent.
Poultry netting staples, discount 40 per cent.

STOCKS AND DIES.

American discount 25 per cent.

STONE.

Washita ....per lb. 0 28 0 60
Hindostan .... " 0 06 0 07
" slip .... " 0 09 0 09
Labrador....... ...... " ... 0 13
" Axe.......... " 0 15
Turkey .... " 0 50
Arkansas.............. " 1 50
Water-of-Ayr .... " 0 10
Scythe ....per gross 3 50 5 00
Grind, 2-in., 40 to 200 lb., per ton 25 00
" " under 40 lb., " 28 00
" under 2 in. thick, " 29 00

STOVEPIPES.

5 and 6 inch, per 100 lengths 7 00
7 inch........ " " 7 50

ENAMELINE STOVE POLISH.

No. 4, 3 doz. in case..net cash 4 80
No. 6, 3 doz. in ase.. " 8 40

TACKS, BRADS, ETC.

Carpet tacks, blued .... 80 and 15
" " tinned............ 80 and 20
" " (in kegs).......... 40
Cut tacks, blued, in dozens only 80
" ¼ weights 60
Swedes cut tacks, blued and tinned—
In bulk......................... 80 and 10
In dozens 75
Swedes, upholsterers', bulk....85, 12½ and 12½
" brush, blued and tinned bulk 70
Swedes, gimp, blued, tinned and japanned.................... 75 and 12½
Zinc tacks 35
Leather carpet tacks............ 55
Copper tacks.................... 50
Copper nails 52½
Trunk nails, black .... 65 and 5
Trunk nails, tinned.............. 65 and 10
Clout nails, blued .... 65 and 5
Chair nails...................... 35
Patent brads..................... 40
Fine finishing................... 40
Lining tacks, in papers.......... 10
" " in bulk............ 15
" " solid heads, in bulk 75
Saddle nails, in papers.......... 10
" " in bulk............ 15
Tufting buttons, 22 line, in dozens only 60
Zinc glaziers' points 5
Double pointed tacks, papers.. 90 and 10
" " " bulk.... 40
Clinch and duck rivets.......... 45

TAPE LINES.

English, ass skin .....per doz. 2 75 5 00
English, Patent Leather 5 50 9 75
Chesterman's ....each 0 90 2 85
" steel........each 0 80 8 00

TINNERS' SNIPS.

Bailey's, discount 25 per cent.

THERMOMETERS.

Tin case and dairy, discount 75 to 75 and 10 per cent.

TRAPS (steel.)

Game, Newhouse, discount 25 per cent.
Game, H. & N., P. S. & W., 65 per cent.
Game, steel, 72½, 75 per cent.

TROWELS.

Disston's, discount 10 per cent.
German..............per doz. 4 75 6 00
S. & D., discount 35 per cent.

TWINES.

Bag, Russian ....per lb. 0 27
Wrapping, cotton, 3-ply 0 24
" " 4-ply 0 27
Mattress ....per lb. 0 33 0 45
Staging................ " 0 27 0 35

VISES.

Wright's..................... .... 0 13½
Brook's...................... .... 0 12½
Pipe Vise, Hinge, No. 1...... .... 3 50
" " " No. 2...... .... 5 50
Saw Vise 4 50 9 00
Columbia Hardware Co.
Blacksmiths' (discount) 60 per cent.
" parallel (discount) 45 per cent.

ENAMELLED WARE.

White, Princess, Turquoise, Blue and White discount 50 per cent.........................
Diamond, Famous, Premier, discount 50 and 10 per cent...........................
Granite or Pearl, Imperial, Crescent, discount 50, 10 and 10 per cent.
Premier steel ware, 40 per cent.
"Star" decorated steel and decorated white, 25 per cent.

WIRE.

Smooth Steel Wire.

No. 0-9 gauge...................... $2 50
10 " .... 6c. extra.
11 " .... 12c. "
12 " .... 20c. "
13 " .... 30c. "
14 " .... 40c. "
15 " .... 55c. "
16 " .... 70c. "

Add 60c. for coppering and $2 for tinning.

Extra net per 100 lb.—Oiled wire 10c., spring wire $1.25, special hay baling wire 30c., best steel wire 75c., bright soft drawn 15c., charcoal (extra quality) $1.25, packed in casks or cases 15c., bagging and papering 10c., 50 and 100-lb. bundles 10c., in 25-lb. bundles 15c., in 5 and 10-lb. bundles 25c., in 1-lb. hanks, 50c., in ½-lb. hanks 75c., in ¼-lb. hanks $1.

Fine Steel Wire, discount 25 per cent. List of extras: In 100-lb. lots: No. 17, $5—No. 18, $5.50—No. 19, $6—No. 20, $6.65—No. 21, $7—No. 22, $7.30—No. 23, $7,65—No. 24, $8—No. 25, $9—No. 26, $9.50—No. 27, $10—No. 28, $11—No. 29, $12—No. 30, $13—No. 31, $14—No. 32, $15—No. 33, $16—No. 34, $17. Extras net—tinned wire, Nos. 17-25, $2—Nos. 26-31, $4—Nos. 32-34, $6. Coppered, 5c.—oiling, 10c.—in 25-lb. bundles, 15c.—in 5 and 10-lb. bundles, 25c.—in 1-lb. hanks, 25c. —in ½-lb. hanks, 38c.—in ¼-lb. hanks, 50c.—packed in casks or cases, 15c.—bagging or papering, 10c.

Brass wire, discount 60 per cent. off the list.
Copper wire, discount 60 per cent. net cash 30 days, f.o.b factory.
Galvanized wire, per 100 lb.—Nos. 4 and 5, $3.70 to $3.70—Nos. 6, 7, 8, $3.15 to $3.15 —No. 9, $2.55 — No. 10, $3.20 to $3.20 —No. 11, $3.25 to $3 25 — No. 12, $2.65 —No. 13, $2.75—No. 14. $3.75 to $3.75—No 15, $4.30—No. 16. $4.30. Base sizes, Nos. 6 to 9, $2.27½ f.o.b. Cleveland. In carlots 12½c. less.
Clothes Line Wire, regular 7 strand, No. 17, $4.65; No. 18. $2.90; No. 19, $2.60. Hollow 6 strand, No. 17, $4.30; No. 18, $2.70; No. 19, $2.35; No. 20, $2.30, f.o.b. Hamilton, Toronto, Montreal.

WIRE FENCING.

Galvanized barb.............. .... 2 75
Galvanized, plain twist 2 80
Galvanized barb, f.o.b. Cleveland, $2 55½ in less than carlots, and $2 45 in carlots.

COILED SPRING WIRE.

High Carbon, No. 9.................. $2 70
" No. 11 .... 3 35
" No. 12 .... 2 95

WIRE CLOTH.

Painted Screen, per 100 sq. ft., net.. 1 50
Terms, 3 per cent. off 30 days.

WASHING MACHINES.

Stephenson Washer, per doz......... 45 00

WRENCHES.

Acme, discount 35 to 37½ per cent.
Agricultural, discount 60 per cent.
Coe's Genuine, discount 20 to 25 per cent.
Towers' Engineer........each 2 00 7 00
" S.,...........per doz. 5 80 6 00
G. & K.'s Pipe........ " 3 40
Burrell's Pipe............each 3 00
Pocket ....per doz. 0 25 2 90

WRINGERS.

Leader ....per doz. 30 00 33 00
Royal Canadian...... " 24 00
Royal American...... " 24 00
Sampson............. " 24 00
Lightning .... " 27 00
Terms, 4 months, or 3 per cent. 30 days.

WROUGHT IRON WASHERS.

Canadian make, discount40 per cent.

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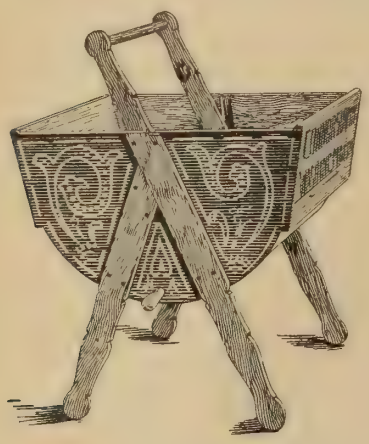

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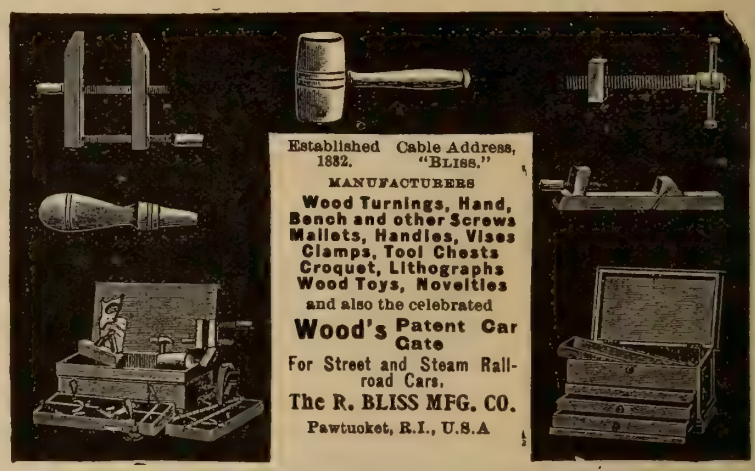

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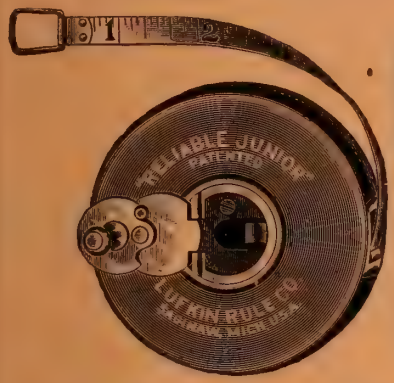

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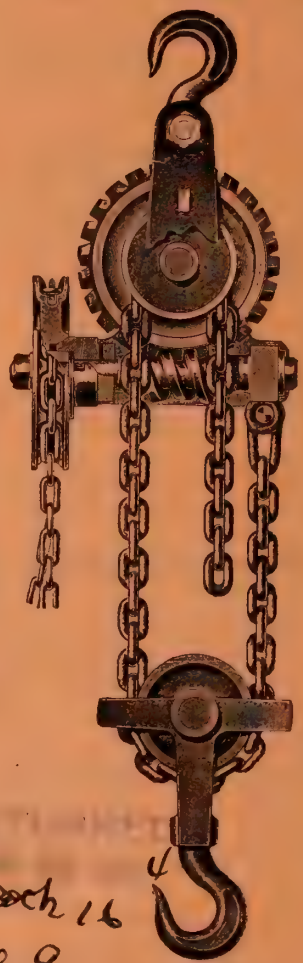

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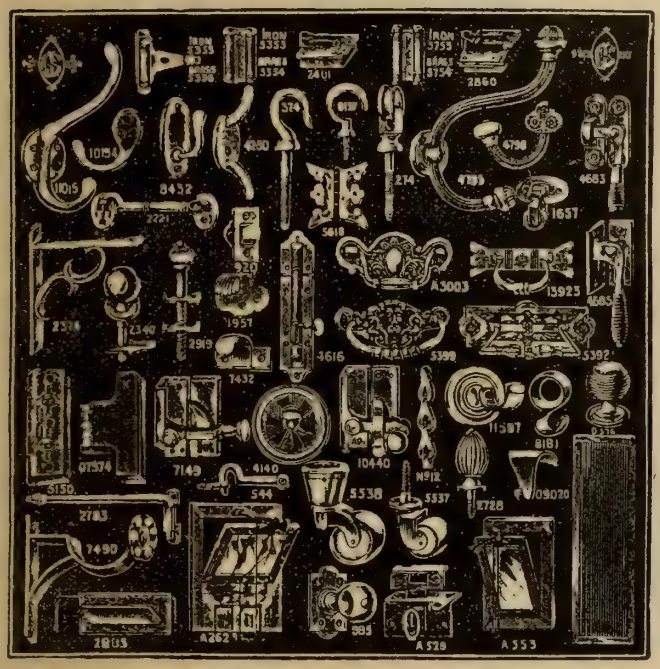
BIRMINGHAM, ENGLAND.



London Showrooms: 57 Holborn Viaduct, E.C.

THE CANADIAN RUBBER CO.

of Montreal.

MANUFACTURERS OF

Rubber Belting, Hose, Packing, Valves, Gaskets,

ETC., ETC.

We make a specialty of

HORSE SHOE PADS

the best in the market.

Write for Prices and Circulars.

Head Office : : MONTREAL

BRANCHES—TORONTO, WINNIPEG and VANCOUVER

Other Tools are very good Tools, but

"YANKEE TOOLS"

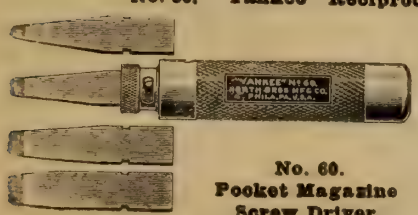
ARE BETTER

No. 15. "Yankee" Ratchet Screw Driver, with Finger Turn on Blade.

No. 30. "Yankee" Spiral-Ratchet Screw Driver, Right and Left Hand.

No. 41. "Yankee" Automatic Drill, Eight Drill Points in Handle.

No. 50. "Yankee" Reciprocating Drill for Iron, Steel, Brass, Wood, etc.



No. 60. Pocket Magazine Screw Driver.

Our "YANKEE" Tool Book tells all about them. Mailed free on application. . . . . .

Manufacturers also of

LIGHTNING, GEM and BLIZZARD Ice Cream Freezers.

Toy Freezers, Ice Shaves and Ice Chippers.

Fluting Machines, Hand Fluters.

Sold by Leading Jobbers in Canada.

NORTH BROS. MFG. CO.,

Philadelphia, Pa., U.S.A.

THOS. BIRKETT & SON CO., LIMITED

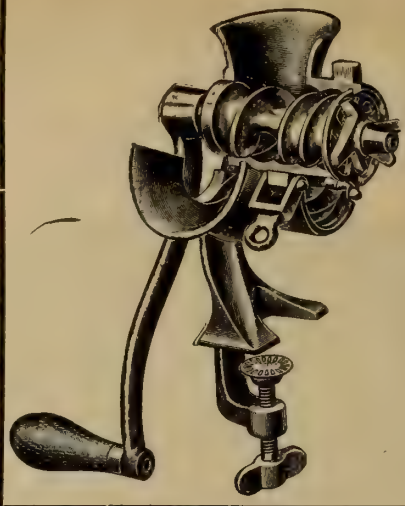
Wholesale Hardware Merchants,

OTTAWA, ONT.

Builders' Lumbermen's and Contractors' Supplies

A complete stock always on hand for prompt delivery.

Enquiries solicited. Mail orders filled with dispatch.



The Russwin Food Cutter.

CLEANLINESS.

There is no drip from the Russwin to soil clothing and floors. The gutter carries all juices to the dish—they are not deposited upon the floor. The machine itself is quickly cleaned with the least possible effort. Write for Booklets, Posters and Electrotypes to assist you.

Russell & Erwin Mfg. Co.

New Britain, Conn., U.S.A.

Our Monthly Stock List

will be of interest if you use sheet metals such as Iron and Steel Sheets, Tinned Sheets, Tinplates, Canada Plates, Zinc Sheets, Brass and Copper Sheets.

A post card request puts you on our mailing list.

M. & L. SAMUEL, BENJAMIN & CO.

General Importers and Exporters and Metal Merchants

27 Wellington St. West, TORONTO, ONT.

EUROPEAN HOUSE—16 PHILPOT LANE, LONDON, ENG.

When you say "Disston"

your customer knows that you are offering the best file on the market,—he neither doubts your word nor the quality of the goods he is purchasing.

Your trade will demand **DISSTON'S FILES,** and if your assortment is not complete you had better "stock up" and keep what people want,—when they want them,—not to have them "coming in,"—or to be "glad to get them for you,"—but **to-day** when they are asked for.

DISSTON'S FILES—The standard by which the merits of all others are judged.

—CANADIAN JOBBERS—

LEWIS BROS. & CO.,

Importers and Distributors.

QUOTE LOW

TORONTO, OTTAWA, VANCOUVER,

Address all correspondence to **MONTREAL**

SHIP QUICK

All in Cut Book 16
Page 6

Binder Twine

BLUE RIBBON,	650	feet	per	pound
RED CAP,	600	"	"	"
TIGER,	550	"	"	"
GOLDEN CROWN,	500	"	"	"
STANDARD,	500	"	"	"
SISAL,	500	"	"	"

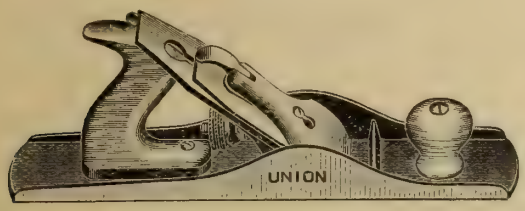
Blue Ribbon is no doubt the Queen of Binder Twine. It runs six hundred and fifty feet to the pound, and is manufactured from most select Manila Fibre. Six hundred and fifty foot Twine is the only Twine manufactured entirely from Manila Fibre. Dealers should beware of so-called "Manila" Twines which are advertised to measure less than 650 feet to the pound. They are mixed Twines.

Write for samples.

Consumers Cordage Company, Limited

Halifax, N. S. **Montreal, Que.**

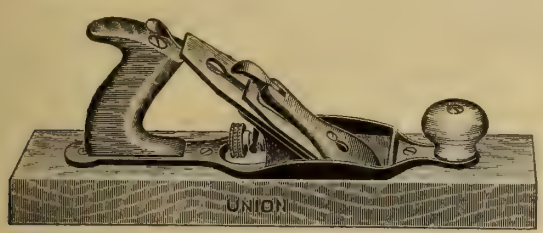
Plane Facts for 1904



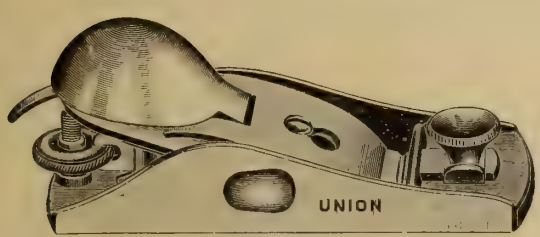
UNION No. 5. Iron Jack Plane.

CUTTERS

The Cutters used in Union Planes are made of best stock, and are guaranteed. They are made extra heavy, and of one piece, and will not chatter in the hardest woods. This is a decided advantage over the cutters used in other makes.



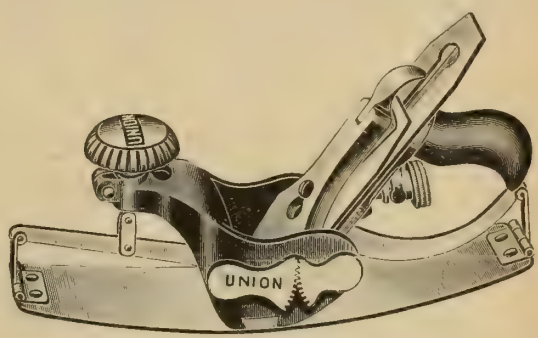
UNION No. 26. Wood Jack Plane.



UNION No. 138. Knuckle Joint Block Plane.

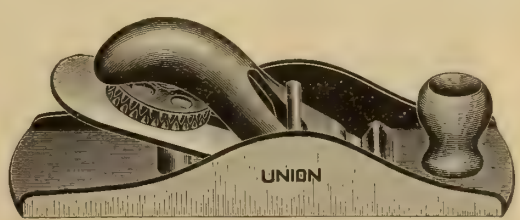
UNION PLANES

are guaranteed to be right. We are constantly adding to our line, and shall aim to make a complete line of these Tools.



UNION No. 311. Circular Plane.

All of our Planes are well made and finely finished. All materials used are of the best. We also make a full line of Block Planes, Spoke Shaves, etc. Also the Union Adjustable Scraper. Send for new Catalogue.



UNION No. 110. Block Plane.

Sold by the leading Jobbers in Canada.

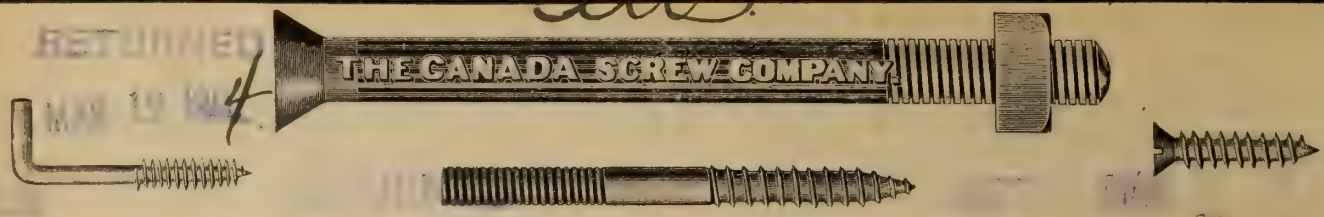
Manufactured by

UNION MANUFACTURING COMPANY

Warehouse:
103 Chambers St., New York.

New Britain, Conn, U.S.A.

RETURNED
MAY 19 1924



WOOD SCREWS, MACHINE SCREWS,

WIRE NAILS, BRIGHT WIRE GOODS, WIRE IN COILS AND STRAIGHT LENGTHS.

TORONTO HAMILTON MONTREAL

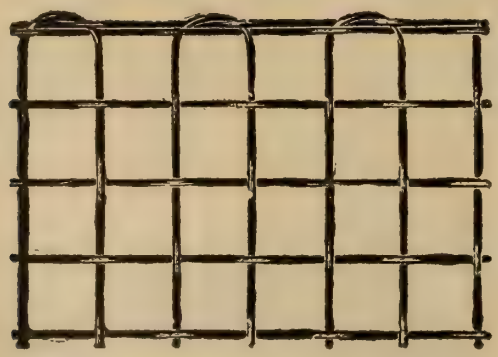
American Steel & Wire Co.

New York Empire Building
Montreal N. Y. Life Building
Chicago The Rookery

BARBED WIRE GALVANIZED PLAIN WIRE
PLAIN TWIST CABLE FENCING

Telegraph and Telephone Wire; Mattress, Broom, Weaving Wires of every description; Rail Bonds, Bale Ties, Special Wires for all purposes, Springs, Horse Shoes, Wire Rope, Cold-drawn Steel Shafting.

Wire Cloth.



SAND SCREENS.
COAL SCREENS.
CINDER SIFTERS.
EVAPORATORS.
GRAIN AND SEED CLEANING MACHINERY.
MILK STRAINERS.
GALVANIZED AND REGALVANIZED CLOTH.
WIRE LATHING.
WINDOW PROTECTION.
MALT KILN FLOORS.
WOOLLEN MILLS.
SMOKE STACKS.
MINING SCREENS
AND FOR ALL PURPOSES.

The B. Greening Wire Co., Limited

HAMILTON, ONT. MONTREAL, QUE.

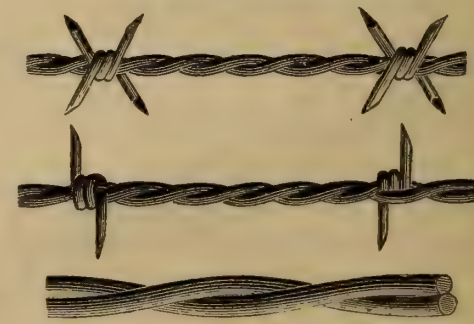
FENCING

MANUFACTURED BY

Dominion Wire Manufacturing Co.

LIMITED

MONTREAL AND TORONTO.



Coiled SPRING Galvanized Fence.

BRIGHT and GALVANIZED FENCE STAPLES,
1¼ to 2 INCHES.

ANNEALED WIRE

FOR BALING

HAY — PULP — PAPER — RAGS — SHINGLES—ENC

BUY DOMINION GOODS

SATISFAOTION GUARANTEED.

COVERT MFG. CO.

West Troy, N.Y

Auto Screw Jack

Harness Snaps, Chain, Rope and Web Goods, etc.

FOR SALE BY JOBBERS AT MFRS. PRICE.

PRIEST'S CLIPPERS

BALL BEARINGS

Largest Variety, Toilet, Hand, Electric Power

ARE THE BEST.

Highest Quality Grooming and Sheep-Shearing Machines.

WE MAKE THEM.

SEND FOR CATALOGUE TO

American Shearer Mfg. Co., Nashua, N.H., USA

Oneida Community Goods

HALTERS, COW TIES, SNAPS, etc., etc.,

In all sizes and styles. May be had of all jobbers throughout Canada.

Factory—**NIAGARA FALLS, ONT.**

Add to your profits by selling

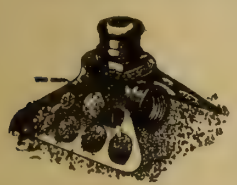
Solarine Bar Polish

in addition to our

Solarine Liqid Metal Polish.

Put up in pound cartons. Retails at 25 cents. Our goods are A1, and have stood the test. Sample and particulars sent free.

SOLARINE DEPOT, 60 Geo ge St., TORONTO



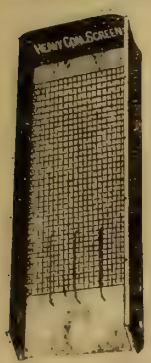
"Pullman" Lawn Sprinkler

IS YOUR ORDER IN?

Send for Folder No.14.

PULLMAN MNFG. CO.

Rochester, N.Y., U.S.A.



Coal Screens
Sand Screens
Ash Screens

Dennis Wire & Iron Co.,

LONDON, Ont.

New Catalogue ready Feb. 1904. Send in your name.

For the Love of Money.

Get your customers to give you their Silverware to be replated. You can't do this work, but I can. We can work together, and everybody will make something.

Write me for particulars.

D. SUTHERLAND

Electro-Plater,

112 Church Street, - - TORONTO

IRONSIDE FOR IRON

Our Specialties are **British** and **Foreign Iron** and **Steel, Metals, Bars, Plates, Sheets, Bolts** and **Nuts, Tin Plates, etc.**

We are sole Licencees for **Page's Patent Wire Stretcher** and also for **Ironside's Patent Wire Cutters.**

We Publish Monthly a "CANADIAN METAL PRICE LIST," giving quotations in Dollars and Cents, (C.I.F.), also "WEEKLY MARKET REPORT."

Let us have your name and address for "PRICE LIST" and "MARKET REPORT."

IRONSIDE, SON & CO., 16 Water Lane, Great Tower St., E.C., **London, England.**

SPRINGS

FLAT—SPIRAL OR VOLUTE

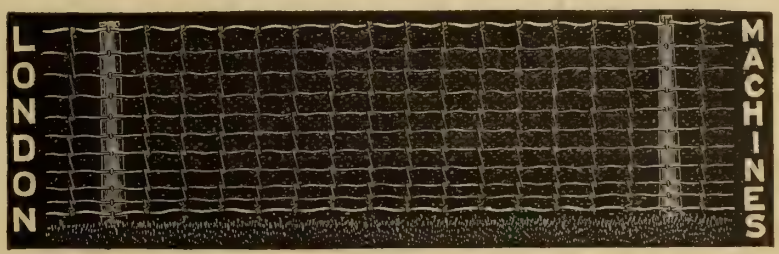
INTERESTING CATALOG MAILED ON APPLICATION

THE WALLACE BARNES CO.

BRISTOL CONN.

LONDON HIGH-GRADE COILED SPRING WIRE

—and—



makes BEST FENCES ON EARTH.

London Fence Machines and London Wire make an A1 specialty for the trade. It pays to talk London Fencing Goods. Write us for Prices and Discounts. Our facilities for handling wire are better than ever and our goods have always been right in quality.

The London Fence Machine Company, Limited, London, Ontario.

DILLON HINGE STAY FIELD FENCE

Sold to the trade only.

CAVERHILL & LEARMONT, Agents

at Montreal and Winnipeg.

Manufactured and sold by

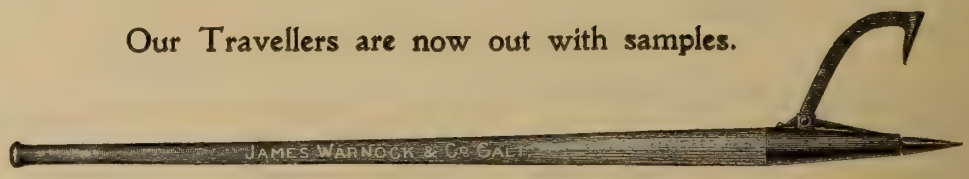
OWEN SOUND WIRE FENCE CO., Limited

Owen Sound, Ont.

AXES and . . .

LUMBERING TOOLS

Our Travellers are now out with samples.



Our prices are right and a Warnock Tool is the accepted standard of quality.

See our axe samples before buying.

JAMES WARNOCK & CO.

GALT, ONT.

ADVERTISING

We are not only advertising our Axes in trade papers, so that you will know what we can and will do to secure your trade, but we are also advertising them to your customers. From all parts of the country we are getting enquiries about our Crown Jewel Axe. The demand is growing and will continue to grow. Are you getting ready for it.

DUNDAS AXE WORKS,

DUNDAS, ONT.

P-H

Pipe that is Pipe.

Plumbers!

Our "Pipe that is Pipe" is too good for you to be ignorant of. We have succeeded in solving your pipe problem.

It will thread easily, and will not open at the seams.
It is true to size.
It has a very much superior finish to ordinary pipe.
It comes in extra long lengths, and so reduces waste.

WRITE FOR QUOTATIONS.

Page-Hersey Iron & Tube Co., Limited

Makers of **Wrought Iron Pipe**

GUELPH, CANADA.

DAVID MAXWELL & SONS

ST. MARYS, ONT., CANADA.

Steel Frame Churn.

"Maxwell Favorite Churn" Lawn Mowers. High and Low Wheels, from 12 in. to 20 in. widths. Cold Rolled Steel Shafting, Crucible Steel Knives and Cutting Plate.

PATENTED FEATURES: Improved Steel Stand, Roller Bearings, and Foot and Hand Lever Drive, and Detachable Driving Link. Improved for season of 1904. Steel or Wood Frame as desired.

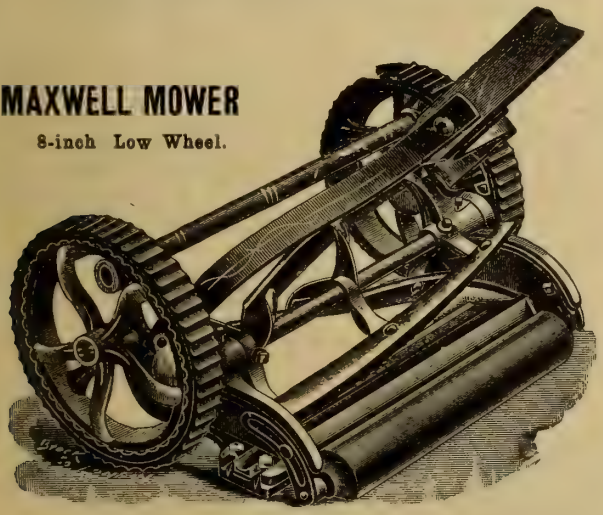
If your Wholesale House does not offer you these articles

SEND DIRECT TO US.

Wheelbarrows. In Four Different Sizes.

MAXWELL MOWER

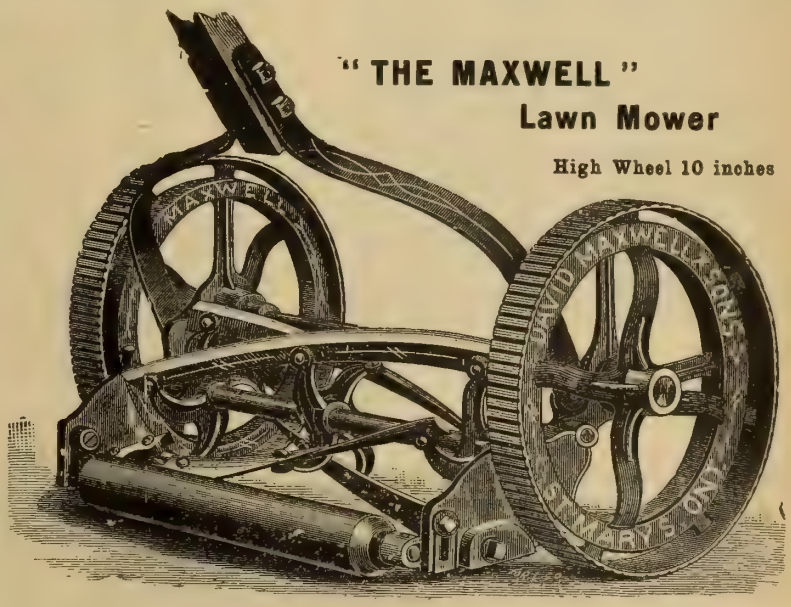
8-inch Low Wheel.



"THE MAXWELL"

Lawn Mower

High Wheel 10 inches



IRON

Bars in Flats, Rounds, Squares, Ovals, Half-Ovals, Half-Rounds and Bands. Also Wrought Washers.

GOOD QUALITY. PROMPT SHIPMENT.

London Rolling Mill Co.
Limited,
LONDON, CANADA.

STEEL

Come Out OF THE DARK!

Bring your "ads" with you.

ILLUSTRATE!!

By doing so you illumine and release from obscurity many a cheerless "type ad" that is suffering for the want of a little pictorial light.

We furnish the kind of pictures that give to your "ads" a bright and smiling countenance. *A cheerful face gains favor every time.*

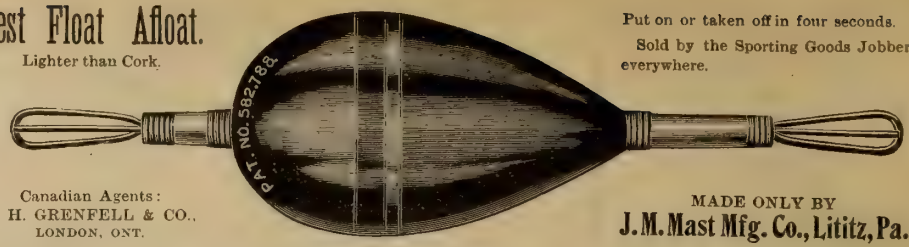
Estimates on all and every style of design cordially furnished.

ART DEPARTMENT
MacLEAN PUBLISHING CO.
LIMITED
Montreal. Toronto. Winnipeg.

GRANT

Best Float Afloat.

Lighter than Cork.



Put on or taken off in four seconds.

Sold by the Sporting Goods Jobber everywhere.

Canadian Agents:
E. H. GRENFELL & CO.,
LONDON, ONT.

MADE ONLY BY
J. M. Mast Mfg. Co., Lititz, Pa.

H. & R. SINGLE GUN AUTOMATIC AND NON-EJECTING

12, 16 and 20 Guage.
Steel and Twist Barrels
Superior in Design, Workmanship and Finish, and the most popular Gun on the Market.

Simplest "Take Down" Gun Made

HARRINGTON & RICHARDSON ARMS CO.
Also makers of H. & R. Revolvers.
Catalog on request. Worcester, Mass., U.S.A.

Sells Itself on Sight.

The Hamilton "Take-Down" 22 caliber Rifle does precisely this as the result of its beauty of design, finish and surprisingly small cost, viz: **$2.50.** To this beauty it adds strong, accurate shooting, plus absolute simplicity and safety. We issue a concise little folder, quickly read, but not soon forgotten, which is very likely to make the "live merchant wonder if"—that's what we built it for. Shall we mail you a copy of it? We have a notion it would make YOU "wonder if."

The HAMILTON RIFLE CO.,
Box No. 71. PLYMOUTH, MICH.

C.H. HENKELS PHILA.

CELEBRATED HEINISCH SHEARS

Tailors' Shears,
Trimmers' Shears,
Tinners' Snips, etc.

ACKNOWLEDGED THE BEST.

R. HEINISCH'S SONS CO.

NEW YORK OFFICE, 155 Chambers St
NEWARK, N.J., U.S.A.

BUY THEM NOW.

IVER JOHNSON

SINGLE TRIGGER, SEMI-HAMMERLESS, TOP SNAP and CHAMPION GUNS.

STEVENS' HAMMERLESS GUN.

Stevens'

HAMMERLESS GUNS.

BEST GOODS RIGHT PRICES

E. F. WALTER & CO., 166 and 168 McGill St., **Montreal**

THE LION BRAND.

Waterproof Clothing

FISHERMEN'S TEAMSTERS'

Best Goods. Right Prices.

Branch Agencies: W. LOUIS HALDIMAND, Jr., 36 St. Dizier Street, MONTREAL, QUE.,

CHAS. THOMPSON, 430 Cordova St., VANCOUVER, B.C.

The Guelph Waterproof Clothing Co., Guelph, Ontario.

WORTH KNOWING

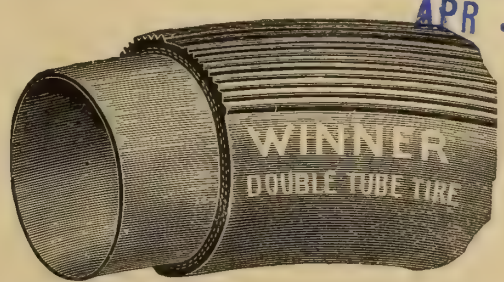
The time is near when you will have enquiries for tires that are Low in price and wear long.

RETURNED APR -8 1904

THE "WINNER" TIRE

RETURNED APR -8 1904

Cut Book 17 Page 77 Ans.



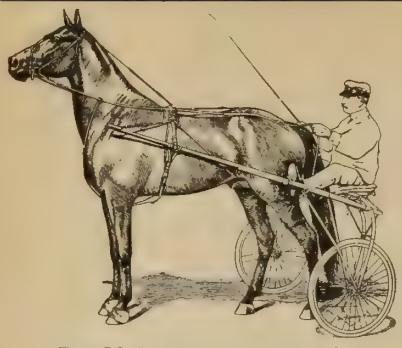
fills the bill exactly. Don't be caught without them as the demand is growing and they fit in with "Comfort" Lines of Accessories. Write for prices.

ACCESSORIES DEPARTMENT

The Canada Cycle & Motor Co., Limited

BRANCHES—Winnipeg, Man. Vancouver, B.C.

TORONTO JUNCTION



DAN PATCH 1:56¼
FASTEST HARNESS HORSE in the WORLD

DAN PATCH IN 1904

"An exchange, referring to the recent records established by Dan Patch at Macon, Ga., exclaims: 'Is there anything else?' Yes, there is something else due to happen if Dan Patch winters well and trains sound another year. If this great son of Joe Patchen is properly paced next season he will step a mile in 1:53 or better. This is just as certain to happen as the sun is to rise to-morrow morning. But he must have some such man as Scott Hudson driving the galloper, and the runner that makes pace for him must possess extreme speed. Give Dan Patch a good day and track, a runner capable of drawing a bike a mile in 1:50 if necessary, and let the latter be driven by someone belonging to the "A" class, and something will certainly happen. A mile in 1:50 is not beyond the speed limit of the champion pacer."—

From---WESTERN HORSEMAN, Indianapolis, Ind., Dec. 18, 1903.

DAN PATCH may win you $250

One of a set of colored lithographs, 32 in. x 22 in., which we give our dealers.

We are offering a Cash Prize of $250, open to any dealer who buys a $50 order on a Dan Patch Lithograph offer, and who guesses before Aug. 10, 1904, the fastest time Dan will make on a mile track during 1904.

RETURNED
APR 11 1904

YOU CAN SELL

Write for full particulars of the Dan Patch offer:

INTERNATIONAL STOCK FOOD.
INTERNATIONAL POULTRY FOOD.
INTERNATIONAL HEAVE CURE.
INTERNATIONAL WORM POWDER.
INTERNATIONAL HOOF OINTMENT.
INTERNATIONAL GALL CURE.
INTERNATIONAL HARNESS SOAP.
INTERNATIONAL PHENO CHLORO.
INTERNATIONAL QUICK CLEANER.
INTERNATIONAL COMPOUND ABSORBENT.
INTERNATIONAL HEALING OIL.

"Put these goods on your shelves and our advertising will take them off."

INTERNATIONAL STOCK FOOD CO.

Largest Stock Food Factories in the World.

TORONTO and MINNEAPOLIS.

Capital Paid In $2,000,000.

THE SUCCESSFUL BUSINESS MAN.

The man who makes the greatest success in this world is the man who is willing to take the initiative, climb out of the old rut and avail himself of every opportunity which offers a chance for advancement. The up-to-date businessman is constantly on the look out for a chance to increase his profit.

Where a man has only a limited number of people from whom he can draw his trade, he must constantly be watching for an opportunity to increase the variety of his stock in order to obtain additional business. It is reasonable to suppose that if he can build up a large trade on some new and profitable line of goods, he will increase his net earnings just that much. You are in business to make money and have probably been looking for something of this kind for years, and to save you the trouble of looking farther the International Stock Food Company have placed their advertisement where it is most likely to catch your eye.

The International Stock Food Company has found by experience that the hardware men are in perhaps a better position than any one else to handle its goods to an advantage, and therefore, are making them a very liberal offer and terms to induce them to push the International line.

Mr. O. M. Hodson, of Bolton, has made a wonderful success in the hardware business, and the interview with him published in this issue, tells what he thinks of International Stock Food. He says they do not put out an unsaleable line, and he is right. They manufacture only the kind of goods that are in general use by stockmen and farmers all over Canada, and no dealer who has any connection with this class in his locality will have the slightest difficulty in disposing of a large amount of the International Stock Food Company's preparations every year. Of course, it takes advertising to make a specialty line of this kind sell readily, but that is just the reason you should handle International. You read their ads. in this paper, and your customers read them in their agricultural journals of general circulation. Most of their advertising is done in papers of this class, so that the dealer reaps the direct result, which is, a heavy demand for the goods.

The International Stock Food Company does not desire to load you up with unsaleable goods, for they would find it a bad ad. and they are not looking for ads. of that kind. They want their dealers to feel that they are working with them in order to rapidly increase sales.

If you are looking for an opportunity of increasing your business, it will pay you to drop a card to the International Stock Food Company, requesting a copy of their catalogue or stock book and special offer to hardwaremen.

CANADIAN CORDAGE & MFG. CO., Limited.

BINDER TWINE.

"ROYAL" MANILA, 650 ft. to the pound.
"ROYAL" MANILA, 600 ft. to the pound.
"ROYAL" MANILA, 550 ft. to the poun..
"ROYAL" MANILA, 500 ft. to the pound.
STANDARD, - 500 ft. to the pound.
SISAL, - - 500 ft. to the pound.

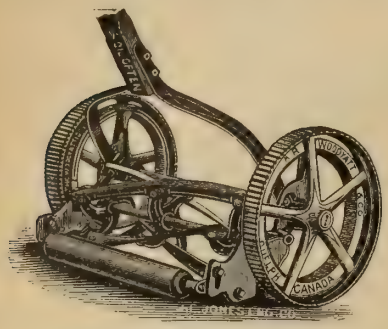
Our " ROYAL " Brand of Binder Twine is manufactured of the finest raw material that can be obtained, and with the utmost care. For length and strength we have no competitors. Our Twine is manufactured with the latest machinery, and dealers desiring to have exclusive agencies should apply at once. Will name lowest prices, or will enter contracts without price named until The International Harvester Co. announces prices.

Wire, Write or 'Phone.

CANADIAN CORDAGE & MFG. CO., Limited

Peterborough, Ont.

LAWN MOWER FACTS



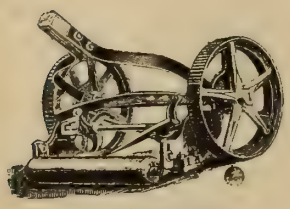
THE "WOODYATT"

We emphasize two lines this week—two lines that are very worthy mowers in their respective classes:

The "Woodyatt" Lawn Mower—

Sizes: 12-in., 14-in., 16 in., 18-in., 20-in.

Tool-steel knives, oil tempered.
Bearings are extra long and adjustable.
Best quality material used throughout its construction.
Four knife cylinder. 10½-inch drive wheels
Made with grass box attachment.



THE" STAR"

The "Star" Lawn Mower—

Sizes: 12-in., 14-in., 16-in.

Cast steel knives, oil tempered.
Adjustable half-box bearings on cylinder shaft.
Adjustable bottom knife.
Wood rollers of hard maple.
Three-knife cylinder. 9-inch drive wheel.

The question of repairs should be considered when making up your mind as to whose lawn mowers you will stock. From every point of view you should decide to handle Taylor-Forbes' Mowers. **Send for Lawn Mower Catalogue "B."**

The Taylor-Forbes Co., Limited, Guelph, Ont.

Montreal Branch—9 De Bresoles St.

NOTE:—Trade supplied through wholesale.

Maple Syrup Supplies

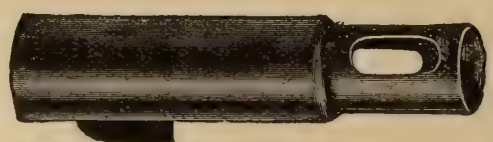
SYRUP CANS

Round or Square. Plain or Decorated.
¼, ½ and 1 gallon sizes.
Wine or Imperial Measure.

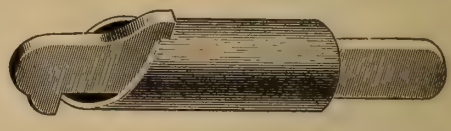
SAP BUCKETS

Straight and Flaring Patterns, 5 sizes.
Made so as to nest closely for shipping and storing purposes.
Covers supplied for Straight Pattern if required.

SAP SPOUTS.



Maple Leaf Pattern, Bronze Steel, ⅛-in. hole.



E. T. Pattern, Retinned Steel, ⅜-in. hole.

A FULL STOCK CARRIED IN ALL LINES. **ORDERS SHIPPED PROMPTLY.**

KEMP MANUFACTURING CO., TORONTO, CANADA.

The Making of a Hardware Merchant.

FRESH from the farm and eager to get a foothold on the ladder of experience, ambitious to start right and confident of the future, a young lad, Oscar M. Hodson, applied for work to the late J. H. Moore, of Bowman & Moore, Hamilton.

So eager, in fact, was he to begin that he readily agreed to work three months without wages, his salary after than period to depend on his work during the interval.

Three weeks or so after his start Mr. Moore called the young beginner to him. "I have come to the conclusion," said he, "that I am not doing the right thing by you, so after this I am going to give you $3 per week."

The lad was as pleased as he was astonished. He was, moreover, encouraged to even greater efforts than had from the first characterized his work. When not busy at some duty set him he spent his time getting better acquainted with the store, the stock-in-trade and the methods of doing business. When the shop was closed for the evening he was generally to be seen briskly walking to his boarding house, a catalogue or two under his arm.

"Well, you see," he explained when a friend commented on this habit, at a later period of his life, "I was away from home and had few friends to visit; in fact, there was nothing else I was as much interested in as in my work."

Such industry and devotion won their inevitable reward. Before he had been in the store two months his salary was raised to $4, within six months the duty of opening the store in the morning was assigned to him, a duty of considerable responsibility.

"Now, remember," said Mr. Moore, when handing him the keys of the store, "you are the first person who has had this work to do before being in the store three years. I shall expect you to report to me if anyone takes anything away without paying for it."

"I'll certainly tell you," came the characteristic response, "I would not let anyone take my own stuff away without paying me. And as long as you are not here I'll see that no one does what they wouldn't do if you were here."

Several more duties were added within the year and when his second year of service began it found him enjoying the complete confidence of his employer and a salary of $8 per week, a good start for such a young lad, especially in view of the fact that he had never asked for an advance.

When he had been with the firm three years Mr. Moore found it necessary to take a trip to California for his health.

"Now, Oscar," he said, a few days before his departure, "I want you to keep a watchful eye on the business. John ——— is senior to you, but I want you to know that while I cannot put you over him I recognize that you know the costs better than he does and I want you to keep him from getting wrong, especially on contract work."

OSCAR M. HODSON.

This experience proved a most valuable one and gave the young man a wider recognition in the trade. In a short time he was offered a responsible position with Henry & Hambley, Drayton, Ont., and on the dissolution of that firm was taken into partnership by Mr. Hambley under the style of Hambley & Hodson, the new firm opening a store in Thamesville, Ont.

The climate at Thamesville, however, was too damp for Mr. Hodson's health and he was compelled to quit business and spend the Summer of 1896 in the "Old Country."

On returning to Canada Mr. Hodson started in the hardware business in Bolton, Ont. The business was a small one, but under his vigorous and progressive care it was speedily rejuvenated. The improvements have been steadily, persistently carried on until now Mr. Hodson's store is referred to by many travellers as a model hardware stand for a town or village.

The premises consist of a store, a tinshop, a storehouse and a private office, the last mentioned being used in the evening and when any matter of particularly private nature comes up. In the store is a cash office, from which radiate to various parts of the store the time-saving mechanism of the cash carrier, the bookkeeper also having charge of the cash desk.

Cash and credit systems are both in vogue. To do a strictly cash business with the farming community around Bolton was found impracticable. In fact, with many of the best customers the only method of collection which proves satisfactory is "once-a-year settling up." Mr. Hodson is, nevertheless, making a departure this year which is expected to improve his relations with his customers. Once a month detailed statements will be sent out. Payment will not be insisted upon but it is believed that this will prevent misunderstanding with customers. It has been found that many customers do not remember exactly what they have purchased during a year, are surprised at the magnitude of their account and are inclined to think a mistake has been made. With the monthly account system this, Mr. Hodson expects, will be avoided.

Mr. Hodson has made a comprehensive study of the conditions under which he does business and has manifested shrewdness as well as aggressiveness in the shaping of his business. When he started in Bolton he found his constituency comparatively small, so he had to add to his stock-in-trade as many lines as would increase his net revenue. Care had to be taken, however, not to buy unsaleable lines.

The backbone of his business is general hardware, including shelf goods, tinware, stoves, metals, etc. Ever alert for something new that would probably interest the farmers and attract their trade Mr. Hodson has, after a careful examination of their merit, stocked many special lines. A recent experience of his will illustrate this feature of his business.

" I had heard a good deal about stock foods," he explained to the writer a few days ago, " then the International Stock Food Co. offered me a cutter and a sleigh if I bought a certain quantity of their goods. Well, I just hustled around till I found that those who had used this food though it O.K. and accepted their offer.

" I mentioned this to a traveller one day, and later he came back to me and said:

" ' Do you know what I hear about that stock food you bought?'

" ' No,' I replied.

" ' Well, they say you are stuck with the goods.'

" That made me mad and I talked straight to that traveller. I made it clear to him that I was not in business for the sake of any manufacturers, that I was not in the habit of being ' stuck ' with any man's goods. I took him around my store and asked him to show me some unsaleable lines. He couldn't. Then I showed him what a small amount of the food I had left. I expect to send in another order within a week."

The same thing has happened time and again. He has made a bold, aggressive stroke which other men in the same line might think foolhardy. But without exception the results have proven the soundness of his judgment.

Another business move which has strengthened Mr. Hodson's connection in his district was the purchase of the next store to his hardware premises and the starting of a furniture store, which he has since continued with good results, both as far as regards profits and prestige.

In addition to carrying a wide range of stock Mr. Hodson does a lot of contract work, including furnace work, roofing, eavetroughing, metallic ceiling and wall work, etc. A unique feature of his system is a plant for making furnaces, stoves, etc.

A comprehensive stock and a good reputation for contract and repair work undoubtedly contribue in a large measure to the success of a hardware business. But Mr. Hodson is also convinced that in order to build up his business in the most satisfactory way that much attention must be given to the appearance of the store, to the arrangement of stock to reduce the work of waiting on customers, and at the same time to make the most effective display of the various lines carried. Over six hundred oak shelf drawers were put in by a local builder; the Myers step-ladders run on trolley lines between the counter and the shelfing; the show cases have a flat top, made of heavy plate glass with bevelled edges. Everything thought of has been done to make the store as enticing to the buying public as possible.

Window dressing is another feature of business to which Mr. Hodson pays great attention. At the Christmas season his window display is the " talk of the countryside." He runs his window platform back about 24 feet. He has a fine specimen of a deer mounted. This he has harnessed and attached to an ancient cutter, in which sits a live " Santa Claus."

MR. HODSON'S STORE, BOLTON, ONT.

The representation of "St. Nicholas" is so alluring that people from miles around Bolton bring their children to see the sight. The excitement is sustained and even increased by the offer of a prize, a nice doll, to each little girl who will kiss " Santa Claus." As it takes more nerve than the average maiden of tender years possesses to kiss the shaggy, mysterious personage in the sleigh the number of dolls given away does not entail burdensome expense.

Such a display as this does not do its best work unless it attracts trade, so " Santa Claus " only stays for an hour at a time. After his departure the store is left full of people and for the rest of the evening the entire staff is kept as busy as possible attending to customers. This display has been made every season for some time and interest in it has been enhanced by each repetition. Last year's Christmas trade was, consequently the largest in the history of the store.

What has been the result of such methods, of such activity and aggressiveness? Mr. Hodson has increased the business at his stand to three times what it was seven years ago and has increased his capital in similar proportion. Yet a man's success cannot be fully measured by the growth of his business nor of his bank deposits. The respect in which a man is held in his community should ever be taken into account. The fact that he has been apointed police magistrate by the Ontario Government and that at the last municipal election he was nominated for the office of reeve, councillor and for the Board of Education, and was elected reeve by the record majority of the municipality, is sufficient evidence of the respect in which the subject of the above sketch is held by his townsmen.

D. .

VISITING CANADIAN TRADE.

Mr. Henry Stromberg, of the firm of Jaffe & Sons, Manchester, Eng., is now in Canada visiting the Canadian trade. This is Mr. Stromberg's first visit to Canada but his firm is already well known among the metal and hardware buyers of Canada through their representative, Mr. Alexander Gibb, of Montreal. Mr. Stromberg was in Montreal last week consulting with Mr. Gibb and meeting the trade of that city. He intends visiting Quebec and the West.

WIRE NAILS
TACKS
WIRE

Prompt Shipment

The ONTARIO TACK CO.
Limited
HAMILTON, ONT.

CATALOGUES, BOOKLETS, ETC.

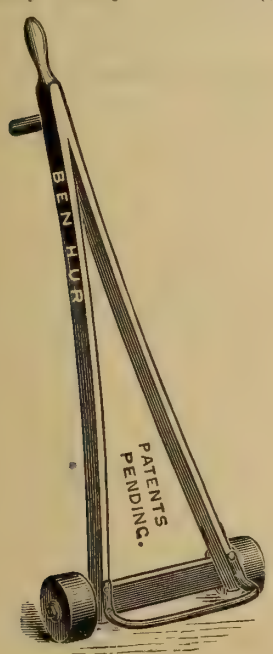
HARDWARE AND METAL would be pleased to review catalogues, booklets or other such publications issued by manufcturers or wholesale dealers selling to the hardware, plumbing, machinery or metal trades. Retailers desiring such publications may also have inserted a note to that effect. No charge will be made for these services.

WATERLOO MFG. CO., LTD.

The Waterloo Mfg. Co., Waterloo, Ont., and Winnipeg, have issued one of the most elaborate and effective hangers received this season by Hardware and Metal. In the centre of the hanger is a large lithograph of a threshing engine, below which is a view of an "Advance Champion" threshing machine. Above these is a cut showing the works of the company at Waterloo. Gilt ornamentation at the top, bottom and sides make the hanger exceptionally attractive as well as strong. Readers of Hardware and Metal interested in threshing goods are invited to write for one of these hangers.

THE BEN HUR MFG. CO.

The Ben Hur Manufacturing Co., Hamilton, are manufacturers of several specialties which should have a large sale in hardware stores. One of their lines is an exceptionally light truck, particularly handy for moving boxes,



bags, etc. It is made of tough rock elm, and is shipped one dozen in case, the total weight of the case being 100 lbs. This truck has already had a remarkable sale, particularly for export business, the total sales reaching over 11,400 trucks. It is for sale to farmers through the retail hardware trade. Readers of this paper desiring information re prices, etc., are requested to write direct to the Ben Hur Company, as it is sold so close that the business will have to be directly from manufacturer to retailer. Among the other lines sold are egg carriers, butter molds and roll paper cutters. All of these can be sold by the trade at attractive prices.

ENAMELOID

A HIGH GLOSS VARNISH PAINT FOR INSIDE USE ON WALLS, CEILINGS, AND WOODWORK. BETTER THAN WALL PAPER.

The Sherwin-Williams Enameloid is fast taking the place of the faded, soiled, and germ gathering wall paper.

Enameloid is cleaner, more healthful and more durable than wall paper. Its increasing use means a larger field for the progressive paint dealer—more business—more profits.

Enameloid has many advantages over wall paper—it is easily applied—stands any amount of soap and water—has a durable gloss—does not fade—is more beautiful than wall paper—does not retain dirt or disease germs and is more economical.

Enameloid is a paint that appeals directly to every healthful home. It is a specialty that every dealer should have on his shelves.

Enameloid is made in 18 durable and attractive colors and put up ready for the brush in convenient sized cans.

Send for price list and color cards.

THE SHERWIN-WILLIAMS CO.
PAINT AND VARNISH MAKERS.
Cleveland, Chicago, New York, Newark, Boston, Kansas City, San Francisco, Los Angeles, San Diego, Minneapolis, Montreal, Toronto, Winnipeg, London, Eng.

CANADIAN DIVISION: Headquarters and Paint and Varnish Factories: Montreal. Depots: Toronto and Winnipeg.
1152

YANKEE TOOLS.

North Bros. Manufacturing Co., Philadelphia, have issued their annual "Yankee Tools" catalogue. This firm's tools are too well recognized by the trade to make necessary more than this bare announcement. Hardwaremen who have not secured his booklet should send for it, as it is essential for reference.

ELECTRO SILVER PLATE.

The Toronto Silver Plate Co., Toronto offer to any of the trade who are considering the advisability of carrying silverware and to any who have not yet secured this publication their illustrated supplementary catalogue, No. 18. It is a large book, full of half-page engravings of silver sets and smaller engravings of individual pieces. The book is so attractively prepared and the illustrations give the designs of the goods in such excellent detail that in cases where a silverware stock is not carried the retailer might in some cases sell from the catalogue. This book should be in the possession of every hardwareman.

A HANGER WORTH HAVING.

What is perhaps the most artistic hanger ever given to the trade by any Canadian firm is now ready for distribution by H. R. Ives & Co., of Montreal. It is a picture of a young child rising in the morning from what is presumably one of this company's brass bedsteads. The sweet innocence of the child's face, the dishevelled hair, and disordered drapery, all unite to make a little artistic gem that is true to life. It is a sweet picture well worth having, and worthy of a place of honor in any office or home. It is a credit to the firm that issues it and to the engravers whose work it is. For 1904, Canadian firms have prepared calendars and hangers of a high order of merit, and it is no disparagement to the others to say that this is the gem of them all.

Business Changes

ONTARIO.

F. X. LAFRAMBOISE & Co., general merchants, South Indian, have assigned. Meeting of creditors 19th inst.

D. E. Friskin, blacksmith and carriage maker, Napanee, has sold out.

H. A. Setterington, general merchant, Olinda, has sold out to W. N. Ames.

A. Meehan, of A. Meehan & Son, general merchants, Pembroke, is dead.

J. L. Swartz, of J. L. Swartz & Son, pump manufacturers, Jerseyville, is dead.

A. Young & Sons, hardware merchants, Wingham, have sold out to T. Armstrong.

A meeting of creditors of W. C. Curtis, general merchant, Sombra, was announced for 16th inst.

A meeting of creditors of Sanderson & Mitchell, general merchants, Wroxeter, is announced for 22nd inst.

E. Beardsley, general merchant, Moorefield and Darnoch, has assigned to E. R. C. Clarkson, Toronto.

J. E. Hoffman, proprietor of a planing mill, and wagon maker, Dashwood, is advertising his planing mill for sale.

J. B. Martyn, grocer, hardware merchant and liveryman, Bowmanville, has sold his livery business to W. J. Knight.

QUEBEC.

M. Lauriot, saddler, Valleyfield, has been burnt out.

T. Drenette, manufacturer of safes, Montreal, is dead.

G. S. Walsh, general merchant, Stanbridge East, has sold out.

F. Fronette, manufacturer of stoves and safes, Montreal, has registered.

Dumont, Fontaine & Co., sawmillers, Gentilly, have gone out of business.

J. K. Milford, harnessmaker, Buckingham, is offering 15c. on the dollar.

H. A. Riopelle, general merchant, Ville Marie, has made an assignment.

The assets of C. Brault, general merchant, La Mocaza, are advertised to be sold.

J. McD. Hains has been appointed curator for the Kinetic Heat Co., of Canada, Montreal.

The assets of F. X. Braesard, general merchant, Amqui, were advertised to be sold 12th inst.

Contestation of the demand of assignment of E. David, contractor, Longueuil, has been filed.

P. P. Giguere, plumber, Quebec, has assigned, and G. Darveau has been appointed provisional guardian.

IVER JOHNSON
AUTOMATIC
REVOLVERS

THE DEFENDER OF A MILLION HOMES.

ABSOLUTELY SAFE,
ACCIDENTAL DISCHARGE IMPOSSIBLE.

SEND FOR BOTH FIREARMS AND CYCLE CATALOGUES.

Automatic Hammer.

IVER JOHNSON'S ARMS & CYCLE WORKS,
New York Office, 99 Chambers Street. FITCHBURG, MASS.

The assets of J. A. Lamarche, proprietor of planing mill, Montreal, are advertised to be sold 24th inst.

The V. & B. Sporting Goods Co., Quebec, has assigned and Lefaivre and Taschereau have been appointed provisional guardians.

J. Parent & Co., general merchants, Rimouski, have assigned; Lefaivre & Taschereau have been appointed provisional guardians.

The stock of McArthur & Co., dealers in paints, oils, etc., Montreal, has been damaged by fire and smoke; loss partially covered by insurance.

NEW BRUNSWICK.

J. L. Saunders, general merchant, Florenceville, is dead.

R. Young, general merchant and fish dealer, Caroquet, is dead.

The Enterprise Foundry Co., stove manufacturers, Sackville, have increased their capital to $100,000.

MANITOBA AND N.W.T.

Williamson Bros., hardware merchants, Fairfax, have gone out of business.

The Moose Mountain Lumber & Hardware Co., Arcola, are opening a branch at New Hope.

The premises of J. L. Stewart, general merchant, Prince Albert, have been damaged by fire.

C. T. Grant & Co., coal and wood dealers, Winnipeg, have been succeeded by J. J. McColm.

L. Burgess, of Burgess & Stewart, manufacturers of cement and blocks, Saskatoon, is dead.

C. H. Anderson, harnessmaker, etc., Saltoun, has been succeeded in business by Anderson & Auld.

BRITISH COLUMBIA.

G. W. McBride has been appointed permanent receiver for Byers & Co., hardware merchants, Nelson.

H. Waller, of Waller & Partridge, general merchants, Cumberland, is contemplating the sale of his firm interest to R. Napier.

McLennan, McFeely & Co., hardware merchants, Dawson, have registered their agreement to sell their 1st and 4th avenue business to R. Hildebrand for $40.000.

The business of B. Wilson & Co., commission merchants, etc., Victoria, has been taken over by the B. C. Cold Storage Company.

The chattel mortgagee of G. B. Batho & Co., general merchants, Ferguson, is in possession of their premises. Their assignment is reported.

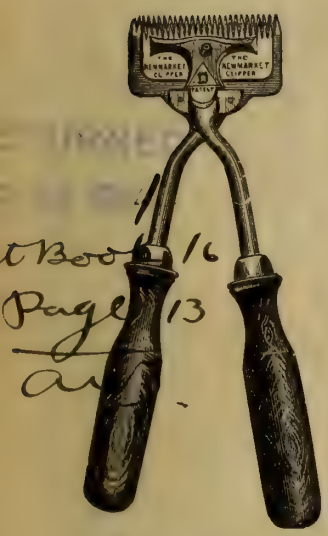
H. S. HOWLAND, SONS & CO., LIMITED

WHOLESALE ONLY

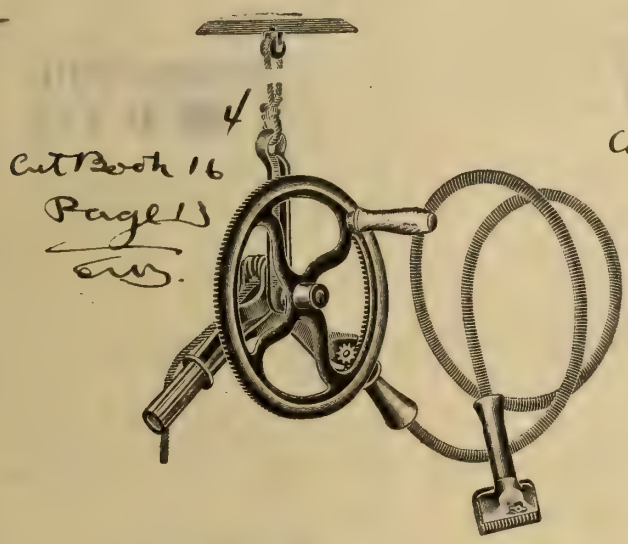
37-39 West Front Street, **Toronto.**

WHOLESALE ONLY

HORSE CLIPPERS

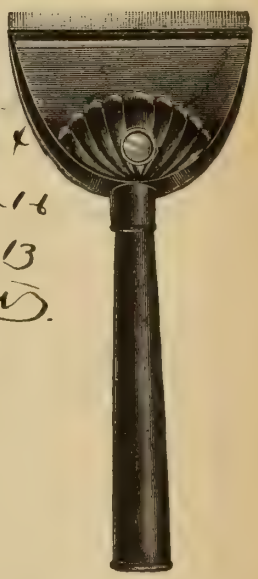


Hand Clippers



THE "20TH CENTURY" HORSE CLIPPER

Packed **One** in a box, 14 x 14 x 3 in.

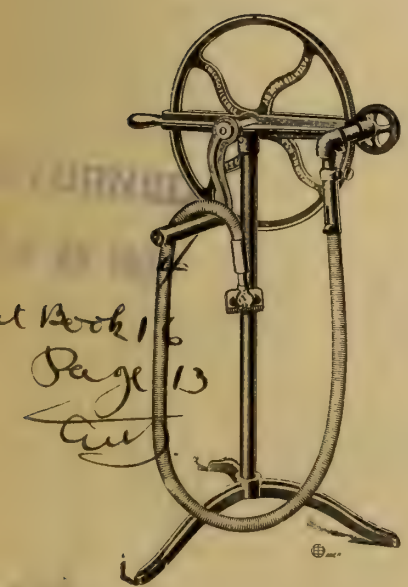


Singers

THE NEW "CHICAGO" HORSE CLIPPING MACHINE.

—1902—

No belts to slip. Positive power. It has a rigid base, tubular upright, and a fine strong crank handle.



All Gearing cut from Solid Metal (not cast).

Howard's Patent Knife

FOR OTHER SINGERS AND CLIPPERS SEE OUR HARDWARE CATALOGUE

H. S. HOWLAND, SONS & CO. LIMITED, Toronto.

OUR prices are right

GRAHAM NAILS ARE THE BEST.

Factory: Dufferin Street, Toronto

WE ship promptly

Announcement.

The Dodge Manufacturing Co. of Toronto, Limited, beg to announce to their many friends and customers in Eastern Canada, that they have opened up a

MONTREAL BRANCH

for the more ready distribution of their Standard Lines of Transmission Machinery in the East.

Mail Orders, Telephone Orders, and Wire Orders

ADDRESSED TO

Dodge Manufacturing Co.

419 St. James St.,

'Phones, Main 2412. " 2442.

MONTREAL, QUE.

Will receive our usual prompt attention.

By using our Cuts You will Increase The Value of your Ad 100%

LEGG BROS. ENGRAVING CO.

5 JORDAN ST. TORONTO.

TRUCKS For Warehouse, Railroad and Hotel Use.

Furnished with Rubber Tires if desired.

Built to Stand Hard Usage.

WE CARRY A COMPLETE STOCK OF ALL STYLES AND SIZES.

A Fairbanks Truck serves you right.

Send for Catalogue.

THE FAIRBANKS COMPANY

MONTREAL. TORONTO. WINNIPEG. VANCOUVER.

RETURNED
AUG 4 1904

MACHINERY

THE MACHINERY MARKET.

Quebec.

Office of HARDWARE AND METAL.
232 McGill Street.
Montreal, February 18, 1904.

THERE has been a marked improvement in the general conditions of the Montreal machinery market since our last report. Nearly all the leading houses report a very gratifying improvement both in actual business and in the number of inquiries received. Whether or not this will be a permanent improvement, it would be dangerous to predict. Machinery businesss is always an uncertain quantity and its volume is apt to vary. It seems certain, however, that as yet this year 1904 has failed to bring the volume of business which was expected. Inquiries have been plentiful but they have not resulted in business as often as might have been expected. One or two houses have been disposed to take a gloomy view of the situation and even to talk of reducing their staff. This pessimistic feeling has not been general and in most quarters there is a renewed feeling of confidence as the result of the improved business of the last week.

Rumors are still current on the street of the difficulties and embarrassments of the American Locomotive and Machine Company. Some reductions in their staff have occasioned renewed apprehension, but the company have been able to make considerable purchases of machinery quite recently and it is evident that a good number of Montreal machinery and business men have confidence that the present difficulties are only temporary. The embarrassments of this company have been the result of a lack of capital sufficient for an enterprise so ambitious. The plant is one of the best on the continent and there is no doubt that in this era of railway expansion in Canada there will be a continued demand for locomotives. Some reorganization may be necessary to place the affairs of the company on a sound financial basis, but in view of the substantial nature of the enterprise this should not be impossible.

The general improvement referred to has been shown in almost all lines of machinery, but it has perhaps been most marked in engines and boilers. Nearly every machinery house in Montreal interviewed by Hardware and Metal told of sales of one, two or three or more engines and boilers since the first of the week. In this line the sales this week are much in excess of any previous week in 1904.

In machine tools there is a feeling of greater confidence. A few rather small sales were made within the last ten days, but larger ones are now confidently expected. One machinery agent in Montreal is enlarging his present quarters in order to carry in stock a greater assortment of machine tools. These are usually wanted for immediate delivery. Sales are often lost because local agents can not undertake to make immediate delivery.

Buyers are interested now in wood-working machinery and the indications point to some goood business. A local machinery man says that he expects some good business as soon as the trains commence to run on something like schedule time and his customers come to town. He finds that buyers of wood-working machinery prefer coming to Montreal to buying from travellers.

In power transmission machinery there has been a satisfactory movement, and some inquiry which should lead to business later on.

To sum up, there has been a gratifying improvement in this week's business as compared with last, and there is now a pronounced feeling of confidence as to the immediate future.

Ontario.

Office of HARDWARE AND METAL,
10 Front Street E.
Toronto, February 19, 1904.

Conditions prevailing on the machinery market this week are somewhat brighter than for two weeks back. Of course on account of the continuation of the snow blockade there has been no machinery of any account shipped this week, buyers requesting that their orders be held over for shipment until the state of the roads has improved. The noticeable feature of the market this week is the increased number of enquiries for machinery of nearly all kinds. One firm report having received several inquiries for wood-working machinery. Very litttle has been done in this line for some weetks, so that present indications are somewhat brighter than for three weeks.

The demand for engines and boilers still continues very good, and this week there has even been an increase in enquiries over previous weeks. Throughout the whole month of January and so far in February there has been a good, steady demand for that class of machinery, and from the increased number of enquiries this week there will be numerous orders placed during the coming weeks.

For machine tools and for iron-working machinery in general there has been a good demand, the market being considerably more active than it was last week. There have been quite a few enquiries received, which point to good orders at some time.

There seems to be no change in the market for electrical machinery. As was noted last issue enquiries are coming in well, but not much actual business is being transacted. Manufacturers state that market conditions are bright for future placing of orders.

Gas and gasolene engines continue to have a fair demand, and enquiries are promising.

AN AUTHORITATIVE STATEMENT.

Editor Hardware and Metal: Rylands Agency and Mr. Gibb's letter on page 44 of your issue December 26, 1903. We have put this matter before Messrs. Rylands Bros., Limited, and their reply is: "It would appear that Mr. Gibb is under some slight misunderstanding in this matter and we have written to him fully on the subject."

JOHN SHAW & SONS WOLVERHAMPTON LIMITED.
Wolverhampton, Jan. 16, 1904.

Patents Granted in Canada.

An authoritative report of patents granted by the Canadian Patent Office for recipes and devises of interest to HARDWARE AND METAL readers.

Brazing Compound.

GRANTED M. L. Hersey, Montreal. Claims : 1—A soldering compound for cast iron comprising a mixture of finely divided metal, or metals, containing oxygen compounds thereof, and a flux consisting of borax, water glass, and dry carbonate of soda, substantially as and for the purpose set forth.

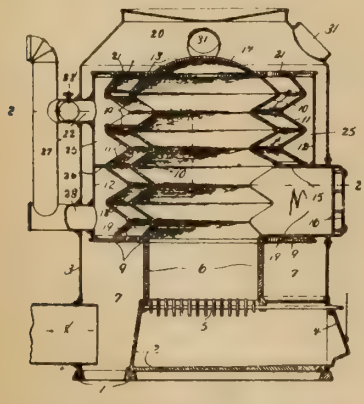
2. A soldering compound comprising a mixture of finely divided metal or metals containing oxygen compounds thereof, and a flux consisting of borax, water glass, and an alkali carbonate, substantially as and for the purpose set forth.

3. The method of preparing a soldering compound consists in mixing finely divided metal, sub-oxide of copper and pulverized glass borax, then mixing this compound with an alkali carbonate and water glass.

4. The method of preparing a soldering compound consists in mixing about 70 parts of finely divided metal, such as iron filings, about 15 parts of sub-oxide of copper, and about 15 parts of pulverized glass borax, then mixing about 40 parts of this compound with about 10 parts of an alkali carbonate, such as dry carbonate of soda, or an alkali hydrate, and about 40 parts of water glass as set forth.

Hot-Air Furnaces.

Granted Hiram Tuttle, Jr., Manlius, N. Y. Claim : 1. In a hot air furnace, the combination with an ash box having a grate opening in its upper wall, a grate, a fire pot resting upon and rising from the upper wall of the ash box,



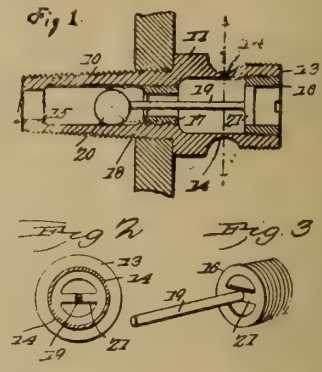
a lower deck mounted upon and surrounding the upper end of the fire pot and projecting laterally therefrom, an inner end resting upon and rising from the deck over the fire pot, the upper end being closed and its side walls being corrugated vertically, a second drum surrounding the former drum and of greater diameter to form an air space between the drums at the outside of the fire box, an additional drum surrounding the second drum and of greater diameter than the latter to form a smoke chamber, an upper deck connecting the upper ends of said drums and forming the end wall of the inner drum, a fuel conduit in the front walls of the drums, and a smoke outlet conduit leading from the interior of the inner drum through the second drum.

2. In a hot air furnace, an outer shell or jacket having an air inlet in its base and distributing chamber in its upper end, a fire pot centrally within the shell, a lower deck resting upon and surrounding the upper end of the fire pot and projecting laterally therefrom, said deck having an air passage communicating with the space surrounding the fire pot, inner and outer drums resting on the deck at opposite sides of the air passage and having their side walls corrugated vertically and separated from each other to form an air space, a smoke conduit connecting the side walls across the air space, an additional drum surrounding the former drums and resting on said deck to form a smoke chamber, said additional drum having lower and upper smoke outlets, a baffle plate between the outlets, and an upper deck covering the upper ends of the inner drum and smoke chamber and having an air passage connecting the air space between the corrugated drums with the distributing chamber.

3. In combination with a fire pot, a lower deck resting on the fire pot and having an air passage communicating with the space surrounding said fire pot, an inner drum resting upon and rising from the deck at the inside of the air passage and having vertically corrugated side walls, a second drum resting upon and rising from the deck at the outside of said passage, a third drum rising from the deck and surrounding the second drum, an upper deck mounted upon the upper ends of said drums and closing the upper end of the inner drum and also the space between the second and third drums and having an air passage leading from the space between the first and second drums, a fuel inlet conduit, and a smoke outlet conduit leading to and from the interior of the inner drum.

Steam Generator and Safety Nipple.

Granted F. A. Colwell, Oakesdale, Washington. Claim : 1. A safety device for steam boilers and the like, consisting of a plug adapted for insertion through the boiler shell and having a weakening channel exteriorly of the boiler, a bushing within said plug, between its inner end and said channel and having an inwardly facing valve seat, a valve adapted for seating upon said valve seat, and a bushing within said plug between its outer end and said channel and carrying a stem adapted to normally maintain said valve unseated.



2. A safety nipple, consisting of a plug adapted for insertion through the boiler shell and having a weakened portion disposed exteriorly of the boiler, a valve seat formed within said plug in the portion thereof disposed within the boiler, a valve adapted for seating thereupon, a bushing within said plug between its outer end and said weakened portion and carrying a stem adapted to engage and maintain said valve normally unseated.

Rather Fast.

It is not long since the thought of travelling a mile a minute made people shudder. Quite recently German engineers have attained a speed, with electric locomotives, two and a half times as fast as that, or one hundred and fifty miles an hour. To accomplish this the rails and road-bed had to be strengthened again and again, to withstand the strain and vibration that obtain at such speed. Think of travelling from Toronto to Montreal in two hours and a half. Yet this is all the time necessary to cover the distance at that velocity. Such a condition of affairs is not only practicable but highly possible, and who dares prophesy what the next generation may see in that direction. In accomplishing such a feat it was not only the high state of the electrical engineering art that made it possible, but as well the great progress that has been made in the iron and steel industries.

Some people raise money by raising cheques, then the drawer of the cheque raises Cain, because he has to stand the loss, whereas the simple precaution of using

A Canada Cheque Protector

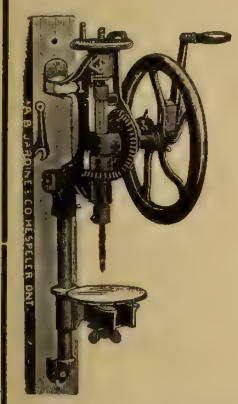
would prevent alterations of a cheque and protect it from being changed to a larger amount.

Made in Canada, for Canadians, the price is reasonable, $10. and the Patantees and Manufacturers are the

Hamilton Stamp & Stencil Works,

HAMILTON, ONT.

Study your own interests and get one.



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Blacksmiths' Hand Drills.

The very best.

A. B. JARDINE & CO.

HESPELER, ONT.

MADE IN CANADA

Stitched Cotton Duck Belting

Superior to all others.

FOR

Agricultural Machines, Elevators, Pulp and Paper Mills, Cotton, Woollen, Cement and Saw Mills, Machine Shops and Electric Powers.

MANUFACTURED BY

DOMINION BELTING COMPANY

Limited

HAMILTON, CANADA.

USE OUR

"MAPLE LEAF BELT DRESSING"

The Hamilton Steel & Iron Company

LIMITED

HAMILTON, - CANADA.

OPEN HEARTH

STEEL CASTINGS

OF ANY WEIGHT.

"Say, Friend,"

your aim should be to start up for yourself.

Why Work

from morn till night for somebody else instead of pushing a business for yourself and thus reap the full profit of your labor ?

We Will

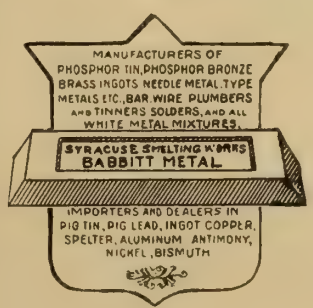
start men of ability and good character in every County in the Dominion.

WRITE FOR PARTICULARS TO

The Empire Machine and Metal Stamping Co.

Limited

1012 Yonge St. - TORONTO,



A Good Babbitt Metal

MANGANESE

Anti-Friction Metal

Answers every purpose where a Genuine Bearing Metal is used.

Its specific gravity is about equal to that of the genuine, and it costs 50% less.

Every pound guaranteed.

Syracuse Smelting Works,

Montreal,
New York,
Seattle.

ASK YOUR DEALER FOR IT

The Pediail.

ONE of the most remarkable machines of recent times is the pediail, which, according to Professor Hele-Shaw, of Liverpool, promises a revolution in mechanical locomotion.

It is intended for overland travel, and the bearing surfaces on the road are large pneumatic feet instead of wheels. Instead having a permanent rail carried for the whole of its length upon sleepers, and wheels, running upon this rail, the process is invented. The feet or sleepers are placed upon the ground, but instead of the rails being carried upon the feet, the latter support wheels, which act as bearers for a short length of rail attached to the moving carriage. The pediail consists of two parts. One is a railway fastened to the axle box, without revolution; and the other a kind of circular box carrying spokes, rollers and feet, in such a manner that the rollers and feet are placed on the ground, and the rail runs on them. The machine is described as half traction engine and half elephant. It will climb the steepest hills, and walk over large stones and other obstacles. It passes over ruts and soft ground with the greatest ease and without damage. Moreover, it is believed that this wonderful machine is the forerunner of a new type of road making apparatus, for in passing over the road the action of stamping improves it greatly instead of injuring it as does the ordinary traction engine.

A Misleading Report.

Editor Hardware and Metal:

Please note that your reference on page 21 in issue of February 13th, Hardware and Metal, which reads as follows, "The Dodge Wood Split Pully Co. have been doing a good business through their Montreal agents, Laurie Engine Co." is distinctly misleading, and an error from start to finish. There is no such concern as the Dodge Wood Split Pulley Co. and Laurie Engine Co. are not the agents of Dodge Mfg. Co. and it so happens certain conditions exist which make this statement altogether misleading, and has a tendency to do us an injustice. We consider it would be quite in order for you to correct this, as our advertisement on page 20 of the same issue should make this perfectly clear to you.

DODGE MANUFACTURING CO. OF TORONTO.

Toronto, Feb. 15, 1904.

Machinery and Electrical Notes.

The New York underground railway will be equipped with all-steel cars.

Owing to lack of fuel the Wiarton, Ont., electric lighting plant has shut down.

C. F. Jackson & Co. are to build the dry dock at Burrard Inlet, B.C., which is to be large enough to accommodate vessels of 100,000 tons.

Alfred Rubra, of the Machinery Exchange, Montreal, is extending his present quarters in order to carry a more extensive line of machine tools.

The main building of the new concentrator of the Rossland Power Co., Rossland, B.C., has been completed and the work of installing machinery is progressing rapidly.

Robert Hastey, chairman of the Fire and Light Committee, Ottawa, is calling for tenders for the supply of electric power for street lighting. Tenders will be received until March 14, 1904.

G. H. Linton, manager of the Bowmanville Foundry Co., Bowmanville Ont., thinks the tariff should be revised, several important changes being made that would be beneficial to foundry manufacturers.

The Laurie Engine Company, Montreal, report the sale of a large amount of piping for the Winnipeg Street Railway. The Winnipeg Street Railway have cancelled their order for a 3,000 foot condenser and are taking a 5,000 foot condenser from the Laurie Engine Company.

R. R. Jameson, general superintendent of the Western Division of the C. P.R., says that as soon as the weather permits the erection of the new heavy repair shops at Calgary will be commenced. Two new branch lines are also projected, one of these will run east from Wetaskawin, and the other will extend to Lacombe.

The J. M. Ross, Sons & Co., Limited, Brampton, Ont., have been incorporated with a capital of $99,000, to manufacture and sell stationary engines, portable and traction engines, threshing machines with all attachments, saw mill and other machinery. The directors are: J. M. Ross, A. H. Ross, F. J. Ross, E. L. Ross, and M. Ross, all of Brampton.

The Ontario Wind Engine and Pump Co., Limited have just received enquiry from a Government farm in one of the islands of the West Indies for one of their Canadian Airmotors. It is interesting to know that this firm's goods are in demand in so many portions of the globe. Their home trade is increasing so rapidly that their capacity is taxed to the utmost.

The Canadian Westinghouse Co., Limited, is about to open a branch office and warehouse in Vancouver for the trade of this province. Mr. H. D. Bayne, of Montreal, one of the officials of the company, is arranging for opening the business here, securing premises, etc. Mr. Scribner, of the Seattle office of the Westinghouse Co., well known to the trade in this province, is to be in charge of the British Columbia branch.

A. C. Thompson, of the Thompson Foundry Company, Sydney, C.B., says that as a manufacturer he is in favor of a revising of the tariff in favor of higher protective duties. He thinks that bounties and bonuses to Canadian industries should be done away with, and that they should be encouraged by means of protective tariff. He says: "We are at present manufacturing on too small a scale to compete without assistance with the larger manufacturing interests of the United States, to whom whenever there is a depression at home, Canada affords a dumping ground for their surplus goods. I know of Canadian manufacturing concerns having been compelled to drop their prices 20 per cent. to meet this competition."

The C.P.R. Co. is looking into the advisability of consolidating their electric lighting plants in Vanvouser. At present the big central depot, the Vancouver Hotel and opera house and the shops and local yards are each lighted by separate steam plants. Mr. C. H. Hines, chief electricial engineer for the C.P.R., who has paid several visits to the city in the past few months, is authority for the statement that it was possible a consolidated plant will be put in and power secured from the Vancouver Power Co. instead of from a seam plant. In case a steam plant is installed it will be at the C.P.R. shops and feed wires will be carried along the right of way to the C.P.R. depot. Mr. Hines, while on the coast is looking after the plans for lighting the new C.P.R. hotel which is to be erected in the city of Victoria, as soon as the reclamation of the James Bay flats is completed.

The annual meeting and banquet of the officers, general agents and office staff of the Gould, Shapely & Muir Co., Brantford, Ont., was held recently. These meetings are always well attended by the general agents from coast to coast. Matters of trade and questions pertaining to the welfare of the com-

Persons addressing advertisers will kindly mention having seen their advertisement in Hardware and Metal.

Don't Forget the Name...

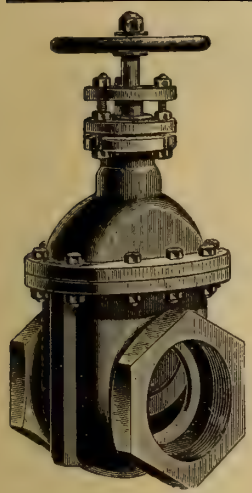
NEWMAN'S INVINCIBLE

FLOOR SPRINGS

Strong, Quick, Reliable, Effective.

Will close a door against any pressure of wind. Far ahead of ordinary door springs, pneumatic or otherwise. Ask your wholesaler.

W. NEWMAN & SONS, Birmingham.



We Make Good

VALVES

Write for Catalogue It tells all about them.

The Kerr Engine Co. LIMITED

Walkerville, Ont.

SPECIFY

TRADE **PENBERTHY** MARK.

INJECTORS

PENBERTHY INJECTOR CO., LIMITED.

BRASS MFRS. Windsor, Ont.

Buy the Best.

HERCULES

Sash Cord.

Star Brand Cotton Rope

Star Brand Cotton Clothes Lines

Star Brand Cotton Twine

For Sale by all Wholesale Dealers.

G. A. Crosby & Co. of Ontario, LIMITED

SARNIA, ONT.

Manufacturers of

Patent Automatic Can Making Machinery, Presses, Dies and Special Machinery for Working Sheet Metal

H. W. Petrie, 141-145 Front Street West, TORONTO—Selling Agent.

BABBIT

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No 1
STAR
SPECIAL
HERCULES
METALLIC
IMPERIAL

THE QUALITY & PRICE TO SUIT ALL GRADES OF WORK.

CANADA METAL CO.

WILLIAM ST., TORONTO. TELEPHONE MAIN 1729.

BUY DIRECT AND SAVE MONEY.

— We are the only Canadian Manufacturers of —

COLD PRESSED NUTS

Square and Hexagon Finished, Semi-Finished, Case Hardened, Polished and Plated, Set Screws, Cap Screws, Thumb Screws.

CANADA FOUNDRY COMPANY, LIMITED

Head Office, - - TORONTO, ONT.

District Offices — Montreal, Halifax, Ottawa, Winnipeg, Vancouver, Victoria, Rossland.

To Users of Abrasives

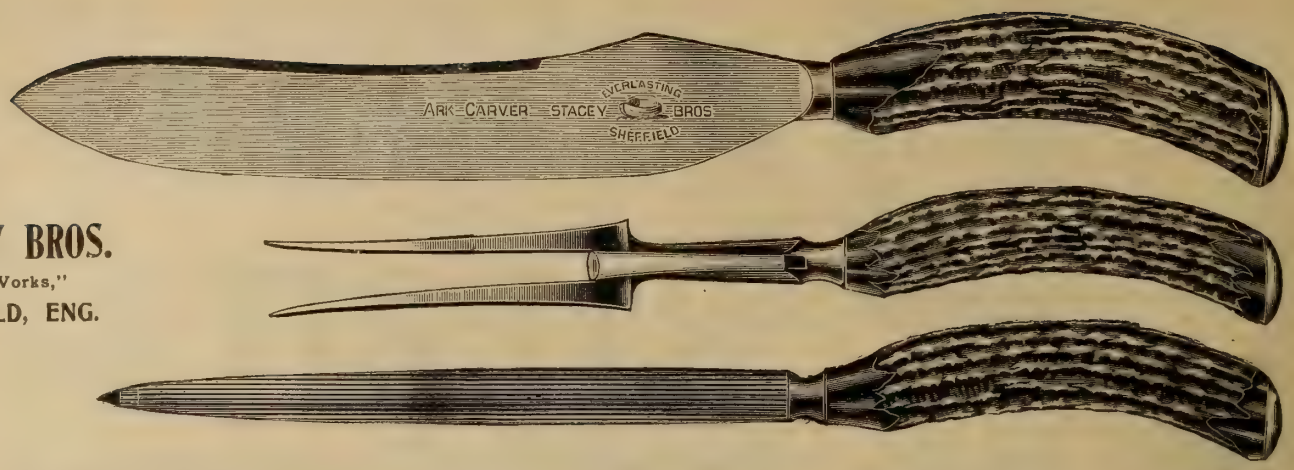
In our CRAIG MINE CORUNDUM which our new mill—the largest abrasive plant in the world—is now turning out in quantities sufficient to fill all orders promptly, we offer you a "Made in Canada" product that is in every way superior to any other natural or artificial abrasive.

Let us send you samples and quote prices. We are prepared to contract for your full supply at special prices.

Get our folder and booklet.

The Canada Corundum Company, Limited

TORONTO, CANADA.



STACEY BROS.
"Ark Works,"
SHEFFIELD, ENG.

pany are discussed, and from the meetings many valuable suggestions are obtained, which can afterwards be carried out to the advantage of the company. The following are the general agents who were present: T. Berney, Athens; Joseph Dube, St. Hyacinthe, P.Q.; R. Brockbank, Paris; T. R. Scott, Ottawa; J. Wier, Kentville, N.S.; O. Beare, East Toronto; J. P. Currie, Port Hope; M. Virtue, Sr., Woodstock; Charles Sockett, Guelph; J. Swan, Brucefield; J. A. Letroy, St. John, P.Q.; and R. Townsend, G. C. Smith, C. H. Herod, and A. McCausland, of Brantford. At the banquet the address of welcome was given by Mr. E. Q. Gould, president. Speeches were given by John Muir, manager; by W. H. Shapely, vice-president; by Geo. McRae, superintendent; by H. Yeigh, treasurer, and by H. H. Whittaker, secretary.

ENQUIRIES FOR CANADIAN TRADE

The following were among the inquiries relating to Canadian trade received recently at the Canadian Government office in London, Eng.:

3. A London firm having a branch in South Africa is desirous of opening up business with Canadian houses for the export of goods to South Africa.

4. Inquiry is made for names of Canadian furniture manufacturers in a position to export office furniture, roll-top desks, chairs, etc., for English and Scotch markets.

5. A London agent with a knowledge of the hardware, novelty and woodenware trades, is seeking a few good Canadian agencies for the United Kingdom.

6. A German firm is desirous of entering into correspondence with a good Canadian house with a view to importing Canadian products, more especially fruit (apples, applechop and evaporated apples).

The following were among the inquiries received at the Canadian Section of the Imperial Institute, London, S.W.

7. The manufacturers of gelatine oil suitable for lubricating and harness purposes, and also veterinary use, is desirous of introducing the oil into Canada and invites correspondence from firms interested.

9. A firm manufacturing paints, oils, colors, varnishes and greases, wishes to do business in Canada and is prepared to appoint suitable Canadian resident agent.

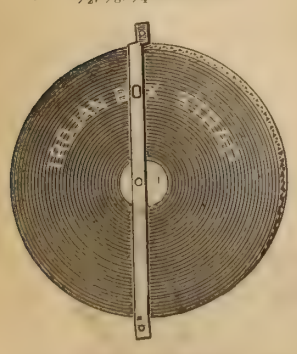
10. An import and export house, more especially interested in chemicals, oils, drysalteries, wishes to hear from Canadian firms seeking either buying or selling agents in the United Kingdom.

[The names of those making inquiries may be obtained from the Editor of THE CANADIAN GROCER.]

Advantages of a Small Kitchen.

In regard to the size of the kitchen in a house, a Boston writer suggests that a small one has many advantages over a large one, and says: A large kitchen with a cellar door at one side, a table at another, and the sink at still another, requires too much walking. Time is consumed in going from one place to another rather than with actual work. Have the range placed in a light, convenient part of the kitchen. In front have a good-sized table, containing drawers and spaces underneath for keeping utensils, one portion of the top covered with zinc and the other half left plain. Have underneath the top a baking board which can be easily pulled out. The sink should be near at hand. The pantry may be on the other side of the kitchen and be sufficiently large to hold a barrel of flour, a small pastry table, and a convenient arrangement of shelves. The floor may be of hard wood or it may be covered with linoleum or oil cloth, or the ordinary rubber coverings. A tile floor is exceedingly handsome, but rather hard on the feet, making small rugs or bits of carpet a necessity if comfort is to be considered.

Made in 4 widths, ½, ⅝, ¾ and 1 in.



Packed in cases of 20 reels each.

IMPROVED TROJAN BOX STRAP

A continuous band, **not riveted strips of sheet steel like others on the market.** So far ahead of other lines that it is in a class by itself.

Also plain TROJAN HOOP IRON. Made in different widths and gauges. Put up on coils of about 2,000 ft. each. Packed 500 lbs. to the barrel.

NO WASTE. STRONG and HANDY.

GET SAMPLES AND PRICES.

J. N. WARMINTON,

43 Scott St., TORONTO. 207 St. James St., MONTREAL.

The Export Merchant Shippers' Directory

OF GREAT BRITAIN AND IRELAND.

THIRTY-NINTH YEAR OF PUBLICATION.

1. Alphabetical List of Exporters, giving Places of Shipment and class of goods shipped.
2. Index to Export Section, giving alphabetical list of goods with names of shippers.
3. List of Trade Marks.
4. Alphabetical list of Manufacturers, according to their trades and towns.

Price: 15s. 6d. Nett.

LONDON: DEAN & SON, Ltd.,
160a, FLEET STREET, E. C.

Butler's
Famous Cutlery
AND
Electro-plate.

Sole Makers of Butler's "KEEN" Razors, the "Cavendish" Brand of Table Knives, Carvers, and Plate (Regd.).

HIGHEST AWARDS. SPECIAL MENTION.

GEORGE BUTLER & CO.'S
London Showroom:
62 HOLBORN VIADUCT, E.C.
(Over Snow Hill Station).
Manufactory: Trinity Works,
SHEFFIELD, ENGLAND.

"BUTLER" was Registered as a Trade Mark A D. 1768.

GRANTED A.D. 1681. ART 1881.

More Money for the Hardware Dealer.

The hardware dealer can sell Stock Foods better than can any other class of store, for his store is the farmers' store beyond all others.

Estimate these profits!

Colonial Stock Food

6-doz. 10c. pkgs., @ .75 doz.
3-doz. 25c. " @ 2.00 "
Holds almost 3 lbs.
2-doz. 50c. pkgs., @ 4.00 doz.
Holds 6 lbs.
25-lb. Pails, - @ 1.30 each.
Retails for 2.25.

Over 50 per cent. profit!

Colonial Poultry Food

Packed in 3 and 6-doz. cases; 1-lb. cartons.
Retails at 25c. per pkge.; costs $1.25 per doz.

140 per cent. profit.

We help the dealer sell our Stock Foods and the Foods we prepare are positively not excelled by anything made.

Strong words these, are they not?
One agent to a town. Write us about it.

THE COLONIAL STOCK FOOD COMPANY
TORONTO.

THE SIDE WIRE TIRE

There is only one successful carriage tire in catalogue of tires and that the

DUNLOP SIDE WIRE TIRE

It is held firmly in place by steel cross bars vulcanized into the rubber, being a few inches apart, These bars engage the side wire at the rim. This means no swerving and even wear to the channel.

THE DUNLOP TIRE COMPANY, Limited,
TORONTO.

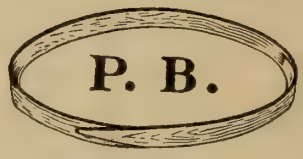
NAILS

WIRE NAILS—FINISHING, MOULDING, CASING, ETC.
CUT NAILS and SPIKES—FINISHING, FLOORING, BOAT and COOPERS' NAILS, ETC.
HORSE NAILS—OVAL, COUNTERSUNK and SHORTHEAD.
TACKS—ALL KINDS.

BEST QUALITY. PROMPT DELIVERY.

THE PECK ROLLING MILLS LIMITED

Bar Iron and Steel
Horse Shoes



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Railway Spikes
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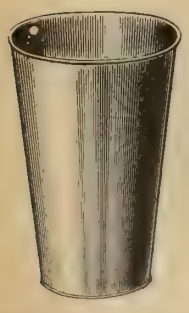
HEAD OFFICE: 210 Coristine Building, **MONTREAL**

WORKS: **LACHINE CANAL.**

SAP PAILS and SPILES


STRAIGHT PATTERN

FLARING PATTERN

These goods will be needed before long, and your customers may ask for them any time now.

If you require either spiles or pails we can ship you any quantity the same day the order reaches us.

Sap Pails

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"Eureka" Cast Iron Sap Spiles

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Tinned Iron	*Galvanized Iron*
48x96x20	48x96x22
48x96x22	36x96x22
48x96x24	36x96x24
36x84x22	
36x84x24	

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HARDWARE AND METAL

President:
JOHN BAYNE MACLEAN,
Montreal.

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SPECIAL LINES IN THE HARDWARE STORE.

FEBRUARY is a good month for the retail hardwareman to make decisions and to prepare and start a campaign for any lines likely to be in demand during the Spring and Summer months.

Hardware and Metal has so frequently made the point that the retailer must look for progress beyond a certain point in the special lines he carries that we feel our readers must have by this time fully admitted the soundness of our position. Any comments re the matter that have reached us bear out this assumption, so we will take the matter for granted.

Then, what lines should receive attention. Circumstances so frequently alter the conditions that one cannot dogmatize on this point. Yet there are many lines which do not receive as much attention as they should in some towns. Some of these should be considered early in the year, giving ample time to study where and how to buy them, how much to buy, how to display and how to push to best advantage.

Sporting goods do not, in some cases, receive the time and thought they deserve. This line is one which essentially belongs to the hardware store and is one that in the Spring and Summer and in early Winter constitutes an important feature. Golf supplies, croquet sets, football, cricket, baseball and lacrosse outfits, boating sundries, hammocks, etc., are all in general demand in the Summer. A large share of the business in these lines has in the past been done by catalogue houses in Toronto and Montreal, but as these houses get exceptionally good profits there is no reason why the retail hardwareman should not enter into direct competition with them so effectively that their sales in his town should be almost cut off.

Silverware, too, does not receive the care which is its due in a hardware store. The hardware store of a generation ago was not particularly attractive. But the modern developments such as plate glass fronts, glass show cases, hardwood shelf boxes, delicately tinted metallic roofing, etc., has so improved the appearance of the average hardware store that beauty is expected in it. Consequently the merchant who succeeds best in making the stock most attractive has a big advantage. This is one of the great points in favor of silverware. Nothing adds in greater degree to either window, counter or show case display than good silverware. Moreover there is good profit in the line and there is a good sale for it all the year round and particularly during June, the "month of brides."

With the Springtime will come a general disposition to clean up, to improve the appearance of residential and other property. The acute hardwareman will be on the alert for business arising from this condition. His paint and oil business will expand in proportion to the activity of building operations and the activity of his operations among the builders. There has been during recent years a general tendency to do away with the board fences which constitute a veritable eye-sore in many places. In some instances no fence at all is erected. In others an ornamental iron fence is built up. Hardwaremen can readily secure the agency for firms making such fences and should be able to get a share of the business in this line arising out of the movement towards general improvement.

Should hardwaremen carry stock foods? A druggist while in conversation with the writer this week, insisted that this line rightfully belonged to the druggist. To such the answer is simply that as long as stock foods are put up in standard packages, with ample directions attached, the druggist nor any other class of merchant has no right to claim the monopoly of their sale. The druggists of Ontario have had sufficient influence to secure legislation preventing other merchants than themselves handling patent medicines. They would presumably like to insist that only druggists be permitted to sell anything in the nature of a condition powder, for beast as well as man. But this would be too absurd. To-day stock foods are sold by hardwaremen, flour and feed dealers and druggists. The business goes to the merchant who is most aggressive in reaching for it. Hardwaremen have found it a good line and more of them are taking it up every week.

Such lines as lye, blacking, etc., should receive particular attention at times. The total sale in any one of these lines is small compared with the sale of nails in the average store. But it is a fact that in many towns the profit to the retailer on $10 worth of lye would be greater than he obtains on $100 worth of nails. The merchant who dispises the small lines makes a serious error.

TRADE OPENINGS IN AUSTRALIA.

THE second weekly report of Canadian commercial agents abroad, issued by the Department of Trade and Commerce contains some interesting suggestions from Mr. D. H. Ross, the commercial agent for Victoria, South Australia, Western Australia and Tasmania. Mr. Ross reviews the trade con-

ditions in the antipodes and directs attention to the enormous wheat crop which has recently been harvested. He estimates the Australian crop at 73,000,000 bushels, which will leave from 48,000,000 to 40,000,000 bushels available for export. This large wheat crop, the increased exports of dairy produce, the brisk and buoyant state of the wool market and the satisfactory increase in the output of gold combine, in the agent's opinion, to ensure a period of prosperity for the island colony. Australia is in a position to be a good customer.

What can Canadian manufacturers do to increase their business in Australia? To this question the agent devotes some attention and he mentions several lines of manufactures in which he considers that there is an opening for Canadian trade. Among others, he mentions the demand for Canadian cut tobacco which has already made its appearance in Melbourne and which will meet with a better sale when Canadian manufacturers are better acquainted with the class in most demand. The cut tobacco should always be enclosed in air tight packages.

In the agent's opinion, there is a good opening for Canadian made calcium carbide. Acetylene gas is now being used very extensively as an illuminant in small rural towns and country districts, halls, churches, hotels and residences. The demand for calcium carbide is growing rapidly and large quantities are imported from England, Sweden, and the United States. Importers want to be certain of regular supplies and would probably transfer their business if they could receive assurances on that point. This would be a very important factor in securing new business.

The agent further reports that some fair orders have been forwarded recently from Adelaide to Canadian manufacturers. This result, he says, has been obtained by the persistent efforts of the representative of a Toronto exporting concern. That there is a good market in Australia to be developed by Canadian manufacturers seems evident. Australian importers are anxious to increase their purchases in Canada, but as is always the case, seller must seek buyer. A closer mutual acquaintance would undoubtedly result in an increased trade between the two countries.

This latest move of the Department of Trade and Commerce is to be commended. The weekly reports should result in an increased export trade.

THE BICYCLE AND THE FOUR HUNDRED.

A REVIVAL in the bicycle trade in the United States is made evident through the extensive resumption of advertising in its large magazines. There is no doubt that last year the bicycle business in Canada and United States displayed considerable strength and the manufacturers in the Dominion are authority for the statement that the orders booked so far this season nearly double those registered up to the same time last year. The general attitude of the public, too, towards the wheel is most encouraging for in those sections of the United States which is to-day beyond the cold pale of Winter, it is completely in vogue.

Principally at such stylish resorts as Ormond Beach, Florida, where the great automobile races are now in progress and where the "four hundred" of the republic are collected, the bicycle is used to a great extent as a means for pleasant exercise and outings.

The bicycle and hardware merchants of the United States are preparing for a busy year and it would not seem unwise for their Canadian brethren to anticipate something similar in this country.

KEEPING UP-TO-DATE.

SOME merchants believe they cannot afford to take trips once or twice a year to larger centres; others in practically similar circumstances believe they cannot afford to stay at home.

The difference of opinion is almost absolute and one would almost decide without a second thought that either one classs or the other must be quite in error as to what they can afford. Yet a knowledge of the men and the conditions might lead to the conclusion that both classes are right in their opinion.

To one merchant a visit to a city like New York for instance, would be a waste, should be chargeable to "personal account," while to another such a trip would constitute an investment, and could reasonably be charged against the business because of the returns it would yield in the days to come.

One merchant would have a gay time in the city but would see little else than the "Bowery," Coney Island, etc., while another would have just as good an outing and at the same time would come home full of suggestions and hints for his business. He would have noticed new methods of window dressing, store arrangement and in a score or more of ways would have added to his store of knowledge of his business.

Both these men would be wise to take such a trip once at least, but the former could afford to take it but seldom whereas the latter would get such returns from his first trip that he would soon be in a position to take a trip more frequently than his rival who "drops business when away on a holiday."

OPENING FOR INDUSTRIES.

IN reply to an enquiry sent out by the publishers of Hardware and Metal Thomas F. McGuigan, city clerk of Vancouver, gives some information which may be of service to our readers:

A cement mill is a much needed industry in Vancouver or the adjacent district. The yearly consumption of cement, on the Coast as elsewhere, is increasing rapidly. The only mill on the Coast is located at Colton, Southern California, a very small affair, some 60 miles back from the Coast. Nearly all the cement used on the Pacific Coast comes from England or Germany, the freight on which would mean a good margin for profit to work here. We have the raw material in immense quantities; the demand is large and ever increasing.

The above is worthy of the attention of cement works promoters. There is serious fear that the enormous and continued increase of production may lead to an over production on the Ontario market which may lead to disastrous results. Without going into the merits of this case it is self evident that if the conditions are found by an expert to be as favorable as would seem to be the case it would be wise if some of those who propose to enter into the Ontario market as cement producers would first devote their attention where present competition is not so keen and where their works and product would be more appreciated.

MR. H. MONTAGU ALLAN.

A TYPE of the Old Country business man, of the Old Country squire, in fact, is Mr. H. Montagu Allan, the eldest living son of the late Sir Hugh Allan, and to-day one of the chiefs of the great Allan Line of Steamships.

Mr. Allan is the type of man who would have succeeded in business if he had been started in the world without a dollar. His life has been one of constant activity and work, yet with all he has scarcely been in the public eye until the last year or two, when his influence has been more in evidence in big financial and industrial concerns, and quite recently when he was urged to run for the presidency of the the Board of Trade. His love of fair play prevented his opposing Mr. Drummond, who rightly earned the place.

A glance at the man himself would see a tall, erect, full-chested man usually modestly dressed. Considerably less than half a century of years, more than half of them filled with active efforts toward higher ends, have printed their mark on a broad, well-shaped head, stamped it with reflectiveness, but kept its serenity. The rest of the face might be owned by an English lad—smooth, rosy, as if its owner had never had a care, never lost a night's sleep, or a day's enjoyment.

Mr. Allan inherited position from his father, but he never has for a moment traded upon the position in which he was born. He was educated partly in England and Scotland, and at Bishop's College, Montreal, in fact the larger portion of his life has been spent in Montreal, where he resides to-day in one of the most beautiful ancestral residences that we have in this new country. "Ravenscrag" is the name of the old Allan home, and has been for nearly a century the centre of magnificent social and intellectual gatherings. Royalty has, on many occasions, been entertained here. It is so unpretentious as a family house that one seldom sees anything in the public press regarding the doings of this home.

Mr. Allan, notwithstanding the man-made conditions that opened life easily for him, entered into work early under the keen tuition of capable managers of the Allan Line, where he built up a strong knowledge of the steamship business. He has never neglected the smallest detail of his business, and while he has capable heads in each department, he is said to be in complete control of all transportation matters.

The world of politics has never held any fancy for Mr. Allan, although many inducements have been made for him to enter the turmoil. He has other tastes.

Mr. H. Montagu Allan, Montreal, of the Allan Line of Steamships.

Notwithstanding the multiplicity of business calls upon him, he finds time to be president of the Merchants' Bank of Canada, president of the Canada Paper Co., director of several large milling, metal and other industrial companies, and a devoted worker for charity; he is also an enthusiastic sportsman and a great lover of music and art. At one time he was treasurer of the Board of Trade during 1891-2. He has frequently held the highest honors the Hunt Club could bestow upon him, and is a great lover of fine horses and dogs.

In addition to this his conservatory is one of the most beautiful in Montreal. He is possessed of a very retiring disposition, yet is a brilliant conversationalist when the subject interests him, and his extensive travels abroad enliven his companionship, which only a select few enjoy. In the business community he is esteemed for his judgment, open-handed generosity and unassuming character at all times. Mr. Allan is a representative Canadian business man, but merges all the English solidity with the nervous vitality of the modern West. C. D. C.

AGENT WANTED.

A London, Eng., metal house desires to secure a Canadian agent or agents, resident in Montreal or Toronto, for the sale of tin plates. And persons desiring to secure such an appointment are requested to write to the Editor, Hardware and Metal, Montreal or Toronto.

PERSONAL MENTION.

Mr. A. L. Sykes, of the Canadian Cordage and Manufacturing Company, of Peterborough, Ont., was in Montreal last week consulting with the firm's Eastern sales agent, Mr. W. J. Muir.

Mr. R. F. Hay, of Winnipeg, has been appointed manager of the branch which the Moose Mountain Lumber and Hardware Co. have opened at Arcola.

Messrs. Merrick, Anderson & Company, Winnipeg, have decided to open a branch in Calgary.

Mr. Gerald Lees, manager of the new Canadian branch of Mander Bros., varnishes and paints, returned to Montreal last week after an extended business visit to the Maritime Provinces. Mr. Lees seems well satisfied with his reception by the trade in the lower provinces. He will visit the Western trade next month.

Mrs. I. Franklin, Southampton., Ont., has sold her hardware and tinware business to J. H. Filsinger. The Southampton Beacon says that Mrs. Franklin has conducted a successful business in the town, and is now retiring

MARKETS AND MARKET NOTES

QUEBEC MARKETS.

Office of HARDWARE AND METAL,
232 McGill Street.
Montreal, February 19, 1904

Hardware.

THE condition of the hardware market is much improved. The snow blockades had the effect of keeping business for January slightly less than for the same month of 1903, but the first three weeks of February have seen an increase over last year that makes business for 1904 up to date quite as good as for 1903. This is a very satisfactory state of affairs considering the way in which busness has been hindered by the demoralization of the railroads. Travellers have been unable to make their regular visits although nearly all have remained out and have done what they were able. Orders have been coming in by mail in satisfactory numbers and the general outlook is good. Prices throughout are steady this week and there are few changes of much importance. Builders' hardware is very firm and advances of from 10 to 15 per cent. are being made by some houses. In fact prices in almost all lines of shelf hardware are firm and advances here and there may be expected. There is still some complaint that manufacturers are not able to supply bolts and nuts of some sizes, but there has been a great improvement in the situation and from now on there should be little trouble.

Lawn Mowers—For Spring delivery some very good orders have been received this week. Prices are: With 8-inch wheel, sizes 12, 14 and 16, $2.65 each; with 9-inch wheel, size 12, $3; size 14, $3.12 1-2; size 16, $3.25 each; Philadelphia pattern, size 12, $3.25, size 14, $3.50; size 16, $3.75 each; High Wheel, size 12, $4; 14, $4.25; 16, $4.50; 18, $4.75; 20, $5.25 each.

Garden Hose—This is another line now in excellent request for forward delivery. The list price was published in our issue of January 23rd. The discounts are as follows: Trade, 75 per cent.; Western, 65 and 10 per cent.; White, 40 and 10 per cent.; Maroon, 40 and 10 per cent.; cotton, 60 per cent.

Harvest Tools—Orders are now being booked freely for harvest tools. The discount is 60 per cent.

Spring Hinges—A good inquiry for spring hinges for forward delivery has been one of the features of the market this week. Prices remain: No. 5, $17.25 per gross; No. 10, $18 per gross; No. 20, $10.50; No. 120, $20; No. 51, $9.25; No. 50, $27.50.

Wooden Goods—As has been noted before in these columns the market for wooden goods of all kinds is firm and advances have been general. As prices on most lines are "open" it is impossible to quote with exactitude, but advances of from 10 to 50 per cent. have been made by most houses within the last two months.

Game Traps—An occasional order is still being received for game traps. The discount on "Victor" is 72 1-2 per cent. and on "Hawley and Norton" 60 and 2 1-2 per cent.

Poultry Netting—Some business is being booked for Spring delivery, but there has not yet been much activity. Discounts are, for 2-inch 19-gauge standard extras are 60 and 5; for 2-inch 16-guage, the discounts are 55 and 5 per cent.

Wire Nails—There is not much business for present delivery owing to the blockade on the railroads, but for Spring shipment orders are coming in freely. As noted last week, Windsor is not now a delivery point for wire nails We quote: $2.40 per keg in carlots, and $2.45 per keg in small lots f.o.b. Gananoque, Montreal, London, Hamilton, Toronto, Brantford, and St. John.

Cut Nails—There is very little activity at present. The price is still $2.30 per keg f.o.b. Montreal, Toronto, Hamilton and St. John.

Fence Staples—There is now some improvement in the demand for Spring delivery. From the Northwest a number of inquiries are reported which are likely to result in business. We again quote as follows: $3 per 100-lb. keg for galvanized, and $2.80 for bright; 25 to 50-lb. packages, 25c. extra.

Pressed Spikes—One or two large individual sales have been made but general business is quiet. The discount is still 25 per cent.

Horsenails—A fair seasonable trade is reported at unchanged prices. We again quote the following prices: "M" brand, "Oval" and "New City" heads, 55 per cent.; "Countersunk" heads, 55 per cent.; "C" brand, 40, 10 and 7 1-2 per cent. off; "Monarch," 50 and 7 1-2 per cent. and "Peerless," 50 per cent.

Horseshoes—The demand continues fair at unchanged prices. We again quote as follows: Iron shoes light and medium pattern, No. 2 and larger, $3.65; No. 1 and smaller, $3.90; snow pattern, No. 2 and larger, $3.90; No. 1 and smaller, $4.15; light steel shoes, No. 2 and larger, $3.80; No. 1 and smaller, $4.05; featherweight, all sizes, 0 to 4, $5.35; toe weight, all sizes, 1 to 4, $6.60. Shoes more than one size in a keg, 10c. per keg extra f.ob. Montreal onlv.

Screen Wire Cloth—There is a better demand for Spring delivery. The price is still $1.50 per 100 square feet.

Galvanized Coil Spring Wire—The volume of business this week has not been very large but it is considered satisfactory. Prices remain unchanged as follows: Nos. 6, 7, and 8, $3.20; No. 9, $2.70; No. 10, $3.30; No. 11, $3.35; No. 12, $2.95; No. 13, $3.10. Car lots 5 cents less. Freight prepaid in less than car lots to extent of 25 cents and in car lots to extent of 20 cents. For following factory points freight is equalized: Montreal, Hamilton, London, Welland, Windsor, Stratford.

Galvanized Wire—A marked improvement in the demand for galvanized wire is one of the features of the hardware trade this week. We quote the following firm and unchanged prices: No. 5, $3.65; Nos. 6, 7 and 8 $3.10; No. 9, $2.45; No. 10, $3.15; No. 11, $3.20; No. 12, $2.60; No. 13, $2.70; No. 14, $3.70. In carlots f.o.b. Cleveland, No. 5, $2.15; Nos. 6, 7, 8 and 9, $2.10; No. 10, $2.15; No. 11, $2.20; No. 12. $2.25; No. 13, $2.35; No. 14, $2.45. In less than carlots, 12 1-2c. extra per 100 lbs. will be charged.

Barb Wire—Although a great number or orders were booked early this year, business for forward delivery is still brisk. A marked increase is noted this week. We quote as follows: $2.75 per 100 lbs. f.ob. Montreal and $2,50 f.o.b. Cleveland. Carlots of 15 tons, $2.40 f.o.b. Cleveland.

Smooth Steel Wire—In fair demand at the following unchanged prices: Bright and annealed, $2.50 per 100 lb. f.o.b. Montreal, Toronto, Halifax, London, Hamilton and St. John. Net extras per 100 lb. are now as follows: Coppered wire, 60c.; tinned wire, $2; oiling, 10c.: spring wire, $1.25; best steel wire, 75c.; bright soft-drawn, 15c.; hay-baling wire, 20 to 25c.

Fine Steel Wire—A moderate amount of business is doing. The discount is 25 per cent., with net extras as follows: 1 and 2-lb. hangs, 25c. per 100-lbs.; 1-2-lb. hanks, 37 1-2c.; 1-4-lb. hanks, 50c.

Brass Wire—The market is quiet. The discount is 60 per cent.

Copper Wire—There is very little doing. The discount is 60 per cent.

Rivets and Burrs—A brisk trade of large volume is doing at steady prices. We quote following discounts: Best iron rivets, section carriage and wagon box, black rivets, tinned do., coopers' rivets and tinned swede rivets, 60 and 10 per cent.; swedes iron burrs are quoted at 55 per cent. off; copper rivets with the usual proportion of burrs, 45 per cent. off and coppered iron rivets and burrs, in 5-lb. carton boxes are quoted at 60 and 10 per cent. off list.

Bolts and Nuts—Trade is fairly brisk. Some difficulty is still reported in having orders filled for some sizes, but there is a big improvement in the situation and there should be little trouble this season. Our quotations are as follows: Carriage bolts, common ($1.00) list, 3-16 and 1-4 diameter, 60 per cent.; carriage bolts, common ($1.00) list, 5-16 and 3-8 diameter, 55 and 5 per cent.; carriage bolts, common ($1.00) list, 7-16 diameter and up, 55 per cent.; carriage bolts, full square ($2.40) list, 60 per cent.; carriage bolts, Norway iron ($3.00) list, 60 per cent.; machine bolts, 3-8 diameter and under, 60 per cent.; machine bolts, 7-16 diameter and larger, 55 and 5 per cent.; plow bolts, 55 and 5 per cent.; blank bolts, 55 and 5 per cent.; bolt ends, 55 and 5 per cent.; sleigh shoe bolts, 70 per cent.; coach screws, cone point, 70 per cent.; nuts, square, all sizes, 4c. per lb. off; nuts, hexagon, all sizes, 4 1-4c. per lb. off.

Washers, 45 per cent. off.

Screws—An active movement is reported at unchanged prices. The discounts are: Round head bright, 82 1-2 per cent.; flat head bright, 87 1-2 per cent.; brass, round head, 75 per cent.; brass, flat head, 80 per cent.

Shot—An average sorting business was done this week at the following unchanged prices: Ordinary drop shot, A.A.A. to dust, $6.50 per 100 lb.; chilled, Nos. 1 to 10, $7 per 100 lb.; buck and seal, $7.50 per 100 lb.; ball, $8 per 100 lb. Trade discount 17 1-2 per cent. f.o.b Montreal, Toronto, Hamilton, London, St. John, N.B., and Halifax.

Cordage—Trade is showing some improvement. Cotton goods continue firm at prices quoted in our last issue. We again quote as follows: Pure manila, 14 1-2c.; British pure manila, 12c.; sisal, 11 1-2c.; double lathyarn, 11c.; single lathyarn, 10 1-2c.; Russian tarred spunyarn 13 1-2c.; jute rope, 3-8-in. in diam. and upwards, 9c.; cotton rope, 19 to 20c.; cotton twine, 24c. for 3 and 4 ply. Cotton bedcord, 90c. to $1.70, according to length. Sash cord 30 to 31 1-2c.; cotton candle wick, 22 to 24c.

Building Paper—There is some demand from the city trade, but business with outside points is not very brisk. We again quote as follows: Tarred felt, $1.85 per 100 lb.; 2-ply ready roofing, 90c. per roll; 3-ply, $1.15 per roll; carpet felt, $2.25 per 100 lb.; dry sheathing, 40c per roll; tar sheathing, 50c. per roll: dry fibre, 55c. per roll; tarred fibre, 65c. per roll; O.K. and I.X.L., 70c per roll; heavy straw and sheathing, $35 per ton; slaters' felt, 65c. per roll.

Cement—Business appears to be absolutely dead at present and in the absence of actual transactions prices are purely nominal. We quote: Canadian cement, $1.90 to $2.25; German, $2.25 to $2.40; English, $2.15 to $2.25; Belgian, $1.70 to $1.95 per bbl.; ex store, and American, $2.20 to $2.40 ex-cars.

Firebricks—The same remarks apply also to firebricks. We quote: English $16 to $22 per 1,000; Scotch, $17 to $22.

PLUMBING GOODS.

The remarks in our last isssue as to the state of this market still apply. Good orders are being placed for Spring delivery in almost all lines although the snow blockade is hindering travellers from keeping their engagements on the road. In spite of these drawbacks business for 1904 has been in excess of the 1903 business for the same weeks. A feature of the market has been the steady demand for iron pipe all Winter. Business in this line shows a big increase this week. Block tin tubing has been in extraordinary demand by the plumbers to be used in thawing out frozen pipes and a leading supply man tells us that none of it can now be bought in the city. Prices throughout are unchanged this week except for a slight advance in solder.

Lead Pipe—There has been a marked improvement in the demand for this line. The price is still 8c. for composition and waste and 7c. for ordinary. The discount is 35 per cent.

Iron Pipe—The extraordinary demand for iron pipe is the feature of the market this week. Prices remain steady at the reduction noted a week or two ago. We quote: Standard pipe, per 100 feet, in lengths under 19 feet—black, 1-8-in., $2.30; 1-4-in., $2.30; 3-8-in., $2.55; 1-2-in., $2.85; 3-4-in., $3.65; 1-in., $5.20; 1 1-4-in., $7.35; 1 1-2-in., $8.95; 2-in., $12.55. Galvanized—1-4-in., $3.20; 3-8-in., $3.45; 1-2-in., $3.90; 3-4-in., $5; 1-in., $7.20; 1 1-4-in., $10.05; 1 1-2-in., $12.20; 2-in., $16.85. In the above the discount on 1-8, 1-4 and 3-8 in black and 1-4 and 3-8 in galvanized is 12 1-2 per cent.; and on 1-2 to 2, inclusive, in black and galvanized is 15 per cent. Extra heavy pipe, plain ends, are quoted per 100 feet as follows: Black, 1-2-in., $4.20: 3-4-in., $5.25; 1-in., $7.55; 1 1-4-in., $10.55; 1 1-2-in., $12.75; 2-in., $17.60. Galvanized—1-2 in., $5.20; 3-4-in., $6.65; 1-in., $9.55; 1 1-4-in., $13.25; 1 1-2-in., $16; 2-in., $21.90. The discount on all sizes of extra heavy pipe is 12 1-2 per cent.

Soil Pipe and Fittings—There is the usual steady demand. The discounts remain as follows: Light soil pipe, 3 to 6-in., 50 and 10 per cent.; medium and extra heavy soil pipe, 2 and 6-in., 60 per cent.; extra heavy soil pipe, 8-in., 45 per cent. Light fittings, 2 to 6-in., 50 and 10 per cent.; medium and extra heavy fittings, 2 to 6-in., 60 and 5 per cent.; extra heavy fittings 8-in., 45 per cent.

Solder—In sympathy with the stronger tin market, solder has been advanced 1-2 cent. We now quote: Wire solder 18 1-2c.; bar, 18c.

METALS.

Business in metals is quite satisfactory for the season. The freight blockade has interfered with sales for immediate delivery, but orders for Spring are now being booked for large quantities. There is a firmer feeling throughout. The tinplate market in England continues very firm and prices locally are well maintained. Tin is much stronger and concessions on prices quoted are not obtainable for quantities. Copper is a little weaker and prices

quoted would probably be shaded for large quantities. Antimony is firmly held at the recent advance.

Pig Iron—As noted last week there is not much pig iron on the Montreal market at present and sales are very light as the foundries are well supplied. Summerlee is quoted at $20.25 to $20.75 per ton.

Bar Iron—Some large sales of bar iron have beeen made recently. Prices are: Merchants' bar, $1.80; horseshoe iron, $2.05; forged iron, $2.

Black Sheets—The English market is still very firm and in sympathy, local prices are well maintained. An improvement in the local demand is noted this week. We again quote: 28-gauge, $2.35; 26-guage, $2.30; 22 to 24-gauge, $2.25; 18 to 20-gauge, $2.30, and 8 to 10-gauge, $2.40.

Galvanized Iron—There has been a fair movement this week and some booking for forward delivery. We quote the following prices for 28 gauge: Queen's Head, $4.30; Gorbal's "Best Best," $4.30; Apollo, 10 3-4 oz., $4.30; Fleur-de-Lis, $4; Comet, $4; Bell brand, $4. In less than case lots 25c. extra.

Tinplates—In sympathy with the strong English market, local prices are firmly maintained. We quote cokes at $3.75 and charcoals at $4.

Terne Plates—The price is still $6.75 to $7, the former price being for large quantities.

Ingot Tin—The market is firmer since our last report and the concessions then referred to are not now obtainable. The price is 32 to 32 1-2c. with no concessions for quantities.

Ingot Copper—This item is somewhat weaker. The price is 13 3-4 to 14c. per lb. but for quantities these figures would undoubtedly be shaded.

Coil Chains—There has been no change in price. We quote the following prices: No. 6, 10c.; No. 5, 9c.; No. 4, 8 1-2c.; No. 3, 7c.; 1-4-in., $6.10; 5-16-inch, $4.70; 3-8-inch., $4.00; 7-16-inch, $3.80; 1-2-inch, $3.70; 9-16-in., $3.55; 5-8-in., $3.35; 3-4-in., $3.30; 7-8-in., $3.25; and 1-in., $3.20, with 10c allowance on carlots.

Antimony—Firmly held at 8c. per lb.

Canada Plates—Although Canada plates are very firm both on the English and the local markets there are no quotable changes. Prices are as follows: 52s., $2.30; 60s., $2.40; 75s., $2.55; full polished, $3.60, and galvanized, $4 to $4.10; galvanized 60c., $4.25 to $4.35.

Pig Lead—There has been an advance in pig lead which is now firmly held at $3.25 to $3.40. Only for good round lots would the former price be accepted.

Zinc Spelter—Still quoted at 6c.

Scrap Metals—Copper is cheaper and there is an easier feeling throughout. We quote: Heavy copper and wire, 9 1-2 to 10c per lb.; light copper 10c.; heavy red brass, 10c.; heavy yellow, 8 1-2c.: light brass, 5 1-2c.; lead, 2 1-4 to 2 1-2c.; zinc, 2 3-4 to 3c.; iron, No. 1 wrought, $11 to $12; machinery scrap, $13 to $15; steve plate, $12; mallable and steel, $6; mixed country rags, 60 to 70c. per 100 lb.; old rubbers 6 to 6 1-2c. per lb.

ASHES.

Receipts continue very light, and prices are firm but unchanged. We quote :

First pots, per cwt	5 00	6 10
Seconds	5 60	5 65
Pearls, per 100 lb	7 00	7 25

HIDES.

The market is quiet, and there is no quotable change. We quote :

No. 1 beef hides	0 08	0 08½
No. 2 "	0 07	0 07½
No. 3 "	0 06	0 06½
Lambskins		0 75
No. 1 calfskins		0 11

MARKET NOTES.

The Canada Hardware Company, Montreal, are offering special prices in pumps and fittings. They have a full assortment of patterns and their stock is large. They are prepared to quote prices for immediate or for Spring delivery.

ONTARIO MARKETS.

Office of HARDWARE AND METAL,
10 Front Street, East.
Toronto, February 19, 1904.

Hardware.

"I DO not remember a Winter when business was so thoroughly tied-up as it has now been for some time," said a large jobber this week. The railroads have for weeks been unable to deliver goods with any degree of despatch, but now they seem to be quite unable to cope with the conditions. The C.P.R. has refused to accept any freight for the Georgian Bay district, while on no branch nor on the main lines of either G.T.R. or C.P.R. can one depend on delivery within specified time. Much that generally goes forward as freight is now sent by express. This is a particularly valuable service for manufacturers running out of a minor but essential material, or for merchants needing immediate shipments. But regular business is not likely to be resumed until after a good thaw. Retailers do not seem anxious to buy as they see no reason to expect an advance in any of the staple lines and are themselves doing an exceedingly small trade. The outlook, however, is not discouraging. February is generally a dull month and a good Spring trade is anticipated this year. Prices are steady and while there may be few advances there seems to be small reason to expect a decline. No changes are reported this week.

Screen Wire Cloth—Orders continue fair at $1.50 per 100 square feet.

Spring Hinges—A fair business is reported. Prices are steady as follows: No. 5, $17.25 per gross; No. 10, $18 per gross; No. 20, $10.50; No. 120, $20; No. 51, $9.25; No. 50, $27.50.

Galvanized Wire—A fair trade is doing. Prices are steady as follows: No. 5, $3.65; Nos. 6, 7 and 8, $3.10; No. 9, $2.45; No. 10, $3.15; No. 11. $3.20; No. 12, $2.60; No. 13, $2.70; No. 14, $3.70. In carlots f.o.b. Cleveland, No. 5, $2.15; Nos. 6, 7, 8, and 9, $2.10; No. 10, $2.15; No. 11, $2.20; No. 12, $2.25; No. 13, $2.35; No. 14, $2.45. In less than carlots, 12 1-2c. per 100 lbs. extra charged.

Barb Wire—There is not much moving, but a few orders for later delivery are coming forward. Our quotations are as follows: $2.75 per 100 lbs. f.o.b. Toronto, and $2.50 f.o.b. Cleveland. Carlots of 15 tons, $2.40 f.o.b. Cleveland.

Coiled Spring Wire—The market is steady. A fair trade is doing. We quot the following prices: No. 9, $2.70 per 100 lbs. f.o.b. Cleveland, freights equalized with factory points at Hamilton, London, Welland or Windsor and allowance to other points up to 25c.; carlots, $2.65, freight allowance to 20c.

Wire Nails—A moderately good trade is doing with prices firm; $2.45 per keg f.o.b. Toronto, with carlots $2.40.

Cut Nails—Not much doing. Prices are now steady at $2.30 per keg f.o.b. Toronto and Hamilton.

Horseshoes—A small demand for Spring delivery. Prices show no change. We again quote as follows: Iron shoes, light and medium pattern, No. 2 and larger, $3.80; No. 1 and smaller $4.05; snow pattern, No. 2 and larger, $4.05; No. 1 and smaller, $4.30; light steel shoes, No. 2 and larger, $3.95; No. 1 and smaller, $4.20; featherweight, all sizes, 0 to 4, $5.50; toe weight, all sizes, 1 to 4, $6.75. If shipped from factory 15c. less.

Horsenails—The market is quiet. We still quote discounts as follows:

PORTLAND CEMENT

CANADIAN, ENGLISH, GERMAN and BELGIAN.

FIRE BRICKS, FIRE CLAY, ENAMELLED BRICKS, all colors. BUILDING BRICKS.

SEWER PIPES, CULVERT PIPES, WHEELBARROWS, FOUNDERS' and CONTRACTORS' SUPPLIES.

F. HYDE & CO.

31 WELLINGTON ST., MONTREAL

. . FULL STOCK . .

Salt Glazed Vitrified

SEWER PIPE

Double Strength Culvert Pipe a Specialty.

THE CANADIAN SEWER PIPE CO.

HAMILTON, ONT. TORONTO, ONT.
ST. JOHNS, QUE.

Deseronto Iron Co.

LIMITED

DESERONTO, ONT.

Manufacturers of

CHARCOAL PIG IRON

BRAND "DESERONTO."

Especially adapted for Car Wheels, Malleable Castings, Boiler Tubes, Engine Cylinders, Hydraulic and other Machinery where great strength is required; Strong, High Silicon Iron, for Foundry Purposes.

"MIDLAND"

BRAND

Foundry Pig Iron.

Made from carefully selected Lake Superior Ores, with Connellsville Coke as Fuel, "Midland" will rival in quality and grading the very best of the imported brands.

Write for Price to Sales Agents

Drummond McCall & Co.

MONTREAL, QUE

or to

Canada Iron Furnace Co.

MIDLAND, ONT. Limited

"M" brand, "Oval" and "New City" heads, 55 per cent.; "Countersunk" heads, 55 per cent.; "C" brand, 40, 10 and 7 1-2 per cent. off; "Monarch," 50 and 7 1-2 per cent. and "Peerless," 50 per cent.

Screws—A fair trade is doing. Prices are steady. We quote as follows: Flat head bright, 87 1-2 per cent. discount; round head bright 82 1-2 per cent.; flat head brass, 80 per cent.; round head brass, 75 per cent.; round head bronze, 70 per cent.; flat head bronze, 75 per cent.

Rivets and Burrs—A modarate demand at steady prices. We again quote: Iron rivets, 60 and 10 per cent. discount; iron burrs, 55 per cent.; copper rivets, with usual proportion of burrs, 45 per cent.

Bolts and Nuts—There is a fair business at unchanged prices. We quote the following prices: Carriage bolts, common ($1 list), 3-16 and 1-4-in., 60 per cent.; 5-16 and 3-8in., 55 and 5 per cent.; 7-16 and up, 55 per cent.; carriage bolts, full square ($2.40 list), 60 per cent.; carriage bolts, Norway iron ($3 list), 60 per cent.; machine bolts, 3-8 and less, 60 per cent.; 7-16 and up, 55 and 5 per cent.; coach screws, cone points, 66 2-3 and 10 per cent.

Cordage—Practically nothing doing. There is no change in prices. Our quotations are as follow: Pure manila, 14 1-2c.; British pure manila, 12c.; sisal, 11 1-2c.; double lathyarn, 11 1-2c.; single lathyarn, 11c.; double shingleyarn, 11 1-2c.; single shingleyarn, 11c.; sashcord "Hercules," 29 to 30c; "Star," 36 to 38c.; cotton rope, 3-16-in. and up, 20 1-2 to 22c.; 5-32-in., 25 to 27c.; 1-8-in., 25 to 28c.; cotton twine, 3-ply, 23 to 24c.; 4-ply, 27 1-2 to 28c.; calking cotton, 16c.; cotton waste, colored, 6 3-4c.; white, 10 to 12c.

Woodenware—Prices are steady. Very little doing. Our quotations are as follows per dozen: Washboards, Victor $1.35; Crown, $1.45; Improved Globe, $1.60; Standard Globe, $1.70; Original solid Globe, $2; Superior Solid Back Globe, $2.15; Jubilee, $2.10; Pony, 95c.; Diamond King (glass), $3.10. Tubs, No. 0, $10.50; No. 1, $8.50; No. 2, $7.50; No. 3, $6.50. Pails, No. 1, 2 hoops, $1.75 and 3 hoops $1.90. Matches, Sure Light, parlor, 500s, $3.50; Flashlight, parlor, 1,000s, $5.75; Kodak sulphur, 65s, $3.80.

Guns and Ammuition—The Stevens Arms Co. have notified the wholesale trade that they have set a minimum price

"DOMINION CROWN"

Polished Sheet Steel.

Best substitute for Russia Iron. Unequalled value.

A. C. LESLIE & CO.

509-512 Merchants Bank Building, MONTREAL.

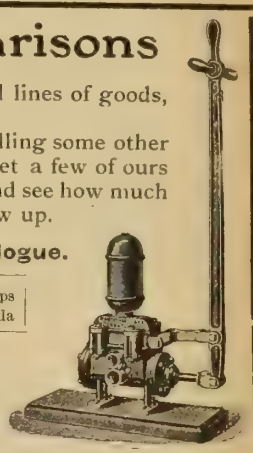
Comparisons

are good in all lines of goods, especially pumps.

If you are handling some other line of pumps, get a few of ours for comparing, and see how much better they'll show up.

Send for Catalogue.

McDougall Pumps —Made in Canada



The R. McDougall Co. Limited Galt, Ont.

"ALPHA"

HIGH SPEED STEEL

Cruc ble Cast Steel

for Tools of all kinds.

"BC" Miners' Drill Steel

B. K. M RT'N & CO.

SHEFFIELD, ENG.

Agents for Br tish Columbia: E. G. PRIOR & CO., Limited, Victoria.

Canadian Rep. D. W. CLARK, P.O. Box 520, Toronto.

NOVA SCOTIA STEEL & COAL CO., Limited

NEW GLASGOW, N.S.

Manufacturers of

Ferrona Pig Iron

And SIEMENS MARTIN

OPEN HEARTH STEEL

at which their goods may be sold to the trade and asking the co-operation of all the trade in keeping prices up to the basis arranged. This step has been taken at the instance of the Canadian Wholesale Hardware Association and affects the trade only as far West as the boundary between Ontario and Manitoba.

Building Paper—The market is reported dull by manufacturers, but jobbers are fairly busy. Prices are steady. Our quotations are as follows: Tarred felt, $1.85 per 100 lbs.; 2-ply read roofing, 90c. per roll; 3-ply, $1.15 per roll; carpet felt, $2.25 per 100 lb.; dry sheathing, 40c. per roll; tar sheathing, 50c. per roll; dry fibre, 55c. per roll; tarred fibre, 65c. per roll; O.K. and I.X.L., 70c. per roll; heavy straw and sheathing, $35 per ton; slaters' felt, 60c. per roll.

Cement—Prices are 15 to 25c. lower. A fair demand is reported but this product is particularly affected by the freight blockade. We quote in small quantities: Canadian Portland, $1.90 to $2.25; American Portland $2 to $2.10 f.o.b. Toronto.

Firebricks—The market in firebricks continues quiet, with English and Scotch each at 28 to 35c.

PLUMBING GOODS.

Trade in plumbing goods is beginning to brighten, and although the market cannot yet be said to be brisk, prospects are excellent if the large number of enquiries from probable buyers is to be taken as any criterion. A decided improvement in the market for brass goods cannot be expected until navigation opens.

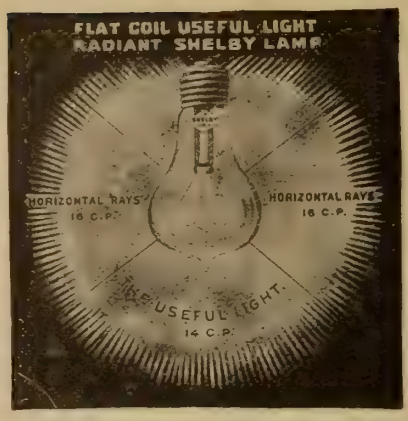
Lead Pipe—Trade in lead pipe is quiet. Our quotations are: Lead, 7c.; lead waste pipe, 8c.; discount 35 per cent.

Soil Pipe and Fittings—Business continues fair. We quote the following prices: Medium and extra heavy pipe and fittings, 60 per cent.; 7 and 8-in. pipe, 40 and 5 per cent.

Iron Pipe Fittings—Trade in iron pipe fittings is steady but quiet. We quote the following discounts: Malleable fittings, 15 per cent.; cast iron (standard), 57 1-2 per cent.; headers (not standard), 52 1-2 per cent.; flanged unions, 52 1-2 per cent.; bushings and plugs, 57 1-2 per cent.; nipples, up to 2-in., 65 per cent.; nipples 2 1-2 to 6-in., inclusive, 60 per cent.

Copper Range Boilers—Trade is satisfactory for this season of the year. Discounts at 15 per cent. continue.

Brass Goods—Prices in steamfitters' brass goods are steady and trade fair.



Ontario Lantern & Lamp Company, Limited

HAMILTON, ONT.

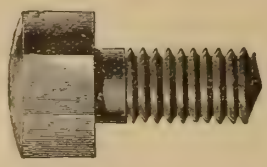
STANDARD

Tubular Lanterns
Lamp Burners and Lamps
Incandescent Lamps.

We make a specialty of Light Producing Goods

WRITE FOR PRICES.

WALTER GROSE, Selling Agent, MONTREAL.



THE JOHN MORROW MACHINE SCREW COMPANY, Limited

Manufacturers of
Set and Cap Screws, Special Milled Work, Engine Studs, Etc. Cold Punched Nuts of every variety of finish.

INGERSOLL, ONT.

NEW **RAILS**

12, 14, 16, 18, 20, 24, 30, 35 and 56 lbs. to the Yard—carried in STOCK for prompt shipment. TRACK REQUISITES.

Sessenwein Bros., 103 Shannon St. .. MONTREAL.

We invite inquiries for **STEEL RAILS,** BAR IRON, PIG IRON GALVANIZED IRON, CANADA PLATES, TINPLATES, WIRE ROPE (W. B. BROWN & CO.), CEMENT, FIRE-BRICKS, ORE BAGS, GRAIN BAGS, ETC.

C. F. JACKSON & CO., Limited, IMPORTERS and COMMISSION MERCHANTS
151 Hastings St. W., VANCOUVER, B.C., and LIVERPOOL, ENGLAND.

DO IT NOW

MANUFACTURERS WISHING TO BE REPRESENTED IN

MANITOBA

COMMUNICATE WITH

DAVID PHILIP, Manufacturers' Agent

References Furnished. 185 Lombard St., - WINNIPEG, MAN.

Iron Pipe—Iron pipe is steady this week with fair demand. Last week's discounts continue unchanged. We quote f.o.b. Toronto: 1-8-inch, $2.93; 1-4-inch, $2.07; 3-8-inch, $2.27; 1-2-inch, $2.51; 3-4-inch, $3.22; 1-inch, $4.58; 1 1-4-inch, $6.47; 1 1-2-inch, $7.88; 2-inch, $11.05; 2 1-2-inch $19.25; 3-inch, $22.75; 3 1-2-inch, $28.75; 4-inch, $35.25.

METALS.

Business from stock has been more active than might be expected in the face of the serious transportation difficulties. Manufacturers, owing to the comparative weakness of the market, have been as a rule buying only up to the present needs and so have not stocks to last through a prolonged snow blockade. Consequently there is a fairly good trade. Import business, particularly in black sheets and copper, is improving.

Pig Iron—The market is steady and the demand is keeping up well. Our quotations are $18.50 for No. 1 and $18 for No. 2 f.o.b. Toronto. Prices at Midland are $1.50 lower.

Bar Iron—A fair business is reported with prices nominally unchanged. Our quotations are as follows: $1.80 f.c.b. Toronto for extras cut to length while rolling; 2 ft. and over, 10c. per 100 lb.; 1 ft. and under 2 ft., 15c.; under 1 ft. 20c., over 20 ft. by special agreement according to length and size.

Black Sheets—Orders for import are coming in freely, with prices steady. We quote as follows: 10 to 16 gauge, $2.50; 18 to 20 gauge, $2.70; 22 to 24 gauge, $2.90; 30 gauge, $3.

Canada Plates—Business keeps fairly active. Prices are unchanged. We quote the following prices: All dull, $2.50; half-polished, $2.60; and all-bright, $3.50.

Tin—A fair trade is doing. Prices at both New York and London are slightly lower. Locally there is no change, the quotations being 30 to 30 1-2c.

Galvanized Sheets—A good demand is reported at firm prices. We quote as follows: Queen's Head, $4.25 for 28 gauge; American, $4 for 24 gauge; Bell brand, $4.25 for 28 gauge; Gordon Crown, $4.25 for 28 gauge.

Tinplates—Prices are steady, with a fair demand. We quote: Coke plates, bright, 14x20, $3.50; charcoal plates, $4.25.

Copper—Both ingot and sheet are in excellent demand for import. Prices are stronger and there is more confidence as to the future. We quote as follows: Ingot copper, $13.75, and sheet copper, $20 per 100 lbs.

Brass—There is a fair trade, with the discount steady at 15 per cent.

Lead—The market keeps firm both locally and at primary points. We quote: $3.30 per 100 lb. for pig lead and $3.65 for bar lead.

Zinc Spelter—The volume of business is not large. Prices keep strong on foreign markets, but the local situation is unchanged at 6 to 6 1-2c. per lb.

Zinc Sheets—The market is firm and a fair business doing in smal lots. We quote: Cask lots, $6.75 to $7, and part casks, $7 to $7.25.

Solder—Good trade doing. Prices are still stiffening. We quote: Guaranteed half-and-half at 18c., and wiping, 17c.

Antimony—8c. per lb.

Hides, Skins and Wool.

There is a fair demand for these goods this week. Lamb and sheepskins have risen from 5 to 10c., being now 95c. to $1. No other changes are noted. We quote:

HIDES.

No. 1 green, per lb	0 07½
" 2 " "	0 06½
" 1 " steers, per lb	0 08
" 2 " " "	0 07
Cured, per lb	0 08½

CALFSKINS.

Veal skins, No. 1, 6 to 12 lb. inclusive	0 09
" " " 2 " " "	0 07
" " " 1 15 to 20 lb "	0 08
" " " 2 " "	0 06
Deacons (dairies), each	0 60 0 70
Lamb and sheep skins	0 95 1 00

WOOL.

Unwashed wool, per lb	0 09 0 16
Fleece wool, "	0 17 0 18
Pulled wools, super, per lb	0 19 0 22
" " extra "	0 23 0 24
Tallow, per lb	0 04½ 0 05

Shingles That Stand Every Test

That's what you're SURE of when you order

EASTLAKES

The practical, durable Steel Shingles of Canada.

They prevent fire, are lightning proof, can't rust or leak, and give perfect satisfaction. Any handy man can put them on.

Secure the trade of your locality in these quick-selling goods.

The Metallic Roofing Co., Limited

TORONTO MONTREAL WINNIPEG

BUSINESS CONDITIONS IN NOVA SCOTIA.

By Regular Correspondent of HARDWARE AND METAL.

THERE is not much change in trade conditions. Country business is practically stagnant as the roads are in such bad condition for travelling that farmers and others seldom come to the centres for trading purposes. Some retailers say they might about as well close their stores for a time and save expenses, so little business are they doing. Lumbermen who seldom get enough snow in this province are complaining that they now have too much and that they could haul larger loads if the roads were absolutely bare. Under these conditions it is only natural that merchants should not be in the mood for placing heavy forward orders, but still travellers are packing considerable business for later delivery.

* * *

So far as markets are concerned there have been no local changes during the past week. There is a weaker feeling in turpentine but the price here is unchanged. There is some activity in paints and sales for Spring have been above the average. The formation of a provincial hockey league has created a great interest in this sport throughout Nova Scotia, which of course has resulted in somewhat larger sales of hockey goods than usual during the Winter.

* * *

The death occurred yesterday at Dartmouth of Mr. Peter Douglas, who was connected with the hardware trade for many years. At first he was in the employ of Symonds & Company, of Dartmouth, and later in partnership with a Mr. Thompson carried on a foundry business in Halifax. On the dissolution of the firm he removed to Dartmouth and until his death operated a foundry there under the name of Douglas & Co.

* * *

The stove and tinware business at present is very quiet. The Halifax foundries are kept going but orders come along slowly. Supplementary letters patent have been issued to the Enterprise Foundry Company, of Sackville, increasing the capital stock to one hundred thousand dollars. Letters patent have also been issued to the Charles Fawcett Manufacturing Company, Limited, of Sackville.

* * *

Some time ago the town of Sydney Mines, where a large portion of the works of the Nova Scotia Iron & Steel Company is located, decided that a change of name would be desirable in order that the place might be better distinguished from Sydney and North Sydney, in the same district. A reward of $5 was offered for a suitable name and 115 names were submitted. By the casting vote of the mayor, "Stahlburg," the German equivalent for "non city" was decided upon. The new name will have to be ratified by act of legislature and a petition of the citizens is being largely signed in opposition thereto. It is contended that there are names in plenty in the local historical associations that might be adopted without drawing upon a cognomen "Made in Germany."

BUSINESS CONDITIONS IN MANITOBA.

Office of HARDWARE AND METAL,
Room 208, McIntyre Block.
Winnipeg, Feburuary 15, 1904.

BUSINESS steady and prices unchanged in all lines is again the record for the week among hardware and paint and oil jobbers. A good many visits have been received from country merchants in the city for the curling. Binder twine is once more beginning to be a subject of conversation in the trade but there is no movement yet and nothing definite to quote in regard to prices.

* * *

The Anchor Wire Fence Company (Mr. McClay, manager), have just moved their premises to the south 40 feet of Campbell Bros. & Wilson's new warehouse on Princess street. This has more than doubled their space the change being necessitated by largely increased business.

David Philip, manufacturers' agent for various lines of furnaces and other hardware supplies and general agent for the West for the Remington typewriter, is greatly enlarging his connection at the present time. Mr. Philip is one of the best known business men in Winnipeg and although it is only a few years since he took up the business of manufacturers' agent he has already a very large connection.

* * *

Mr. McKenzie, manager in Winnipeg for the McLaughlin Carriage Co., has just sold out his implement and carriage business in Manitou to Mr. Barrett of Mowbray. Mr. McKenzie had worked up one of the finest local trade connections in these lines in the West before leaving Manitou, and although he has represented the McLaughlin's in Winnipeg for three years he retained his Manitou business until last week.

* * *

The annual meeting of the Western Implement Dealers' Association was held in Brandon last week. The meeting was a representative one and a great deal of important business was transacted.

We quote as follows :

Barbed wire, 100 lb.		$3 15
Plain galvanized	6 to 8	3 39
"	9	2 50
Plain galvanized	10	3 50
"	12	3 10
"	13	3 20
"	14	3 90
"	15	4 45
"	16	4 60
Barbed wire, 100 lb.		3 25
Plain twist		3 25
Staples		3 65
Oiled annealed wire	10	3 42
"	11	3 48
"	12	3 56
"	13	3 66
"	14	3 76
"	15	3 91

Annealed wires (unoiled) 10c. less.
Horsenails, 40 per cent. discount.

Horseshoes, iron, No. 0 to No 1	$4 75
No. 2 and larger	4 45
Snow shoes, No. 0 to No. 1	4 60
No. 2 and larger	4 45
Steel, No. 0 to No. 1	4 45
No. 2 and larger	4 20

Cut Nails—		Wire Nails—	
2d 1 in.	$4 10	1 in.	4 15
3d Fin. 1⅛ in.	4 10	1⅛ in.	4 10
3d 1¼ in	3 75	1¼ "	3 70
4d 1½ in	3 50	1½ "	3 50
5d 1¾ in	3 50	1¾ "	3 50
6d 2 in	3 40	2 "	3 40
8d 2½ in	3 25	2½ "	3 25
10d 3 in	3 20	3 "	3 20
20d 4 in	3 15	3½ "	3 15
30d 4½ in	3 10	4 "	3 10
40d 5 in	3 10	4½ "	3 10
50d 5½ in	3 10	5 "	3 10
60d 6 in	3 10	5½ "	3 10
		6 "	3 10

Bar iron (basis)	2 50
Swedish iron (basis)	4 75
Sleigh shoe steel	2 85
Spring steel	3 25
Machinery steel	3 50
Tool steel, Black Diamond, 100 lb	8 50
Jessop	13 00
Sheet iron, black, 10 to 16 gauge, 100 lb.	3 50
18 to 22 gauge	3 75
24 gauge	3 90
26 gauge	4 00
28 gauge	4 10
Galvanized Iron, Apollo, 16 gauge	4 00
18 and 20 gauge	4 00
22 and 24 gauge	4 25
26 gauge	4 25
28 gauge	4 50
30 gauge or 10¾ oz	4 75
Extra sheets, 36 in. wide an advance of 25 p.c. per 100 lb.	
Queen's Head, 24 gauge	4 25
26 gauge	4 50
28 "	4 75
Extra sheets, 36-in. wide, an advance of 25 p.c. per 100 lb.	
Genuine Russian, per lb	11
Imitation " "	07 to 08
Tinned, 24 gauge, 100 lb	8 00
26 gauge	8 50
Tinplate, IC charcoal, 20 x 28, box	10 00
" IX "	12 00
" IXX "	14 00
Ingot tin	35
Canada plate, 18 x 21, 18 x 24 and 20 x 28.	3 25
Canada plate, full polished	4 00
Sheet zinc, cask lots, 100 lb	7 00
Broken lots	7 50
Pig lead, 100 lb	5 50
Black iron pipe, ⅛ inch	3 30
" ¼ "	3 30
" ⅜ "	3 40
" ½ "	3 70
Black iron pipe, ¾ inch	4 35
" 1 "	6 25
" 1¼ "	8 70
" 1½ "	10 50
" 2 "	14 50
Rope, sisal, 7-16 and larger, basis	11 75
Manila, 7-16 and larger, basis	15 25
Lathyarn	11 25
Solder	20
Axes, chopping	$ 6 75 to 12 00
" double bitts	12 00 to 18 00
Bluestone	5 50
Screws, flat head, iron, bright	85 and 10 p.c.
Round " "	80 p.c.
Flat " brass	75 and 10 p.c.
Round " "	70 and 10 p.c.
Coach	70 p.c.
Bolts, carriage, 3-16 and ¼	60 p.c.
" 5-16 and ⅜	55 and 5 p.c.
" 7-16 and up	55 p.c.
Bolts, machine, ⅜ and under	50 and 5 p.c.
" 7-16 and over	55 and 5 p.c.
Bolts, tire	60 and 5 p.c.
Bolt ends	55 and 5 p.c.
Sleigh shoe bolts	70 p.c.

Buyers

OF

Mixed Paints

are invited to correspond with us before buying their spring stock. While "Elephant Paint" is now better known to the consumers in the Northwest than any other, we propose to advertise it in a manner that will sell the goods for our customers, of which we can convince you by letter.

They are prepared in 43 selected shades, together with Outside and Inside White and Black. Guaranteed to give perfect satisfaction; will not crack, flake or chalk off.

We claim them to be unequalled by any paints in the market for beauty and durability.

One Agent Wanted in Every Town.

MERRICK, ANDERSON & CO.

Northwest Distributors,

WINNIPEG.

Machine screws	70 p.c.
Plough bolts	55 and 5 p.c.
Square nuts, case lots	3c. discount.
" " small lots	2½c. "
Hex " case lots	3c. "
" " smaller lots	2½c. "
Rivets, iron	50 and 10 p.c.
Copper, No. 8	32
" No. 12	36
Coil chain, 3-16 inch	9⅜
" ¼ inch	7¼
" 5-16 inch	5¾
" ⅜ inch	5
" 7-16 inch	4⅞
" ½ inch	4¾
" ⅝ and ¾ inch	4½
Spades and shovels	40 and 5 p.c.
Harvest tools	60 p.c.
Axe handles, turned, s.g. hickory, doz.	$3 15
No. 1	1 90
No. 2	1 60
Octagon extra	2 30
No. 1	1 60
Files common	70 and 10 p.c.
Diamond	60 p.c.
Building paper:	
Anchor, plain	65c.
" tarred	70c.
Pure fibre, plain	65c.
" " tarred	80c.
Ammunition, cartridges, Dominion R.F.	50 p.c.
Dominion, C.F., pistol	30 p.c.
" military	15 p.c.
American R.F.	30 p.c.
C.F. pistol	5 p.c.
C.F. military	10 p.c. advance.
Loaded shells:	
Eley's soft, 12 gauge black	15 00
chilled, 12 gauge	10 50
soft, 10 gauge	19 50
chilled, 10 gauge	21 50
Shot, Ordinary, per 100 lb	6 00
Chilled	6 50
Powder, F.F., keg	4 75
F.F.G.	5 00
Tinware, pressed, retinned.	70 and 10 p.c.
" " plain	75 and 2½ p.c.
" pieced	
Japanned ware	37½ p.c.
Enamelled ware, white	45 p.c.
" Famous	50 and 10 p.c.
" Imperial	50 and 10 p.c.
Green Wire Cloth	1 55

PETROLEUM.

Water white American	27½c.
Prime white American	25½c.
Water white Canadian	25½c.
Prime white Canadian	24½c.

SCRAP.

No. 1 cast iron	$14 to 15
No. 2 "	7
Wrought iron scrap	5
Copper (heavy)	8½c. per lb.
Yellow brass (heavy)	7½c. "
Light brass	5c. to 6c. "
Lead pipe, or tea lead	2c. to 2½c. "
Zinc scrap	1c. "

PAINTS, OILS AND GLASS.

White lead	$6 00 to $6 50
Putty in bladder, 2½ lb., in keg of 100 lbs.	0 02¾
Turpentine, pure. in barrels	$ 0 90
Less than barrel lots	0 95
Linseed oil, raw	0 57
Boiled	0 60
Lubricating oils, Eldorado castor	0 28½
Eldorado engine	0 27½
Atlantic red	0 33½
Renown engine	0 42
Black oil, per gal	25 to 30
Cylinder oil (according to grade)	53 to 78
Harness oil	0 65
Neatsfoot oil	1 00
Steam refined oil	0 85
Sperm oil	2 00
Pure castor oil, first pressure	0 11½
Lubricating oil	0 11½

WINDOW GLASS.

Single 1st break, up to 25 miled inches, $3.75; 26 to 40, $4; 41 to 50, $4.50; 51 to 60, $5; 61 to 70, 5.50, in 100-ft. boxes.

Estate Masson, Toronto Building, for alterations to 1617 Notre Dame street, to cost $4,000. Huoy & Payette, architects; Jos. Lambert & Fils, contractors.

TRADE CONDITIONS IN BRITISH COLUMBIA.

By Regular Correspondent of HARDWARE AND METAL.

SEVERAL very heavy sales of timber lands have been reported during the past week. One of the largest individual holders of timber lands on the coast, Mr. J. C. Keith, is negotiating a sale of his holdings to a syndicate of Scottish and English capitalists. The deal, if consummated, involves a sum of large dimensions, supposed to be $300,000. Mr. Keith is also a stockholder in the Urquhart mills on False creek in this city.

Another sale is that of a large area of choice timber lands in the northern coast district, owned by McLean Bros., and held under a very favorable lease, in fact the last lease secured under the old land regulations, which have been abrogated by the bill just passed at the session of Legislature now going on. This sale is also well up in six figures, though not of the size the other will be. The indications are that timber lands and the manufacture of lumber will be two attractive subjects for capital seeking investment during the next year.

* * *

Mr. G. O. Buchanan, of Kalso, has been deputized by the Dominion Government to attend to all the business in connection with the distribution of the lead bonus. He has received blank forms and full instructions. Claims are to be made under the regulations from July 1, 1903, and may include all amounts produced up to the end of any month. The payment will put a considerable amount of money into the hands of the mine operators who have been producing lead in the Kootenays.

* * *

Efforts to get a well bored in the Stevenson gas field are being pressed vigorously. The well is now down several hundred feet and prospects of striking a good flow of natural gas increase.

* * *

The Blue Funnel steamer Tydeus, of the China Mutual line, has reached port from Victoria where she first discharged a quantity of cargo. She has 800 tons, principally hardware and meals, for wholesale importers of this city. One of the principal items of the cargo is bar iron, of which there are about 4,000 bars and bundles. Galvanized sheets, corrugated and plan are largely represented, as well as steel wire rope, bar steel and steel plates. There was also a fairly large quantitl of tinplate and a small lot of Canada galvanized plates. The tinplate will begin to arrive in larger quantities by later vessels; 1,240 steel rails was another item of the cargo of the Tydeus, to be discharged here. She takes out a large consignment of lumber and several thousand cases of canned salmon for the British market.

* * *

In the hardware markets there is considerable activity at the present moment. Inquiry is brisk for staples such as bar steel and iron. In prices there is not much movement locally. In sympathy with the British market the price of pig iron is very low. In fact the British markets are low all round and falling as a result of low markets in the United States. Tinplates are quoted a little stiffer in price owing to rush orders. Bar iron and steel show no change. Steel plates are a trifle lower.

English boiled linseed oil which has not been imported for the past year is now so low in the British market that it is likely there will be some importations to this market again before long.

* * *

Metal merchants had a tussle this week for the annual contract to supply galvanized two-inch and half-inch iron pipe for the city waterworks. The requirements are about 10,000 feet of 2-inch and 25,000 feet of half-inch, with proportionate quantity of fittings. On this basis four tenders were handed in, each totalling $3,162.25, being lump sum for the amounts specified by the city engineer.

* * *

Northern business is fairly satisfactory to some of the wholesale hardware men, who have been finding a good deal of unexpected trade from the demands being made for supplies for mining outfits going into the northern fields below White Horse. The expectation of a good season's trade, through this rush from White Horse increases as the time goes on. News from the district is constantly being received and it is confidently predicted that returns will cause great excitement when there is a clean-up. There are many men now in and all are getting out some gravel for a dump to be ready to wash when Spring opens. Continued reports of good returns from prospecting are received by every mail from the north. There are many people now in the new district and a gentleman recently returned from White Horse says there are 30 or 40 men

leaving there every day with outfits. Not a team of horses fit for freighting but is on the trail to the new field.

* * *

A big saw mill is to be erected at One Mile Point near Nelson very shortly, every arrangement having been made. The mill will employ 100 hands and wharves and railway spurs to accommodate the trade will be built.

* * *

The C.P.R. is fitting its shops at Nelson, which are to be much enlarged also, with machinery from Germany enabling it to take the wheels of cars and locomotives and re-turn them. A larger number of men will be employed at the shops when the increase is effected.

* * *

Three more Blue Funnel steamers will reach this port from Liverpool, one, the Ping Suey, being due at the end of the month, another, the Ning-Chow, sailed on the 6th inst., from Liverpool, and the Hyson sails on March 10th. Each of the steamers brings large consignments of rolled steel, iron, sheet metals and other hardware for local importers.

* * *

Freight rates on cargo coming here from the Orient are likely to meet with sharp advances, though none have yet been announced. It is said the Blue Funnel line will put into effect a 10 per cent. advance on all cargo coming even from Liverpool, by way of the Orient. The rates of marine insurance have been increased a quarter of one per cent.

* * *

Lumbermen are very much interested in the conference which is being carried on in Winnipeg between manufacturers from this province, dealers in Manitoba and Northwest Territories and the C.P.R. with the purpose of adjusting satisfactorily the differences which have arisen. It is the argument of the lumbermen that the railway should co-operate with them to give the dealers such a rate that it would successfully shut out competition from mills in Washington and other states.

* * *

Owing to the snow blockade in the mountain section there is a very great falling off in freight receipts, so much so that the local wholesale men are finding it difficult to fill orders in some lines. Very little through freight from the east has been received in the past ten days or two weeks.

* * *

The lumber mills operated within the city of Vancouver are asking for a concession in water rates paid the city, claiming that it is one of the "little leaks" which will have to be stopped if they have to cut down the price of lumber. The rates paid at present are somewhat higher than in other coast cities. It runs from $1.28 to 72c. per thousand cubic feet for a consumption of 30,000 to 100,000 cubic feet per month. It is likely that the city will reduce the rates somewhat.

Vancouver, Feb. 12, 1904.

PITTSBURG METAL MARKETS.

SPECIFICATIONS and new business in the lighter lines of finished steel products have not been as heavy this week as during the same period earlier this month. This no doubt is largely accounted for by the fact that much material ordered in January has not yet been delivered, owing to the freight congestion, which is growing worse daily due to the severe weather. Until this material is delivered and consumed it is hardly probable that the specifications and buying movement will reach the volume attained earlier in the year. Of course consumers are buying to cover immediate requirements and this insures further business as soon as material in transit has been delivered and consumed. The mills in this district find much difficulty in securing cars for the shipment of finished steel products, while in the coke region the producers secure only a small proportion of the box cars required for foundry coke.

Pig Iron—The pig iron market remains quiet and business is almost entirely limited to small lots. Sales of several lots of Bessemer iron aggregating 3,000 tons have been made at $12.75 to $13, Valley furnace. Forge iron is held at $12.75 to $13, Pittsburg, while No. 2 foundry ranges from $12.85 to $13.35.

Pipes and Tubes—The volume of business that is being taken by both independents and the largest producer is very heavy and most of the pipe mills are operating at their utmost capacity. Discounts to consumers, carload lots, f.o.b. Pittsburg, plus freight to destination according to Tube Rate Book, are unchanged.

Coke—Much difficulty is being experienced by coke shippers in securing box cars for the movement of foundry coke. The railroads claim that the cars are tied up owing to the slow movement of freight due to the severe weather. The shipment of furnace coke is not being interfered with, however, as sufficient cars for its movement are furnished the shippers. On strictly Connellsville furnace coke as low as $1.45 has been done during the week, and several large coke producers have decided to fire no more ovens until the market stiffens up. On strictly Connellsville foundry coke $2.15 to consumers seems to be the minimum, while $2 is done to jobbers. As high as $2.50 is paid, however, for particular grades of Connellsville coke, and in a few instances slightly higher prices have prevailed.

CONDENSED OR "WANT" ADVERTISEMENTS.

Advertisements under this heading, 2c. a word first insertion; 1c. a word each subsequent insertion.

Contractions count as one word, but five figures (as $1.000) are allowed as one word.

Cash remittance to cover cost **must** accompany all advertisements. **In no case** can this rule be overlooked. Advertisements received without remittance cannot be acknowledged.

Where replies come to our care to be forwarded, five cents must be added to cost to cover postage, etc.

SITUATIONS VACANT.

WANTED — Experienced Hardware traveller. To cover Manitoba for firm having good connection. Best of references required. Good opening. Apply Box 103, HARDWARE AND METAL, Toronto. (7 t f)

SITUATIONS WANTED.

AS clerk in hardware or general store; 5 years' experience; good references. Apply to Box 105, HARDWARE AND METAL, Toronto. (9)

BUSINESS FOR SALE.

HARDWARE BUSINESS for sale in Manitoba. Stock will invoice about $4,500; owner engaged in other lines. For full particulars write Marshall-Wells Company, wholesale hardware, Winnipeg. (10)

PARTNER WANTED.

WANTED—Partner, active or silent, with some capital to invest in well-established business subject to great expansion. Highest references exchanged. Only acceptable parties need apply. Box 101, HARDWARE AND METAL, Montreal. (10)

AGENCY WANTED.

AN established Manufacturers' Agent in Montreal representing several large American houses, with representatives covering all Canadian territory, wishes to secure a good Canadian manufacturer's line in Hardware or Specialties. Address Box 102, HARDWARE AND METAL, Montreal. 20

TO EMPLOYERS.

The undersigned labor agent is prepared to forward help to employers who are short-handed. Picked hands of any trade procured on shortest notice, paying own passage. Over 800 registered, Terms moderate. F. C. SMITH, 22 Penton street, London, Eng. (14)

R. E. THORNE, 768 Craig St., **MONTREAL**

Wholesale Agent and Importer

Dry Colors, Ochres, Bronze Powders, Aluminum Powder, Schlag Metal, Bronze Liquids and Varnishes.

Toronto Office—29 Melinda St.

OAKEY'S The original and only Genuine Preparation for Cleaning Cutlery 6d. and 1s Canisters.

'WELLINGTON'

KNIFE POLISH

JOHN OAKEY & SONS, LIMITED

MANUFACTURERS OF

Emery, Black Lead, Emery, Glass and Flint Cloths and Papers, etc.

Wellington Mills, London, England

Agent:

JOHN FORMAN, 644 Craig Street MONTREAL

PAINT, OIL AND BRUSH TRADES

EXHIBITS AT THE PAINTERS' CONVENTION

WHILE hardwaremen were not interested in the practical discussions at the convention of the National Association of House Painters and Decorators of the United States, they were interested in displays of paint materials, for not only do they get information regarding new lines offered for sale but they get suggestions for paint displays in their own stores.

The exhibits of manufacturers at this convention were in many respects representative.

In some quarters there is a feeling that these exhibitions are superfluous, that members are supposed to know their business and to know all about what is current in the trade, without having it brought to their notice in this way. Such an attitude is unquestionably a mistake, as there is no doubt that a man with an enquiring mind attending one of these conventions would find in these exhibitions of manufacturers a great deal that is new to him, and that he as a professional painter ought to know and understand—for an hour spent at an exhibition of this kind will probable give a man more ioformation than he can acquire in the ordinary way in a number of years. The Canadian manufacturers are to be congratulated on their enterprise in making such impressive displays as they had.

The Canada Paint Co. had their display right at the entrance to the largest exhibition room. They showed a full line of their manufactures in dry colors, colors in oil and colors in japans and varnishes. A most effective way of appealing to the decorator was a series of panels calculated to excite the envy of all good painters because of the exquisite surfaces obtained. This style of demonstrating the value of high-class colors and varnishes is unquestionably strong, influencing every painter of discretion. The Canada Paint Co. rest their reputation upon the beauty and fineness of their colors. Many expressions of surprise were heard from American delegates at the excellence of these colors, they evidently not thinking that such materials were produced in Canada.

The exhibit was surmounted by a large Canadian flag, over which was a motto in gold letters on a white ground—"We Follow the Flag"—which seemed appropriate as this company export largely to the Motherland and the colonies. Mr. Harry Clucas, the Toronto sales manager of the company, was in charge of the display.

The Sherwin-Williams Co., held their display in one of the busiest corners of the convention rooms. The exhibit was arranged most artistically, and with a view to the entertainment of visitors as well as the display of their wares. A typewriter was in constant attendance and her services were highly appreciated the many painters who sought her aid. The accompanying view of the exhibit will obviate the necessity of further description of it. The Sherwin-Williams Co. make a feature of their advertising literature. The central point in their display constituted four panels showing the beautiful results obtained from their enamel system. The influence of this was strengthened by the presentation to every visitor of a small booklet giving complete specifications for enamel finish on old and new woodwork and plaster and brick walls. Two smaller booklets, one relating to "Excello" their varnish leader for inside use, the other to "Kopal," their varnish for general use, were also secured by practically all visitors. The firm's representatives present were C. C. Ballan-

The Sherwin-Williams Display.

tyne, Canadian manager; L. J. Fasquelle, manager of the varnish sales department, Toronto manager; R. C. Muson and H. C. Lavery, district representatives.

Among the exhibits of the large American and English firms none looked better and no where was a more cordial welcome given, or a more cheerful explanation offered of articles exhibited, than at the quarters occupied by Faircloth & Co., of Toronto.

They had a fine exhibition of art and stained glass which goods lends themselves so well to a more gorgeous and pleasing display than stained glass.

The object of a convention is usually to show the new developments that have taken place and the improvement made by the manufacturers in the various articels they put on the market.

The most striking improvement and invention shown by the Faircloth Co. is that of electro (glased) work. Formerly the glass was merely held together by lead. This required a number of bars to hold the glass firm.

With the new electro glased work no bars are used, great strength is obtained, moreover, it adds immensely to the appearance and nothing to the price.

The firm was well represented by Mr. G. A. Pringle.

Pilkington Bros. had a very fine display of the various kinds of glass they handle.

As a souvenir and to show the merits of their mirror plates they gave away small plate glass mirrors about 8x6.

One of the most interesting demonstrations at the whole convention was the wheel-cutting which was demonstrated and fully explained. Although adding considerably to the cost of the glass this process adds immensely to the appearance and to anyone wishing the best the difference in price would seem small. This firm had a piece of wired glass; to show the value of this a piece was broken with a hammer. Although the glass was broken it did not fall to pieces. The advantage of this is that it is fireproof and burglar proof. This firm are large dealers in all kinds of window glass, also prismatic glass in which connection they issue a circular showing some cuts. This circular will be sent to anyone interested on application.

The firm was well represented at the convention. Mr. Shaw, Mr. Curran and Mr. Fidler being present.

John Lucas & Co., Philadelphia, made an attractive show-room of their display. The distribution of literature was, with them, an important feature. Possibly no other book given out was in greater demand than a large book with full-page illustrations showing the beauties of the city of Philadelphia. They also had a four-page leaflet containing references to "Mirac," a varnish and paint remover. Several enthusiastic recommendations of the remover are given.

One of the most attractive exhibits was that of Harrison Bros. & Company, Philadelphia. This firm make utility products, especially colors ground in oil, which for many years have been a standard in the United States. They also manufacture enamels and protective paints. The latest novelty to be introduced to the trade by Harrison Bros. & Co. is "Antoxide" paint, which they claim acts on iron and steel as a preservative. "Antoxide" paint has been used on the United States Capitol at Washington and other important structures. This firm gave out in large numbers their color strength charts, to show the power of Harrison's colors in oil. One pound of oil is mixed with one hundred pounds or even a ton of white lead to produce light tints.

Berry Bros., Walkerville, made a reception room of their exhibit, and their representative, Mr. William Home, spent his time in valuable educational work. Particular attention was paid to the distribution of literature relating to the varnishes, japans, etc. Two valuable booklets were distributed. One of these was a treatise "Natural Woods—How to Finish Them"; the other a comprehensive and beautifully illustrated work descriptive of their varnishes and japans. The books were in great demand and should be secured by all the trade.

The Canada Glass Works Co., Limited, capitalized at $500,000, have placed a proposition before the city council of Sydney, N. S., which states that the company will locate their works there on condition that the council grant them permanent exemption from taxation on buildings, 20 years exemption on land, after which the assessed value is to be $50,000, a bonus of $50,000 and water for use in the manufacture of the glass at $1,000 a year. A special committee has been appointed, and will report.

One's Veracity

is sometimes questioned when goods recommended turn out badly. Avoid any possibility of this in your paint department by selling

Hollywood Paste Paint,

Hollywood Ready-Mixed Paint

and Hollywood Floor Paints.

The paints with quality to back up your strongest claim for them. They wear on the job, not off it.

THE IMPERIAL VARNISH & COLOR CO., Limited,

TORONTO, ONTARIO. CANADA.

P.S.—Buggy Paint, Waggon Paint, Aluminum Paint.

LINSEED OIL

Raw and Boiled

"GUARANTEED PURE"

MANUFACTURED BY

Canada Linseed Oil Mills,

LIMITED,

MONTREAL.

☞ **BARRELS WANTED!!**

We are open to **buy good sound, oak** Linseed Oil, Turpentine, Varnish, and Machine Oil Barrels.

If You Buy

Varnishes **Paints**
Japans **Colors**
Lacquers **Glues**
Stains **Bronzes**
Fillers **Chamois**
Sponges

WRITE TO

R. C. JAMIESON & CO.

LIMITED

MONTREAL

AGENTS FOR ASPINALL'S ENAMEL.

That's good advice

to give to any paint customer, because **"ARK" BRAND** is a thoroughly reliable paint and gives perfect satisfaction.

USE ARK BRAND

Dealers will find it a most profitable line to carry, and can guarantee it to give better satisfaction than any other paint made.

Read the experience of a fellow dealer:

Messrs. The Francis-Frost Co., Limited, Toronto. Little Britain, Jan. 6, 1904.

Gentlemen,—I have pleasure in advising you that your "Ark Brand" Paints have given universal satisfaction and have proved the best of any brand I have yet handled.

I was particular when I first handled "Ark Brand" to ask my customers if they had any complaints as I wanted to ascertain the quality of the paint, but I received no complaints that could be laid to the fault of the paint.

Hoping that you may continue to put up as good an article as you have in the past, that I may have no hesitation in continuing to recommend it.

I am, yours truly, E. J. YEREX.

If you will take up "Ark" Brand Paints, you will also find it the best line you ever handled.

Write us to-day for information as to how we help the dealer to push "Ark" Brand.

The Francis-Frost Co., Limited

TORONTO, ONT.

Canadian Distributing Agents for Grippin's Crack Filler and "Muresco" Wall Finish.

Paint and Oil Markets

Quebec.

Office of HARDWARE AND METAL,
232 McGill Street.
Montreal, February 17, 1904

THE turpentine market continues its erratic course. The price changes are full of surprises which are pleasant or otherwise according as you are long or short of the market. Just now, owing to transportation difficulties the market is exceedingly firm at an advance over last week's prices. At the same time, the demand is not great as the factories are not very busy, being handicapped by lack of coal and the inability of the railroads to deliver their manufactured products. Linseed oil remains steady at former quotations. As terms of payment for turpentine and linseeed oil are not now uniform reference to them is removed from our quotations below. It is still difficult if not impossible to make deliveries to country points and the travellers are also handicapped in their movements. Nevertheless mail orders are coming in satisfactorily and with the near approach of March the paint trade has received a tremendous impetus. Orders are coming in freely for all classes of painting and decorating materials. Some houses are confining their energies to the finished products having refused to follow the market in white lead. We quote:

Ground White Lead--Best brands, Government standard, $4.60 to $4.75; No. 1, $4.25 to $4.40; No. 2, $4 to $4.10; No. 3, $3.67 1-2 to $3.77 1-2; No. 4, $3.30 to $3.40, all f.o.b. Montreal.

Dry White Lead.—$4.25 in casks, and in kegs $4.50.

Dry White Zinc.—Pure dry, in casks, 6 1-4c.; in 100-lb. kegs, 6 3-4c.; No. 1, zinc, in casks, 5 1-4c.; in 100-lb kegs, 5 3-4c.

White Zinc (ground in oil)—Pure, 25-lb. irons, 8c.; No. 1, 7c.; No. 2, 6c.

Putty.—We quote: Bulk, in barrels, $1.50; in 25-lb. tins and irons, $1.85; bladded putty in barrels, $1.75.

Orange Mineral.—Casks, 7c.; 100-lb. kegs, 7 1-4c.; smaller quantities, 8 1-4c.

Red Leads.—Genuine red lead, in casks, $4.25; in 100-lb. kegs, $4.50; in less quantities, $5.50 per 100 lb. No. 1 red lead, casks $3; kegs, $4.25, and smaller quantities, $5.25.

Litharge.—Ground, casks, 5c.; in less quantities, 5 1-2c.; flake litharge, casks, $5; smalls, $5.50 per 100 lb.

Linseed Oil—Raw, 1 to 4 barrels, 47c.; 5 to 9 barrels, 46c.; boiled, 1 to 4 barrels, 50c.; 5 to 9 barrels, 49c. Delivered in Ontario between Montreal and Oshawa at 2c. per gallon advance.

Turpentine—Single barrels 95 1-4c.; 2 to 4 barrels, 94 1-4c. Standard gallon of 8.6 pounds.

Benzine.—25 to 26c.

Shellac Varnish.—Pure white, $2.60 to $2.80; pure orange, $2.60 to $2.80; No. 1 orange shellac, $2.40 to $2.60.

Mixed Paints.—$1.20 to $1.40 per gallon.

Castor Oil.—8 3-4 to 9 1-4c. in wholesale lots, and 1-2c. additional for small lots.

Canadian Paris Green — Barrels, 14 1-4c.; arsenic kegs, 14 1-2c.; 50 and 100 lb. drums, 15c.; 25-lb. drums, 15 1-4c; 1-lb. packages, 16c.; 1-2-lb. packages, 18c.; 1-lb. tins, 17c. Terms 2 per cent. discount for cash in 30 days or 90 days net.

English Paris Green.—50 and 100 lb. drums, 15c. per lb.; 25 lb. drums, 15 1-2c; 1-lb. paper boxes, 16c.; 1-lb. tin boxes, 17c. Terms, 2 per cent. 30 days; 90 days net.

Ontario.

Office of HARDWARE AND METAL,
10 Front street east.
Toronto, February 17, 1904.

Despite a general confidence that there will be a big trade in paints this Spring there is not much doing. Prices are easy in most lines, competition being decidedly keen. White lead is 10 to 25c. lower. Red lead also shows a material decline. Turpentine is rather stronger while linseed oil is 2c. lower. Paris green is still 1c. below manufacturers' quotations which are given.

White Lead—Ex-Toronto, pure white lead, $4.50 to $4.65; No. 1, $4.05 to $4.20; No. 2, $3.75 to $3.90; No. 3, $3.35 to $3.50; No. 4, $3.25 in packages of 25 lb. and upwards; 1-2c. per lb. extra will be charged for 12 1-2-lb. packages; genuine dry white lead, in casks, $4.75.

Red Lead—Genuine, in casks of 560 lb., $4.25; ditto, in kegs of 100 lb., $4.50; No. 1, in casks of 560 lb. $3.75.

Litharge—Genuine, 6 to 6 1-2c.

White Zinc—Genuine, French V.M., ditto, in kegs of 100 lb., $4.25.
in casks, $6 to $6.25; Lehigh, in casks, $6 to $6.25.

Shingle Stain—In 5-gallon lots, 60 to 85c. per gallon.

Paris White—90c. to $1 per 100 lb.

Whiting—60 to 65c. per 100 lb.; Gilders' whiting, 75 to 80c.

Shellac—Pure orange, in barrels $2.45; white, $2.60 per gallon; No. 1, including price of can.

MARBLEINE

Wall tints produce a smooth hard surface that will not rub off. It is a disinfectant, is easily prepared in five minutes, and will keep its color for years.

Marbleine is made in twelve beautiful shades, and pure white, neatly put up in five lb. packages.

TRADE MARK

Send us a post card and let us tell you all about it.

HENDERSON & POTTS, Limited, Halifax.
HENDERSON & POTTS CO., Limited, Montreal.

A Word to Hardware and Paint Dealers.

A writer in one of the leading trade papers states it about right when he says: "There is no loss which is more serious, more discouraging than the loss ensuing from unsalable goods, or from the sale of goods which are so inferior as to annoy and even drive away customers buying them."

That is one point we have been trying for years to impress on the minds of Canadian Hardware and Paint Dealers, and yet occasionally a dealer is pursuaded to stock goods that have no record of merit nor proof of origin, and for which there is absolutely no call. Why do this, when

Church's Cold Water

ALABASTINE

so well and favorably known, and for which there is a large and growing demand, can be had from all hardware and paint jobbers, and at a price that affords a fair margin of profit? No danger of loss on account of unsalable goods when you stock ALABASTINE. The sale of it to a customer is an invitation to come again, and the results of the purchase are so pleasing that it establishes in the mind of such customer THAT YOURS IS THE PLACE to buy goods that are all right.

Plain talk to practical people, but do not our statements conform to your experience? Stock ALABASTINE -We help you to sell it!

THE ALABASTINE CO., Limited, PARIS, ONT.

STANDARD PAINT & VARNISH WORKS, LIMITED

Makers of High-Grade Varnishes, Japans, Paints, Colors and Enamels.

Windsor, Ont.

GABRIEL & SCHALL,

205 Pearl St., NEW YORK.

IMPORTERS

LITHOPONE, Red and Green Seal
OXIDE OF ZINC, " " "
SULPHATE OF BARYTES (CRUDE and POWDERED)
CARBONATE OF BARYTES (PRECIPITATED)
BLANC FIXE (DRY and PULP).
DRY COLORS,
DRIERS, for PAINT AND VARNISH

"BRUNSWICK" ASPHALTMASTIC AND **BITUMEN**

GLASS WAREHOUSES:

1 in Quebec—at Montreal.
3 in Ontario—at Toronto, Ottawa, London.
1 in Manitoba—at Winnipeg.

5

Service and Prices are Better Because of This.

HAVE YOU AN ORDER?

Consolidated Plate Glass Co., Limited

TORONTO MONTREAL LONDON
OTTAWA WINNIPEG.

Paints and Paints

Some are good, some poor. If **GLOBE PAINTS** were poor they wouldn't be 9 years on the market. It takes a good article to live as long as that. We are not only living, but growing. That means a good deal.

—When our salesman calls on you, pay good heed to what he has to say.

The Globe Paint Co., Limited

422-424 Adelaide St. W., Toronto.

"Island City" Paint and Varnish Works

Our "Island City" Enamel Paints are the best in the market—17 artistic shades.

Our "Island City" Aluminum, Gold and Silver Paints can be used with great satisfaction on Furnaces, Radiators, all sorts of Furniture and Ornaments that require renovating.

P. D. DODS & CO., Proprietors, Montreal, Toronto, Vancouver.

THE CANADA PAINT COMPANY LTD

THE PAINT MIXERS
THE PAINT MINERS
THE PAINT PEOPLE
THE PAINT EXPERTS
THE PAINT GRINDERS
THE PAINT PROVIDERS
THE PAINT PURVEYORS
THE PAINT PRODUCERS
THE PAINT ORIGINATORS
THE PAINT DISTRIBUTORS
THE PARIS GREEN MAKERS

MAKERS OF OXIDE
MAKERS OF JAPAN
MAKERS OF STAINS
MAKERS OF COLORS
MAKERS OF DRYERS
MAKERS OF VARNISH
MAKERS OF ENAMELS
MAKERS OF GRAPHITE
MAKERS OF ALUMINUM
MAKERS OF KALSOMINE
MAKERS OF PARIS GREEN

THE CANADA PAINT COMPANY LTD

Pumice Stone—Powdered, $2.50 per 15c. less; in less quantities 30c. extra, cwt. in bbls., and 4 to 5c. per lb. in less quantity; lump, 10c. in smal lots and 8c. in bbls.

Linseed Oil—Raw, 1 to 2 bbls, 47c.; boiled, 50c.; 3 to 5 bbls., raw, 48c.; boiled, 51c.; 6 to 9 bbls., raw 47c.; boiled, 50c., delivered, ex-Toronto, with 2c. off 30 days.

Turpentine—Single bbls., 93 1-4c.; 2 to 4 bbls., 92 1-4c., delivered; 5 bbls and over, open, ex-Toronto, with 2c. off 30 days. For less quantities than barrels, 5c. per gallon extra will be added, and for 5-gallon packages, 50c. and 10-gallon packages, 80c. will be charged.

Glues—Broken sheet, in 200-lb. bbls., 8 to 8 1-2c. per lb.; cabinet glue, in bbls., 11 1-2 to 12c.; emery glue, in bbls., 17c.; bookbinders', ground, 10 1-2c.; finest American, white, 19c.; No. 1 American white, 15c. per lb.

Putty—Common, $1.65; pure ,bladders in barrels, $2.25; bladders, in 100-lb. kegs, $2.40; bulk, in barrels, $2.05; bulk, less than barrels and up to 100 lb., $2.95.

Plaster Paris—New Brunswick, $2 per bbl.

Liquid Paints—Pure, $1.20 to $1.40 per gallon; No. 1, $1.10 per gallon.

Barn Paints—65 to 70c. per gallon.

Castor Oil—English, in cases, 7 1-2 to 8c. per pound, and 8 1-2 to 9c. for single tins.

English Paris Green—Petroleum bbls., 14 1-4c.; arsenic kegs, 14 1-2c.; 50 to 100-lb. drums, 15c.; 1-lb. packages, 16c.; 1-lb. tins, 17c.; 1-2-lb. packages, 1-2-lb. tins, 19c.

Canadian Paris Green (present delivery)—Petroleum bbls., 14 1-4c.; arsenic kegs, 14 1-2c.; 50 and 100-lb. drums, 15c;

WINDOW GLASS.

MONTREAL.

There is not much activity at present although prices remain at the extremely low figures which have prevailed for some time. There is no money for the jobbers at present prices and some houses have refused to follow the market. We quote as follows: First break, 50 feet, $1.70; second break, $1.80 for 50 feet. First break, 100 feet, $3.25; second break, $3.45; third break, $3.95; fourth break, $4.20.

TORONTO.

Import orders are generous but there is nothing doing from stock. Our quotations are as follows: Starr, under 26 in., $3.10; 26 to 40 in., $3.30; 41 to 50 in., $3.70; 51 to 60 in., $4; 61 to 70 in., $5; 71 to 80 in., $4.30 net, Toronto, Hamilton and London.

THE GERMAN SURTAX.

THE real effect of the German surtax is still being discussed by importers and business men in general. The Canadian agents of H. Boker & Co., the German cutlery manufacturers, were seen by a Hardware and Metal representative this week. They say that a number of misrepresentations are being made to the trade as to the real state of affairs. "There seems to be an idea prevailing," said a member of the firm, "that the surtax which the Canadian Government put on German goods is now being entirely borne by the German manufacturer.

"This may be true in a few instances, but on the bulk of the goods imported from Germany it is not so. The German manufactured goods coming into this market for the hardware trade are, in nearly all cases, identified with Germany and are of different designs and patterns from those of other nationalities. Besides this, where designs and patterns correspond with the goods made in other countries, the price of the German goods are generally away below those of their competitors and hence neither the preference nor the surtax has any effect upon the sales. The competition amongst the different German manufacturers is so keen that the prices of the goods are down almost to the cost of manufacture. This is the case in nearly all the small hardware and cutlery. To reduce the price to the extent of the surtax would, in many instances, be to sell at a loss.

"There are some lines of hardware in which the German manufacturers come into keen competition with the American as well as the English makers, and on these lines, rather than lose the market, the Germans have reduced the prices to overcome the surtax. But in nearly all cases the reduction has been made only for the time being while the surtax is on, and should the surtax be taken off, the German manufacturers will again ask for the same prices as were charged previous to the imposition of the surtax.

"I do not believe that of the full line of hardware and cutlery imported from Germany into Canada, 5 per cent. is affected by competition from other countries than Germany. Hence I believe that the surtax will have to be paid on 95 per cent. of all the goods imported from Germany for the hardware trade. Perhaps on 5 per cent. of the imports the surtax is borne by the German manufacturer. I am not sure that it is borne by him on so much as 5 per cent."

TO INTRODUCE OUR

Ornamental Glass

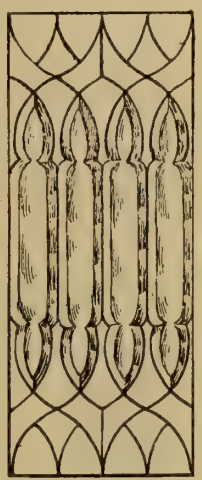
more fully to the the public **through** the Trade, we make this "special:"

We will show a series of fine **BEVEL PLATE** designs in

Door and Window Panels.

PRICES:
$1.50 per ft. Panels less than 3 square feet 10 per cent. additional.

DISCOUNT TO TRADE.



109.

110.

LUXFER PRISM CO.,
TORONTO and MONTREAL.

USE ONLY THE BEST

GILLETT'S PERFUMED LYE

is the STANDARD article

READY FOR USE IN ANY QUANTITY.

For making soap, softening water, removing old paint, disinfecting sinks, closets, drains and for many other purposes. A can equals 20 pounds SAL SODA.

SOLD EVERYWHERE.

E.W. GILLETT COMPANY LIMITED
TORONTO, ONT.

RETURNED
MAY 18 1904

Your Reputation is at Stake.

"STERLING"
FOR INSIDE WORK
PURE PREPARED
FOR OUTSIDE WORK
PAINTS

Snppose you innocently sell a paint that turns out wrong after a season or two of wear, does it save your reputation to say: "I thought, I believed that to be a good brand." We offer you

STERLING PAINTS

Sterling Paints are made from start to finish with a conscience—a conscience that forbids the use of inferior constituents.

We co-operate effectively with our agents to sell our paints. Are you our agent? Would you like to be our agent? Write us for our proposal.

THE GRANT-HAMILTON OIL CO.
LIMITED.

Makers, TORONTO.

STOVES AND TINWARE.

THE C.I.F. DECISION.

"I THINK your court decision in of c.i.f. terms is quite wrong," Eastern Canada on the subject said Mr. Colin F. Jackson, a prominent importer and shipper, to the Vancouver representative of Hardware and Metal. Mr. Jackson has just returned from England and in looking over his copy of Hardware and Metal had noted the reference in several numbers to the matter of liability in c.i.f sales.

"It is the clear practice in c.i.f sales," asserted Mr. Jackson, "that delivery is taken at the time of purchase of goods. All risks after that are taken by the purchaser. The only obligation upon the vendor of the goods is to ship the goods and to insure in the usual way. With rough and heavy goods, such as wire, galvanized sheets, bar iron, salt, cement, etc., the usual way is to insure all goods, f.p.a (free of particular average).

"I think you will find," continued Mr. Jackson, "the insurance companies will not insure against all risks with such classes of goods. If they do it would be at a prohibitive or fancy rate of insurance, outside of usual insurance I have been engaged in shipping for a long time and have had such cases more than once. In every case the insurance company would not accept the whole risk.

"There is an error in the statement that the recent decision of the Candian court creates a precedent. There are, I know, precedents in cases in English courts where decisions have been rendered. These decisions if you look them up, will be found to be exactly the reverse of that given by the Candian court.

"The vendor of the good secured insurance in the usual form, and that insurance was virtually accepted by the purchaser. It was on f.p.a terms, and when the insurance company was thus free from the payment of damages sustained other than by reason of the ship being 'sunk, stranded or burned,' there was no recourse to the vendor, whose liability was off by the c.i.f. terms of the sale.

"Why," was Mr. Jackson's declaration in concluding his interesting remarks on the case, "if this decision is upheld it will simply prevent all c.i.f sales in future."

Have Been Incorporated.

Onatrio Lantern & Lamp Co., Limited, is the name of the new company which is taking over the manufacturing business of the Ontario Lantern Company. The officers are: Walter Grose, president; W. A. Fawcett, secretary-treasurer; W. H. Ginder, superintendent. The latter gentleman has had several years experience in two of the largest American factories in these lines of goods. The new company are adding some modern machinery to their already extensive plant and will make many new lines of staple goods in connection with electrical supplies, such as lamp sockets, shade rings, and illuminating incandescent lamps, in addition to the Radiant, Shelby and Brilliant Lamps, which they have been manufacturing for the past three years. Mr. Walter Grose will continue to market the output of this company and will carry a stock of the different lines of goods, which they produce in Montreal.

Enlarging Their Plant.

The Guelph Foundry Co., of Guleph, Ont., are putting up a new factory and warehouse. The building will be of brick, 4 storeys, 40x100 feet. Last Fall they built a new foundry 174x58. It is expected the new building will be completed in about four weeks.

They have installed a complete firnace tinsmithing outfit. They will manufacture caseings and fittings. This will enable hardware merchants to install furnaces who have not a tinsmithing plant of their own.

They are also bringing out a new high-class range this year, "The Grand Ideal." This will be made in all sizes and will be ready in about a week. With their increased space and the excellent machinery they installed last Fall the company will now be able to insure prompt delivery.

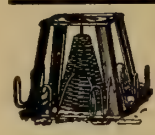
Many Towns Snowbound.

A. J. Ross, plumber and hardware merchant, Owen Sound, Ont., spent several days in Toronto this week. Mr. Ross was snowbound for two days while on his way to Toronto. Railroad traffic in the Georgian Bay district is demoralized with the consequence that business is at a standstill. A few days ago the Owen Sound merchants ran out of oil supplies and the citizens were reduced to the dire necessity of using candles. There is plenty of coal in the town although wood is at a premium, having reached a record price of $12 per cord within the last few days. On February 18 the limit was reached when railroads running out of Owen Sound refused to handle freight. Mr. Ross, who is agent for the Gurney heating goods, expects an active business in the Spring.

$5 CHEQUE PERFORATOR

perforates and indelibly inks the amount. Five dollars only. Express paid. Sent on approval.

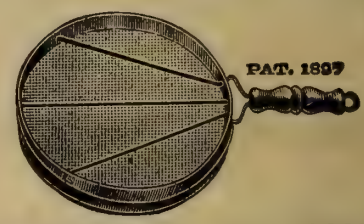
Canadian General Purchasing Agency
MONTREAL.



Wire-Cone Incandescent Toaster

Only perfect Bread Toaster for Gas or Gasoline Stoves. No smoky taste to bread toasted on this toaster. Write for prices.

H.O.Edy, Montreal. E.T.Wright & Co., Hamilton.
HARKINS & WILLIS,
Manufacturers and Inventors - ANN HARBOR. Mich



The FAIRGRIEVE GAS TOASTER

Retails at 25c. The only Toaster guaranteed to toast on gas, gasoline or blue flame oil stoves without taste or smell. Write for prices.

THE FAIRGRIEVE MAN'FG. CO.,
295 COLLEGE ST., TORONTO.
U. S. Branch: 289 Jefferson Ave., DETROIT
Agents for Great Britain: Heine, Solly & Co., Sutton House, 2 Old Street, London, E.C.

CAGES.

Bird Cages, Japanned and Brass, Parrot Cages, Squirre and White Rat and Mouse Cages, Breeding Cages.

The most complete line of Cages manufactured on this continent. Styles, sizes and prices to suit every purchaser.

E. T. Wright & Co., MANUFACTURERS, Hamilton and Montreal

Have you tried it?

Tried what?

SELLING MANTELS.

This is in your line of business, and it will pay you.

The Batty Stove & Hardware Co

76 YORK ST., TORONTO.

If you have the goods; We can Sell Them.

COLTART & CAMERON CO., Limited, WINNIPEG.

Manufacturers and Shippers of Hardware Specialties.

LOOKING TO THE WEST FOR TRADE?

COMMUNICATE WITH

COLTART & CAMERON CO., Limited

Manufacturers' Agents and Warehousemen,

WINNIPEG, CAN.

To Manufacturers' Agents

HARDWARE AND METAL has inquiries from time to time from manufacturers and others wanting representatives in the leading business centres here and abroad.

Firms or individuals open for agencies in Canada or abroad may have their names and addresses placed on a special list kept for the information of inquirers in our various offices throughout Canada and in Great Britain without charge.

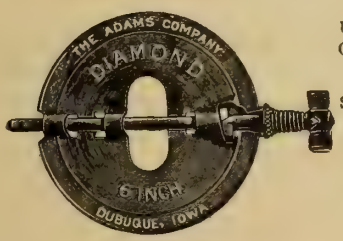
Address

Business Manager

HARDWARE AND METAL

Montreal and Toronto

DIAMOND STOVE PIPE DAMPER AND CLIP.

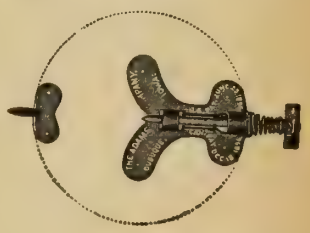


U. S. Patent June 25th, 1895.
Canadian Pat. Dec. 13th, 1894.

Sold by Jobbers of - - -

HARDWARE
TINWARE
and STOVES,

for furnace pipe, to support the sheet steel blade.

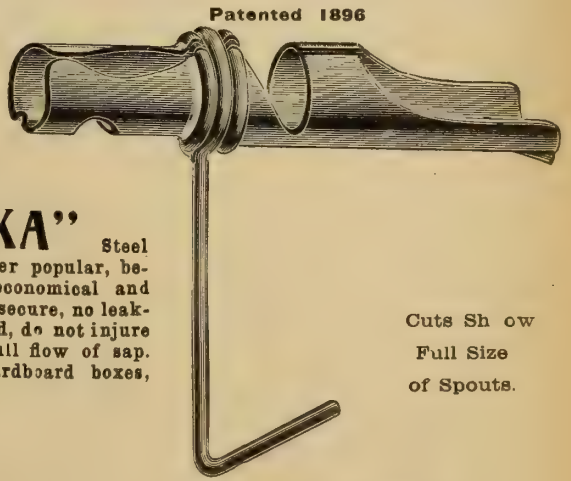


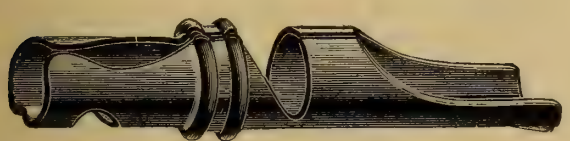
Manufactured by THE ADAMS COMPANY, Dubuque, Iowa, U.S.A.
TAYLOR-FORBES CO., Limited, Guelph, Ontario.

SAP SPOUTS

STEEL

Patented 1896





Supplied with or without hooks

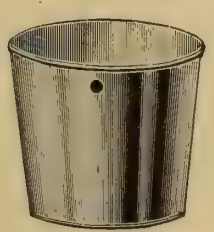
THE **"EUREKA"** Steel Sap Spouts are ever popular, because they are economical and durable, safe and secure, no leakage, easily inserted, do not injure the tree, secure full flow of sap. All packed in cardboard boxes, 100 each.

Cuts Show Full Size of Spouts.

SAP BUCKETS

Long Pattern.

SUBSTANTIALLY MADE
PRACTICAL and DURABLE.

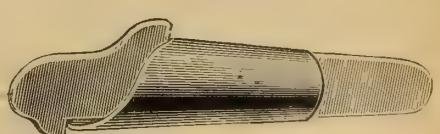


Western Pattern.

Prices and Samples on Application.

"IMPERIAL"

TAPERED.



Made from heavy tinned sheets, specially adapted for . . .

COVERED SAP BUCKETS.

SLIGHTLY FLARING, FITS CLOSELY TO THE TREE AND WILL NOT OVERFLOW UNTIL NEARLY FULL.

The THOS. DAVIDSON MFG. CO., Limited. . . . MONTREAL

HEATING AND PLUMBING

Iron Pipe at Vancouver.

The Vancouver correspondent of Hardware and Metal writes: "In discussion in the Board of Works the fact was made prominent that a large shipment of galvanized iron pipe was last year not nearly up to the desired mark as to quality. Some fifty lengths had been found to be split and useless, from defects in manufacture. The contracting firm had made this good, however. But the Board of Works laid the tenders over until the character of the goods proposed to be supplied this year was carefully looked into. The statement made was that last year such iron pipe had been hard to get and the firms tendering had to take pipe of Canadian manufacture. The pipe complained of was stated to be Canadian make, although one of the firms tendering this year offers Canadian pipe and will guarantee it."

Building in Vancouver.

With stormy weather and soft snow falling for the past week, the activity of building in Vancouver has been much lessened. There is, however, a decided change in the weather, and the temporary Winter inconvenience is over. The building inspector announces double the value in permits issued for January, 1904, as compared with January, 1903. There were no permits for blocks issued last month, all being for residential property. The total was $85,000.

Fireproof Structures.

In referring to the above the Chicago Inter-Ocean has the following about fireproof structures: "Our fire department knows that structures that are of themselves absolutely fireproof, capable of resisitng the fiercest heat, can be built, and many of the modern structures here are of that character. They know that the so-called fireproof structure is in danger only from inflammable material housed within its walls."

Building Outlook in Winnipeg.

The outlook for building in Winnipeg is very good and at the present time architects' offices are working steadily on plans for new buildings and quite a few contracts have already been let, more especially for houses. There is every intention among the people who desire new buildings and the contractors to be ready for the first fine weather to get to work. Never was there a Winter when work on buildings went on so continuously as it has done this present Winter. There were so large a number of buildings just closed in when snow came and carpenters and iron workers have been kept busy all Winter finishing the interior of these buildings and some of them will not be more than completed when Spring opens.

Meeting of Shareholders.

The annual meeting of the shareholders of the Montreal Rolling Mills Company was held in Montreal at noon on Monday, February 15th. Reports submitted to the meeting showed that 1903 was a prosperous year with this company. The following board of directors was elected for the ensuing year: E. S. Clouston, Senator George A. Drummond, William McMaster, Senator Robert Mackay, James Ross, J. S. McLennan, H. Montagu Allan, and James L. Waldie, secretary.

At a subsequent meeting of the directors, Mr. E. S. Clouston was elected president and Mr. William McMaster, vice-president and general manager.

IRON AND STEEL HOCKEY LEAGUE

THE ninth game of Iron and Steel league series, of Montreal, was played on the night of February 10th, at the Victoria rink. Thos. Robertson & Co.—the invincibles—won a victory from Drummond, McCall & Co., by a score of 3 to 0. The teams were:

T. R. & Co.: E. Bouchard, goal; P. Danberry, point; H. D. Browne (captain), cover point; H. Orsali, centre; J. Bedbrooke, right wing; T. R. Lessard, left wing; F. Robertson, rover.

D., Mc. & Co.: J. Gouldthorpe, goal; K. Audras (captain), point; R. Tait, cover; G. A. Irwin, centre; H. Wilkinson, right wing; L. Martel, left wing; A. Brophy, rover.

Timekeepers: W. E. Soden, J. Briggs, and M. C. Waters.

Umpires: F. Fields and T. B. Reed.

Referee: W. Papineau.

The following night teams representing Jas. Robertson Co. and Williams & Wilson, met at the Victoria rink, the former coming off victorious after a hard struggle. The result of the game was in doubt until almost the last minute of play, when the victors put in a third goal, making things safe. The final score was 3 to 1 in their favor.

The standing of the league at the close of the tenth game was therefore as follows:

	Won	Lost	To Pl'y
Thomas Robertson & Co	5	0	1
Jas. Robertson Co	3	1	2
Drummond, McCall & Co	1	4	1
Williams & Wilson	1	5	0

Building Permits Issued.

MONTREAL.

M. Guertin, 116 1-2 St. Hubert, for alterations to 899 and 903 Notre Dame street, to cost $800.

The Ogilvie Milling Co., Seigneurs street, for alterations to warehouse on same street, to cost $700.

Consumers' Cordage Company, St. Patrick street, to erect on Island street a one-storey warehouse to cost $2,500.

L. Mathieu, 229 Manufacturers' street, to erect on Maple street, a one-storey third-class house and store combined, dimensions 25x55, to cost $1,000.

Miss S. Manargerie, 28 5th avenue, Viaunille, to erect on Ontario street, a two-storey third-class house to cost $1,000.

Adolphe Villeneuve, 504 Chambard street, to erect on Laurier avenue, a one-storey third-class store, dimensions 15x25, to cost $300.

The Caledonian Iron Works, 512 William street, to erect on St. Martin street, a one-storey third-class store, dimensions 83x22, to cost $400.

Napoleon Graconnier, 261 Dufferin street, to erect on Cuvillier, a two-storey third-class house forming two dwellings, dimensions 25x36, to cost $1,400.

Alfred Gravel, 980 St. Hubert street, to erect on Mount Royal avenue, a three-storey third-class house and store combined, dimensions 24x50, to cost $3,500.

Alfred Dalbec, for alterations to 1845 to 1849 St. Catherine street, to cost $4,000; also for alterations to 1840 to 1858 St. Catherine street, to cost $12,000.

Archbishop's palace of Montreal, Lagauchetiere and Palace streets, for alterations to 35 St. Francois Xavier street, to cost $4,000. Deguise & Lenay, contractors.

HE WANTS TO KNOW if you are selling a paint you are willing to guarantee—Are you?

Everyman selling paint without a reputation sells it for to-day only. The customer never comes back, and he never sends anybody.

RAMSAY'S PAINTS

are paints you can guarantee—your customer is pleased, he tells the other man.

With Ramsay's Paints we are definite. We assist you to get buyers. We give it to you at a price that pays. We give you the best that goes.

Ramsay's Paints are for money and business.

Will you try it?

A. RAMSAY & SON **EST'D** **THE PAINT**
MONTREAL **1842** **MAKERS**

The New Century Ball-Bearing Washing Machine.

Not the cheapest but decidedly the best Washing Machine made.

Five to seven minutes only required for a tubful.
The operator need not stand when using it, and there is practically no wear on garments.
Full information given on application.

THE DOWSWELL MANUFACTURING CO., Limited.
Hamilton, Ont.
W. L. HALDIMAND & SON, Montreal, - Eastern Agents.

Have you noticed the advertising we are doing in the daily papers for

Oxford Radiators
and Oxford Hot Water and Steam Boilers

It is telling architects and builders the story of the best heating system on the market. It is telling the public why they should have this heating system in their homes. It is strong, forceful, truthful advertising that means big business for every handler of Oxford Radiators and Oxford Hot Water and Steam Boilers.

Does that interest you?

The Gurney Foundry Company, Limited,

Toronto **Winnipeg** **Vancouver**

The Gurney-Massey Company, Limited,

Montreal.

"Dominion Brand" Tarred Felt.
THE BEST THAT MONEY CAN BUY.
"Shield Brand" Ready Roofing, 2 and 3-ply.
QUICK SELLERS.
MANUFACTURED ONLY BY
Lockerby & McComb, 65 Shannon St., Montreal
Bell Telephone Main 1989.

Building Permits Issued.

Toronto.

Mrs. J. S. Graydon, a two storey and attic brick and stone dwelling on Huron street, to cost $1,000.

E. Ocklev, a pair of semi-detached two storey brick dwellings on Lansdowne avenue, to cost $4,500.

W. G. Muntz, a pair of semi-detached two storey brick dwellings on Concord avenue, to cost $3,000.

Mr. S. J. Graydon, a pair to two storey and attic brick dwellings on Huron street, to cost $7,000.

Geo. Wallis, a two storey and mansard addition to store and dwelling on College street, to cost $2,000.

Joseph L. Montgomery, three attached two storey and attic brick and stone dwellings on Euclid avenue, to cost $8,000.

Building Notes.

It is said that building operations have been continued all through the winter in Calgary, and that they are now going on.

Chadwick & Beckett, architects, Toronto, have taken a contract for erecting a store for W. C. Lee at the corner of Lee avenue and Queen street, Toronto.

The Hudson's Bay Co. are about to erect a three story stone and brick store at Edmonton. John Woodman, 27 Merchants' Bank Building, Winnipeg, is the architect.

Isaac Usher, of the Queenston Cement Works, Toronto, says that the most notable increase in enquiries for cement during the past year came from those interested in house building.

A brick veneer public school is to be built in Reston, Man., this Spring. C. J. Stewart, secretary of the school board, is now calling for tenders, which will be received until March 15.

A House of Refuge is to be built at Lindsay, Victoria County, Ont. Tenders are now being called by the architects, G. M. Miller & Co., 59 Yonge street, Toronto, and will be received up to February 27.

Plumbing and Heating Notes.

Bennett & Wright, plumbers, Toronto, have taken a contract for plumbing in the steamer Majestic of the Collingwood Shipbuilding Company.

Keith & Fitzsimmons, plumbers, Toronto, have about completed repairs to their factory which was so badly damaged by fire on February 8.

Tenders are being called for extensive plumbing and heating in the new buildings to be erected for St. Andrew's college.

The game of hockey to have been played between the James Morrison Brass Mfg. Co., Toronto, and the Western Assurance Co., Toronto, on Tuesday, February 16, was given to the former team by default.

A meeting of the executive of the Provincial Association of Master Plumbers was announced for February 18, to make arrangements for the convention to be held in Hamilton on April 1. Hardware and Metal hopes to publish fuller particulars of the convention in its next issue.

In last week's issue of Hardware and Metal two items appeared in which the James Robertson Brass Mfg. Co., Toronto, were given credit for having taken a contract for supplying engine sets to the Waterous Engine Works, Brantford; also for having defeated the R. S. Williams & Sons Co. and the Manufacturers' Life Insurance Co. at hockey. The items should have read the James Morrison Brass Mfg. Co., instead of the James Robertson Brass Mfg. Co.

Light your way to splendid profits by carrying the "Morrison" Gas Arc Light. It gives more light at a smaller cost than any arc light made.

JAMES MORRISON BRASS MFG. CO.
Limited,
TORONTO, ONT.

Officers of Montreal Board of Trade.

MR. GEO. E. DRUMMOND, the new president of the Montreal Board of Trade, is also the president of the Canadian Manufacturers' Association, and one of the most energetic spirits of that body. He is one of the highest authorities on the iron industry in Canada, having a thorough knowledge of that business from the

Geo. E. Drummond, President.

mining of the ore to the manufactured article, and is connected with the industry in all its branches. Mr. Drummond is a great believer in the future of Canada, and does not stop at that, but works hard toward a realization of that future.

As head of the Drummond, McCall Co., which he founded, with Mr. McCall, nearly a quarter of a century ago, he has been a foremost figure in the development of the iron industries of Canada. They were the founders of the Montreal Car Wheel Co., of which Mr. Drummond is now president. He is managing director of the Canada Iron Furnace Co., and many other large concerns owe the greatest part of their success to the management of the Board of Trade's new president.

Mr. Drummond is an Irishman by birth, but has become so thoroughly imbued with the spirit of his adopted country, that he is generally credited with a desire to see Canada make her own commercial treaties, unrestrained by any part of the Empire. He is a Conservative in politics, because he is a protectionist.

Business considerations have not and do not take up all Mr. Drummond's time. Various charitable institutions, homes for the unfortunate and hospitals have been benefited by his generosity and helped forward by his active participation in their work.

In his speech thanking the members of the board for the honor done him, Mr. Drummond said in part, that Canada was now entering upon a period in her history the importance of which could hardly be over-estimated. It behooved the business men of the Dominion to take keen interest in the country's affairs; there are too few business men in the country's parliament; too few who are conversant with what the country requires. He considered it the duty of the boards of trade of Canada to take up and move resolutely in questions which affected the country at large. Sir Wilfrid Laurier had said very truly that

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R. Munro, Second Vice President.

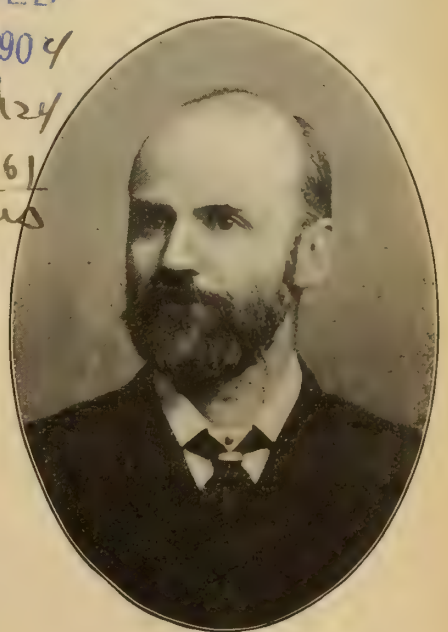
if the United States was the nation of the 19th century; then Canada should be the country of the 20th century, and it was the time and opportunity for the commercial bodies of this country to bestir themselves. In the past the voice of the Montreal Board of Trade had been heard to some effect in the councils of the nation. The Board of Trade council took up the matter of the unfair treatment which was being accorded to the Dominion by Germany, and the result was that the surtax against Germany had been put into effect.

Mr. William I. Gear was elected the first vice-president by acclamation. He is an old hand in board of trade matters, and will be found most useful in his new position. In the years 1900 and 1901 Mr. Gear was the representative of the shipping interests on the Board of Trade council, and last year was the second vice-president of the board. In 1902 he was elected president of the Corn Exchange.

Mr. Gear is a Canadian by birth. He is most favorably regarded in shipping and commercial circles, not only locally, but throughout the country with those who have had business connections with him and the shipping firm of which he is vice-president, the Robert Reford Company, one of the largest in Canada. Mr. Gear is the chairman of the Executive of Shipping Federation of Canada.

Mr. Robert Munro, who has been elected second vice-president of the Montreal Board of Trade, is no stranger to Canada. He first visited this country a number of years ago in connection with lead products manufactured by the well-known firm of Alexander, Fergusson & Co., of Glasgow, Scotland, a firm known wherever the English language is spoken. Upon the fusion of the firm of Fergusson, Alexander & Co., who were then established in Montreal, with the Canada Paint Co., in 1892, Mr. Robert Munro became managing director, and it is almost needless to say that this company under his guidance has been a success from the start.

Mr. Munro is widely known in philan-



W. I. Gear, First Vice-President.

thropic and education circles in Montreal and elsewhere, taking a special interest in the technical training of young men. He stands high in the commercial life of the metropolis, and has a patriotic desire to see the industrial world of Canada forge ahead, having been prominently connected with the Cana-

dian Manufacturers' Association for some time.

His technical knowledge of such matters as red lead, white lead, litharge and lead and zinc ores has frequently been made use of by the Dominion Government and large corporations as to his opinion of the value of galena deposits and their chemical and commercial value.

As it may be inferred from the name, Mr. Robert Munro comes from good Highland stock, the strain which has done so much for this country. He is an uncle of Neil Munro, the celebrated Scottish author, and weilds a facile literary pen himself. Being in the prime of life, it is confidently anticipated that his business knowledge and sphere of usefulness will still further be felt in the commercial world.

Mr. James Thom, who is the new treasurer of the Board of Trade, is a

James Thom, Treasurer.

very well-known business man of Montreal. He is prominently connected, and has been for some years, with Canadian trans-Atlantic shipping interests, and in Montreal steamship circles no one has a better grasp of ocean transportation affairs than he.

Mr. Thom was formerly the general manager of the Hamburg-American Packet Company and the Furness lines, and in the early days was freight manager of the Beaver Lines, which were acquired by Elder, Dempster & Co. He is now assistant general manager of the Dominion Line.

He has already served two years as the representative of the shipping interests on the council of the Board of Trade.

UNION PLANES.

THE planes and other tools manufactured by the Union Manufacturing Co., of New Britain, Conn., U. S. A., have lately received considerable attention from the Canadian trade. It is claimed for these goods that they are exceedingly well finished, and that this is a point which commends them at first sight to the dealers as well as the user. Considerable stress is also placed on the fact that the cutters used in Union Planes are extra heavy, and are made of one piece of steel.

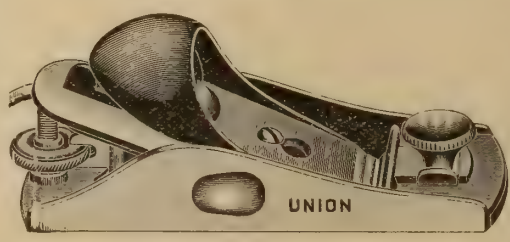
This company make quite a line of these goods, including the Smooth,

Grooved Bottom Planes.

Jack, Fore and Joiner Planes, with both iron and wood bottoms. Also a line of Block Planes, plain and adjustable from the small No. 101 for boys' tool chests, to the No. 138 with nickel-plated knuckle-joint lever. They also make Robber Planes, Scrapers, etc.

Looking at their line in detail, we note that their iron planes with handles are provided with solid mahogany handles and knobs, which greatly add to the finish and appearance of the goods; also that all of these planes are furnished with the grooved bottoms when desired, without extra cost.

Their line of block planes is complete. The No. 9½ and similar styles are furnished with the lateral adjustment for the cutter, and also with an improved throat adjustment slide, by means of which the opening for cutter may be easily closed



No. 9½ Plane.

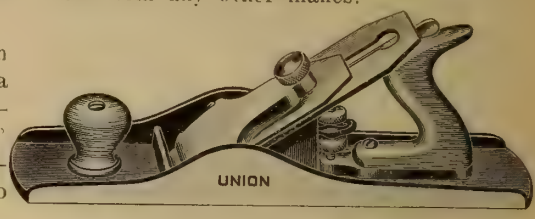
or enlarged, as desired, for fine or coarse work. The list of block planes also includes those made with lever and screw adjustment, and the block plane with double ends. Eight numbers of spoke shaves are made, including those with single and double irons.

In this new plane the cutter is raised or lowered by means of a lever, which is locked in any position by the two brass nuts above and below it.

Single Iron.

The old style of movable frog is discarded in this plane, the cutter seat being a part of the body. It is claimed that in this way absolute rigidity is secured, and that this attachment, used in connection with the heavy cutter used on all Union planes, gives an article for all around work that will stand any test. This device will also be used on wood bottom planes.

These goods are all packed in a neat, attractive style, and with a copy-righted label, which will readily distinguish them from any other makes.



New "X" Plane.

The 1904 catalogue will soon be issued, and will show several new numbers in addition to those shown in 1903.

HARDWARE HOCKEY MATCH.

Teams representing Caverhill, Learmont & Co., and Lewis Bros. & Co., of Montreal, met on the Victoria rink in that city on Thursday evening, February 11th, the former team being victorious by a score of 1 to 0. The match was keenly contested and the play of the winners was a surprise to the spectators. The teams were:

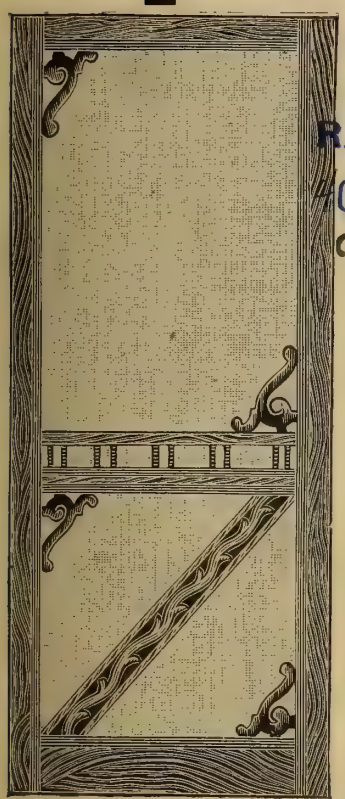
Caverhill, Learmont—Hodgson, goal; Pillow, point; Davidson, cover; Rowatt, left wing; Walker, centre; Briegel, rover; Reid, right wing; O'Dell, spare.

Lewis Bros.—Wilson, goal; Cameron, point; Dow, cover; Bonbarbier, left wing; Culverhouse, centre; Carbury, rover; Stafford, right wing.

STARKE HARDWARE CO. DAMAGED BY FIRE.

Fire broke out on Monday afternoon in the cellar of the Starke Hardware Company, St. Peter street, Montreal. It was feared that the company would suffer serious loss as smoke was pouring out in dense clouds from the windows, when the firemen arrived on the scene. Fortunately the flames were soon extinguished and the loss is not considered very serious.

CANE'S SCREEN DOORS AND WINDOWS



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We carry in stock nine styles of Screen Doors, and two styles of Windows.

These cover all the newest and handsomest designs and are the best values in Canada.

Our Screen Door and Window Catalogue

contains all information, such as designs, finish, prices, etc. Free on application.

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BUILDING AND CONTRACTING NOTES

HARDWARE AND METAL would be pleased to receive from any authoritative source industrial news of any sort, the formation or incorporation of companies, establishment or enlargement of mills, factories foundries or other works, railway or mining news, etc. All such correspondence will be treated as confidential when desired.

LA COMPAGNIE DE TANNERIE DE QUEBEC, LIMITED, Quebec, have been incorporated with a capital of $100,000, to carry on the business of manufacturer of and dealer in leather of all kinds. The directors are: J. F. Gourdeau, F. Gourdeau, J. E. Martineau, E. Racine, M. I. Racine, M. L. Pouliot, J. Ritchie, L. N. Bergeron, A. Racine, J. P. Morissette, all of Quebec.

A china manufacturing concern of Youngstown, Ohio, who wish to establish a china factory in London, Ont., asks as an inducement that the city council persuade the Government to increase the tariff on china to 70 per cent. The council have decided to offer the concern ten years' exemption from taxation and also to ask the Government to increase the tariff on chinaware, but not to the extent proposed.

The Halifax Times is wondering what is the matter with Nova Scotia shipbuilders. It cites a case of where one of the leading coal companies of Nova Scotia asked shipbuilding firms in Yarmouth, Shelburne, Pugwash, all towns in Nova Scotia, and one in Connecticut, U. S., to tender for the construction of six wooden barges. The Connecticut firm's tender was accepted for the reason that, after the duty was paid, the figures were fully 20 per cent. under the lowest of the Nova Scotia firms.

The Toronto Window Cleaning Company, Limited, Toronto, have been incorporated with a capital of $40,000, to manufacture and deal in all apparatus and appliances for housecleaning. The directors are: J. B. Kay, W. T. Bradshaw, R. K. McIntosh, D. K. Ridout, and J. D. Montgomery, all of Toronto.

The Magee-Walton Co., Limited, Hamilton, Ont., have been incorporated with a capital of $100,000, to carry on a wholesale and retail coal, fuel and ice business. The directors are: W. G. Walton, Wm. Magee and Jas. Sturdy, all of Hamilton.

Mayo Mining & Development Company, Limited, Windsor, have been incorporated with a capital of $250,000, to carry on in all its branches the operations of a mining, milling, reduction and development company. The directors are: Hon. Richard Harcourt, Toronto; J. T. Harcourt, Geo. Campbell, O. E. Fleming, and H. O. Fleming, all of Windsor.

In order to encourage the deep mining of gold in Nova Scotia, the Provincial Government has passed an act subsidizing the sinking of deep shafts by paying one-half of the expenses of sinking. In his geological survey, E. R. Haribault, of the geological survey staff, discovered a resemblance of the gold-bearing reefs of Nova Scotia to the rich deep workings of the Bendigo mines of Australia, which have been worked successfully to a depth of 4,000 feet. The Nova Scotia mines have not been worked deeper than a few hundred feet. This is the reason for the Government subsidizing deep mining.

Mr. James Ross, in discussing the position of the Dominion Coal Co. recently said that the earnings of the company, to be presented to the annual meeting to be held in March, will show that, in spite of the breakdown in No. 1. Dominion, the past year has been a most successful one. The year 1902 was a record one in regard to earnings, which were $1,715,000. Mr. Ross says that the earnings for 1903 will reach that amount notwithstanding the fact that No. 1 Dominion was shut down. He also said that they are banking more coal this winter than ever before, and that their entire output up to December has already been sold.

NOTES.

Wm. Lithgow, formerly secretary of the Port Hood Coal Co., has accepted the position of coal sales agent of the Nova Scotia Steel & Coal Co.

Trains will be running over the new Temiscaming Railway shortly to New Liskeard. At the present time the road is completed 57 miles north of North Bay, and trains are running regularly on that section.

The Peterborough Fuel & Cartage Co., Limited, Peterborough, Ont., have been incorporated with a capital of $40,000, to carry on the business of a fuel, ice, salt, cement and lime merchants, and also that of a general carter.

The Craig Co., Limited, Ridgetown, Ont., have been incorporated with a capital of $50,000, to carry on a general merchantile and produce business. The directors are: T. Craig, W. D. Craig, and J. R. Craig, all of Ridgetown.

Jones Bros. & Co., Limited, Toronto, have been incorporated with a capital of $60,000, to manufacture and deal in barbers' supplies, druggists' supplies, etc. The directors are: S. Jones, J. W. Baker, and G. B. Wood, all of Toronto.

The Bridgeport colliery, of the Dominion Coal Co., has been closed down temporarily. The reason for this is the present depression in the United States coal trade and the reduced Canadian markets. Operations will be resumed in the Spring.

The Canadian Northern Land Company, Limited, Ottawa, Ont., have been incorporated with a capital of $20,000, to deal in real estate. The directors are: F. H. Crysler, J. R. Bethune, L. G. Larmonth, P. Larmonth, and G. G. Crysler, all of Ottawa.

The Sydney, N. S., city council have decided to offer the Sydney Manufacturing Company a bonus of $10,000 and exemption from taxation for 20 years, provided that the company increase their capital to $250,000, and that they commence the manufacture of cars.

Robert Stewart, Limited, Guelph, Ont., have been incorporated with a capital of $100,000, to carry on the business of a contractor, manufacturer and dealer in saw logs, timber and lumber. The directors are: R. Stewart, E. S. Sinber and R. D. Stewart, all of Guelph.

Barclay, Glass & Co., Limited, Dundas, Ont., have been incorporated with a capital of $20,000, to manufacture, repair and deal in pianos and other musical instruments. The directors are: A. Glass, W. J. Barclay, F. W. Cooper, A. Barclay and J. Johnston, all of Hamilton.

The D. B. Martin Co., Limited, Montreal, have been incorporated with a capital of $100,000, to manufacture and deal in all products from dead cattle, sheep and hogs. The directors are: H. F. Cook, Westmount; T. C. Casgrain, E. F. Suweyer, D. Armour and George Cloutier, all of Montreal.

The Dominion Iron & Steel Co., have awarded the contract for the construction of the coal washing plant in connection with their works at Sydney, to Heyl & Patterson, Pittsburg. The contract calls for the completion of the plant in July. It is to have a capacity of washing 100 tons per hour.

The Laprairie Brick Co., Limited, Montreal, have been incorporated with a capital of $300,000, to purchase the business now being carried on under the name of The Laprairie Brick Co. The directors are: J. W. Tester, T. A. Trenholme, G. G. Foster, P. Galibert, J. Forman, J. McKergow, F. Buller, and A. J. Corner, all of Montreal.

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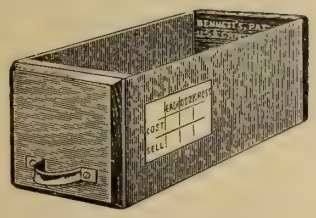
Bennett Manufacturing Co.

Bennett's Patent Shelf Box and Cabinets for Hardware, Grocery, Seed and Drug Trades, etc.

Owing to the steady and rapid growth of ourbusiness new quarters were needed.



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126 St. Andrew St.

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Manufacturers and Wholesale Dealers in

PAPER, PAPER BAGS, ROOFING PAPER, TARRED and DRY SHEATHING, 2 and 3-PLY PATENT ROOFING, COAL TAR, BLACK PITCH, SCRAP METALS, PAPER STOCK, OLD and NEW MACHINERY, SCRAP CAR WHEELS AND AXLES.

(Write for prices and particulars.)

Write for free samples.
Agents being placed in every district.

Arrow Brand Asphalt Ready Roofing

Easy to lay—lasts long—needs no painting, as it comes in rolls already surfaced with gravel.

A. C. JENKING, Sole Selling Agents,
Room 215 Coristine Building, - - MONTREAL.

Will Hold Up a Shelf!

That's what a shelf bracket is for.

For this purpose there can be NOTHING BETTER, NOTHING CHEAPER than the BRADLEY STEEL BRACKET. It is well Japanned, Strong and Light. The saving in freight is a good profit, aside from the lower price at which the goods are sold. Order direct or through your jobber.

ATLAS MFG. CO.,
New Haven, Conn., U.S.A.

PORTLAND CEMENTS

BestGerman, Belgian and English Brands.

FIRE BRICKS
FIRE CLAY
FLUE LININGS
DRAIN PIPES
HARD WALL PLASTER
CALCINED PLASTER
WHEELBARROWS
MORTAR STAINS.

A Full Stock of Builders' and Contractors' Supplies.

W. McNALLY & CO.

40 to 52 McGill St. (Cor. Wellington St.)
MONTREAL.
Write for our quotations.

MADE IN ENGLAND.

HACK SAW BLADE

MADE BY
CHAS. BAYNES
KNUZDEN BROOK
BLACKBURN

The Hanover Portland Cement Co., Limited

HANOVER, ONTARIO.

Manufacturers of the Celebrated **"Saugeen Brand" OF PORTLAND CEMENT.**

Prices on application.

"THE EMLYN" SAW BENCH

Made in 6 sizes. Best value obtainable. Specially designed for export With or without "Emlyn" Patent Guard. Sole maker—

CHARLES D. PHILLIPS,

Cables—"Machinery," Newport.
Emlyn Engineering Works
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You needn't worry about your parcels when they are wrapped in our brown or manilla

Wrapping Papers

because they will arrive at their destination in a respectable condition. Full count, full weight in in every order we send out.

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Limited
Toronto Montreal and Windsor Mills, Que.

The Grey and Bruce Portland Cement Company of Shallow Lake, Limited,

Manufacturers of

"Hercules" and "Lion" Brands

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PORTLAND CEMENT

Unsurpassed for Sidewalks, Floors, and all work requiring the Highest Grade of Portland Cement.

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We want you all to know of our

Skylight (The Ormsby) and ***Metallic Walls*** and ***Ceilings,*** and that we make ***Corrugated Iron.***

WRITE US.

A. B. ORMSBY & CO.,

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The Saw That Sells Itself.

When placed in the hands of the intelligent mechanic the **ATKINS** High Grade Silver Steel Hand Saw sells itself. You simply show it and the saw does the rest.

ATKINS Silver Steel Hand Saws with Perfection Handles are warranted the FINEST Saws on earth in material, temper, grinding and finish.

Write for Catalogue and Prices.

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Toronto Office: 30 Front St. East. Tel. Main 1896.

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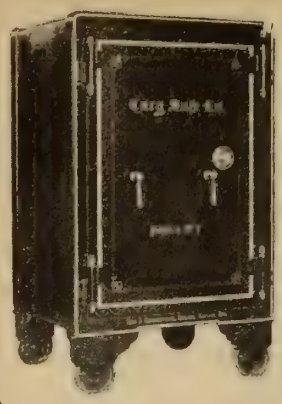
ALWAYS AHEAD

Leading Saw and Tool Manufacturers
Factories: INDIANAPOLIS, IND.
Northwestern Branch: Minneapolis, Minn.



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Importers and dealers in

FIREPROOF SAFES, STEEL BANK SAFES, VAULTS, TIME LOCKS, DEPOSIT BOXES.

Combination locks put on and combinations changed. Safes repaired, etc.

10 John St. N., Hamilton, Ont.

ESTABLISHED 1855

TAYLOR'S DOUBLE TONGUE & GROOVE SAFES

145 & 147 FRONT ST. EAST. TORONTO.

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Have You a Cash Register?

Study the Hallwood.

It is made to stand a thorough examination.

It tells at every turn why its use is to be commended.

The Hallwood is the perfection of mechanism.

The Hallwood system is the most perfect devised for handling business transactions.

Send for descriptive literature We rely on the buyer's good judgment for our sales.

THE

Hallwood Cash Register Co. of Canada

78-80 King St. E., TORONTO.

1782 Notre Dame St., MONTREAL.

Special Advertising Rates have been arranged for space in "The Office," and will be gladly quoted on request.

YOUR SIGNATURE 50c.

Engraved Fac-simile, and a plate that any printer can use for Exact size of original. Remit P.O. or Express Money Order. Sent in three days. Make your signature in black, dark blue or red ink. We make all kinds of advertising cuts.

GEO. J. SMITH BUREAU, 621 Broadway, N.Y., U.S.A.

PRINTING

1,000 Envelopes, good white paper,	$1.00
1,000 Letter Heads, Note size,	$1.00
1,000 Letter Heads, Letter size,	$2.50
1,000 Statements,	$1.50
1,000 Bill Heads,	$1.50
1,000 Dodgers,	$1.25

Send for Samples.

G. A. Weese & Son, 44 Yonge St., Toronto.

Trade With England

Every Canadian who wishes to trade successfully with the Old Country should read

"Commercial Intelligence"

(The address is 168 Fleet St., London, England.)

The cost is only 6c. per week. (Annual subscription, including postage, $4.80.)

Moreover, regular subscribers are allowed to advertise without charge in the paper. See the rules.

NEW TELEPHONE LINE

A new copper metallic line has just been completed from Simcoe to Port Rowan. The towns listed below can now be reached from Toronto at the following rates :

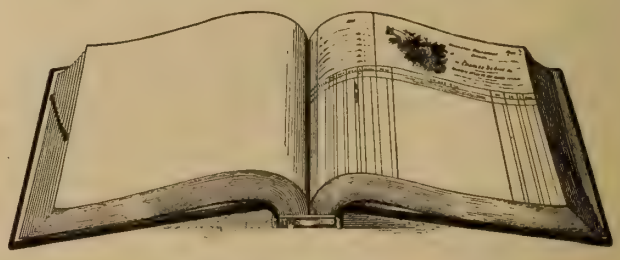
PORT ROWAN -	50c.
ST. WILLIAMS - -	50c.
VITTORIA - -	40c.

The Bell Telephone Co. of Canada

SAVE TIME

BY

KEEPING YOUR BILLS ALWAYS MADE OUT.



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Write for Catalogue.

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A SIMPLE METHOD OF BOOKKEEPING FOR RETAIL MERCHANTS.

By C. T. Inman, Denver, Colo.

THE books to be used are as follows: Ledger and two common manila two-column sales books (journal ruling). On the first page of the ledger enter a statement of assets and liabilities containing at least the following data:

Assets.	Liabilities.
Cash.	Accounts Payable.
Stock (Mdse.).	(Other Indebtedness).
Accounts Receivable.	
Other Assets.	

The difference between the assets and liabilities will be the dealer's net worth.

Head the last eight pages in the ledger as follows'

1. Goods sold for cash.
2. Goods sold on credit.
3. Goods bought on credit.
4. Goods bought for cash.
5. Cash received on account.
6. Cash paid on account.
7. Expense.
8. Goods returned from customers.

Take one of the sales books, head columns as in form (A).

As credit sales are made, enter customer's name and items bought, but carry only the total of the purchase into the first column. Any goods returned by the customer should be entered as above, except that the total would be entered in the second column. As the page fills up, foot each column separately and carry to corresponding column on next page until the end of the month, when the total of the first column is entered on the page in the ledger marked "Goods sold on credit," and the footing of the second column is entered on the page headed "Goods returned by customers."

If duplicate sales tickets are used, simply enter the customer's name, date and amount of sale or return in its proper column and file the sales ticket in shape for convenient reference. Now, at such time in the day as

JANUARY, 1903.

Day.	L. F.	Sales.	Total of Each Sale.	Total of Each Return

Form A.

is most convenient the sales are entered in the ledger as charges to the customer's account and the returns as credits, and checked in the sales book to show that they have been so entered.

Now turn to the last page of the sales book and head columns as in form (B).

As goods are received from the wholesaler the invoice is, of course, checked for quantities, prices and extensions. Any returns or deductions are noted on invoice and deducted from its footing. Now, on this last page enter the name of the house the goods were bought from, the date of the invoice, and the amount after making all deductions. Treat all invoices in this manner until the page is full, then carry footing over to the preceding page, and so on to end of month, when footing is carried

JANUARY, 1903.

Day.	L. F.	Purchase.	Amt. of Invoice.	

Form B.

to ledger page marked "Goods purchased on credit." After so entering the invoice, file alphabetically.

No ledger account is necessary with the people of whom the retailer buys goods, as they have to keep his account in shape for convenient reference and will send him statements periodically, at which time he should check with invoices on his file and notify them at once of any difference. If retailer discounts his bill, the discount should be taken from invoice when it is checked up and net amount of invoice entered.

Freight is considered as expense and so entered through cash book.

For the cash transaction the retailer will use his other manila sales book.

Skip the first page and commence work on the second. On the right-hand page rule an extra column beside the two already there, as in form (C). On the left-hand page mark first column "Cash on account," and second "Cash sales." As customers pay on account, their names are entered and the amount placed in the first column from which it is placed to the credit of the customer's account in the ledger. As cash sales are made, the amounts are placed in the second column.

On the right-hand page head the extra column "Cash paid on account," the next "Goods bought for cash," and the last "Expense." As money is paid out on account, or in settlement in full, enter amount in first column opposite the name of person to whom paid. All cash purchases are entered in second column, and all cash paid for running expenses, freight, rent, clerk hire, etc., placed in the third column.

As soon as either page is full, foot each column separately and carry to proper column on next corresponding page, always remembering that "Cash receipts" are on the left-hand page and "Cash disbursements" are on the right. At the end of the month, carry the footing of each column to its proper page in the ledger. The difference at any time between the footing of the left and right side of the cash book is the amount of cash there should be on hand. The bank account is considered as so much cash. As checks are drawn, the dealer considers them exactly as he does the money he pays out, and makes his entries accordingly. When making his deposits,

he should consider that he is taking money out of one pocket (the cash drawer) and placing it in another (the bank), hence no book entry is necessary ; his check stubs show at any time his balance in bank.

Now, if the dealer's cash balances, the cash book entries are correct ; if it does not, the difference must be located and adjusted. If the dealer so wishes, he can prove his customers' accounts in the following manner :

Add to "Accounts receivable," as shown in statement of assets and liabilities, the footing of ledger pages marked "Credit sales," and deduct the footing of ledger pages marked "Goods returned from customers" and "Cash received on account." If his work is correctly done, the footings of each amount due from his customers, as shown by their ledger accounts, will equal this amount exactly.

The comparison shown by the eight pages in the ledger will be of a highly interesting and instructive nature to the dealer, and will aid greatly in determining his

The injury the dishonest tradesman inflicts is not confined to the creditor he thus defrauds. In fact, his is probably the least. One example. By systematically cutting prices, say down to a point that shuts out his honest neighbors, he demoralizes trade conditions at every point within the sphere of his influence. Indeed, if he obtained his goods by out and out burglary to put on the market, the conditions would be the same for the honest competitor, who has to pay for his goods and sell them at a profit. What's to be done?

Getting Lukewarm.

Sometimes it looks as if we were growing amiable towards corrupt practices in every direction. Common old-fashioned honesty is too dull for our new-fashioned wits and we are apt to wink at the "clever" men who "do" one another, if only it be within the law and wear a look of respectability—for this is the criterion.

JANUARY, 1903.

Day.	L. F.	Cash Received.	On Account.	Cash Sales.	Day.	L. F.	Cash Paid.	On Account.	Goods bought for Cash.	Expense.
		Form C.					Form C.			

future operations and help in a great measure to stop leakages, by keeping him thoroughly conversant with the principal features of his business.

DEALING WITH DISHONEST DEBTORS.

By J. E. W.

WHAT to do with dishonest debtors has always been a perplexing question. The law is not favorable to incarceration for the offence and, on the whole, it is no doubt well that this is so. Otherwise, there might be abuses of the privilege that would quickly unbalance its salutary results. There are, however, from time to time, debtors whose transactions reveal such systematic and premeditated dishonesty, that some more adequate punishment seems absolutely necessary as a public safeguard; and, that creditors are not armed with some such weapon to meet—or rather prevent—this class of offenders, is at times exasperating.

Some Instances.

For instance, a meeting of creditors is called. The usual vague explanations follow, with fictitious accounts of losses, etc. Unheard of relatives and sundry persons make their appearance as creditors, and finally, on calls for an "offer," the debtor produces his wife or brother or sundry other person who is "willing" for disinterested reasons, to buy the stock and outfit if the creditors will accept, say 25c. on the dollar. This is the ordinary "hold up," and it is quite complete. The offer is accepted because it is the only thing in sight.

Prompted by Shrewd Lawyers.

This farce has invariably for prompter a shrewd if briefless lawyer, and, so far, there seems to have been invented no iniquity for the fathering of which his services are not available. Not that we find fault or rail against the profession in particular. Indeed, we should all of us, no doubt, find the laws rather irksome and tedious if we had no one to help us break them.

But we are not going too deeply into the psychology of the matter nor yet to usurp the province of the pulpit. We are interested just now in the business aspect of the matter purely, and feel that something ought to be done along these lines for the protection of the honest traders scattered all in this broad country.

Lists of Dishonest Debtors.

Associations exist now in practically all classes of trade to maintain parity of prices and in other ways promote equilibrium, and prevent trade fraticide. Could these associations post the names of dishonest debtors in the same way that names are listed by them for other purposes and privileges? The decision of the creditors meeting on the point might be taken to determine whether or not the debtor has placed himself in this category. Mercantile reports of course, confine themselves to the fact, that a compromise was effected, but honest men, also are sometimes unfortunate and obliged to compromise. The trade report dare not classify if it could. A trade journal, too, might be a convenient plan, but would at once give the debtor the advantage of the "legal aspect" in the libel proceedings that would inevitably follow. The judgment of a creditor's meeting would not avail in law, unfortunately, nor protect a journal without special legislative enactment. The association, therefore, seems to have the best appliance, at present, within its own reach.

But (and here the whole question is reopened), we are reckoning without the cupidity of the merchant. The dishonest debtor may be posted and blacklisted, but is the merchant born who can refuse good money, even if dishonestly made. And supplies will therefore continue in proportion to risk only.

There is the loss of the past to overtake and the profit on present transactions both to tempt. He knows that if he refused, the merchant across the street would not, and there we have it. So that until the merchant, himself, in the interest of the honest tradesman, put his foot down firmly, the question will probably remain there, or be relegated to that other, last melancholy old-fashioned day of reckoning when honesty will not be at a disadvantage.

SET AN EXAMPLE.

Clerks watch their employer just as closely as he watches them. If he is careless or negligent in any way they are likely to follow suit sooner or later. For example, if they see that he is discourteous to customers they will become likewise; if he is in the habit of observing irregular hours in his business, they will avail themselves of the same privilege, and so on to the end of the chapter, tit for tat.

Doubtless employes are in the wrong here, but it is human nature. It will be easier for a business manager to reform his own habits before he tries to reform those of the men who work for him. If he is careful, courteous and punctual, his clerks will be influenced by it. The spirit of industry and energy is contagious, but clerks catch it more readily from their employer than from each other.

This list is for the purpose of placing retailers, manufacturers' jobbers and other readers in touch with reliable and competent accountants and auditors whose services are so frequently required for such purposes as opening books,

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This space $15 a year.

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This list is for the purpose of placing manufacturers, wholesale and retail merchants and other readers throughout Canada, and firms abroad doing business in Canada, in touch with the legal profession throughout the Dominion, for the collection of accounts, legal representation,

LEGAL CARDS.

organization of companies, the arrangement or dissolution of partnerships, or assignments, as well as all other matters of a legal nature.
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More Knowledge, More Money.

If you had a better knowledge of **BOOK-KEEPING, SHORTHAND, COMMERCIAL LAW, JOINT STOCK COMPANY LAW, BUSINESS CORRESPONDENCE,** wouldn't you be able to earn more money?

We teach these **BY MAIL** at a very small expense.

Anyone who can read and write can learn these things.

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Thorough courses in Bookkeeping, Stenography, Typewriting and **Penmanship**; individual instruction.

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Teachers who have had practical business experience teach these branches in

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A school of genuine merit. Send for our beautiful catalogue.
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POCKET KNIVES
H. BOKER & CO'S
IMPROVED
TREE BRAND
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RAZORS CUTLERY SCISSORS

A Change Mat

of Felt as per cut along side will be mailed to any merchant who writes and encloses two cent stamp (for postage) to the agents of

H. BOKER & CO.

P. O. Box 366 - - MONTREAL.

CURRENT MARKET QUOTATIONS.

February 19, 1904.

These prices are for such qualities and quantities as are usually ordered by retail dealers on the usual terms of credit, the lowest figures being for larger quantities and prompt pay. Large cash buyers can frequently make purchases at better prices. The Editor is anxious to be informed at once of any apparent errors in this list, as the desire is to make it perfectly accurate.

METALS.

TIN.

Lamb and Flag and Straits—56 and 28-lb. ingots, 100 lb.	$30 00	$31 00

TINPLATES.

Charcoal Plates—Bright.

M.L.S., equal to Bradley—		Per box
I C, usual sizes	...	$6 50
I X "	....	8 00
I X X "	....	9 50
Famous, equal to Bradley—		
I C	....	6 75
I X	...	8 25
I X X	....	9 75
Raven and Vulture Grades—		
I C, usual sizes	....	4 25
I X "	....	5 00
I X X "	....	5 75
I X X X "	....	6 50

"Dominion Crown Best"—Double Coated, Tissued.

		Per box.
I C	....	5 50
I X	....	6 50
I X X	....	7 50

"Allaway's Best"—Standard Quality.

I C	....	4 50
I X	....	5 50
I X X	...	6 50

Coke Plates—Bright.

Bessemer Steel—		
I.C., usual size, 14x20	....	3 50
I.C., special sizes, base	....	3 75
20x28	....	7 50

Charcoal Plates—Terne.

Dean or J. G. Grade—		
I.C., 20x28, 112 sheets	6 75	7 50
IX., Terne Tin	....	10 50

Charcoal Tin Boiler Plates.

Cookley Grade—		
X X, 14x56, 50 sheet bxs. / " 14x60, " / " 14x65, "	...	7 00

Tinned Sheets.

72x30 up to 24 gauge	7 25	7 50
" " 26 "	7 75	8 00

IRON AND STEEL.

Common bar, per 100 lb	....	2 00
Refined " "	....	2 40
Horseshoe Iron "	....	2 40
Hoop steel, 1½ to 3-in. base	....	2 75
Sleigh shoe steel, "	....	2 10
Tire steel	2 30	2 50
Reeled machinery	....	3 00
Toe calk steel	2 85	3 00
T. Firth&Co.'s tool steel, per lb	0 12½	0 13
Jessop's tool steel	....	0 14
Morton's tool steel	0 12½	0 13
Black Diamond and "B.C." tool steel	0 10	0 11
Chas. Leonard's tool steel	0 08	0 09
Jonas & Colver's tool steel	0 10	0 20
" "Air Hardening"	....	0 70
Drill steel, per lb	0 08	0 10
Russia Iron—		
Genuine	....	0 11
Imitation Dom. Crown	....	0 06

STEEL BOILER PLATE.

¼ in	2 50	2 60
3-16 in	2 60	2 70
⅜ in and thicker	2 50	2 60

BABBIT METAL.

"Tandem," A per lb.	0 27
" B "	0 21
" C "	0 11½
Frictionless Metal "	0 23
Syracuse Smelting Works:	
Aluminum, genuine	0 45
Government, "	0 44
Tough, "	0 40
Hard, "	0 40
Dynamo	0 30
Special	0 25
Harmony	0 22
Car Box	0 20
Extra	0 15
The Canada Metal Co.:	
Imperial, genuine,	0 40
Metallic	0 30
Hercules	0 20
Star	0 15
No. 1	0 12
No. 2	0 10
No. 3	0 06
No. 4	0 05
Geo. Langwell & Son.	
No. 1	0 08
No. 2	0 07
No. 3	0 05½
Extra	0 09½

BLACK SHEETS.

	Montreal.	Toronto
10 and 16 gauge	2 25	2 50
18 gauge	2 30	2 50
20 "	2 30	2 50
22 to 24 gauge	2 35	2 70
26 "	2 40	2 80
28	2 40	2 90

COPPER WIRE.

Discount, 50 per cent.

CANADA PLATES.

Ordinary	2 60
All bright	3 50

Galvanized Canada Plates—

	Ordinary.	Dom. Crown.
18x24x52	4 25	4 35
" 60	4 50	4 60
20x28x80	8 50	8 70
" 94	9 00	9 20

GALVANIZED SHEETS.

	Fleur-de-Lis.	Gordon Crown.	Comet	Queen's Bell. Head
16 gauge	3 65	....	....	....
18 to 24 gauge	3 75	3 75	3 75	3 75
26 "	4 00	4 00	3 90	4 00
28 "	4 25	4 25	4 05	4 25

American brands, $4.00 for 28 gauge.
Less than case lots 10 to 15c. extra.

CHAIN.

Proof coil, 3-16 in., per 100 lb.	....
" ¼ "	6 10
" 5-16 "	4 70
" ⅜ "	4 00
" 7-16 "	3 80
" ½ "	3 70
" 9-16 "	3 55
" ⅝ "	3 35
" ¾ "	3 30

Halter, kennel and post chains, 40 to 40 and 5 per cent.

Cow ties	40 p.c.
Tie out chains	65 p.c.
Stall fixtures	35 p.c.
Trace chain	45 p.c.

Jack chain, iron, single and double, discount 35 p.c.
Jack chain, brass, single and double, discount 40 p.c.

COPPER.

	Ingot.	Per 100 lb.
Casting, car lots	....	13 75
Bars.		
Cut lengths, round, ½ to ⅞ in.	21 00	23 00
" round and square, 1 to 2 inches	21 00	23 00

Sheet.

Plain, 16 oz., 14x48 and 14x60	20 00
Plain, 14 oz.,	21 00
Tinned copper sheet	24 00
Planished	32 00

Braziers' (in sheets).

4x6 ft., 25 to 30 lb. each, per lb.	0 22
" 35 to 45 " "	0 21
" 50-lb. and above "	0 20

BOILER AND T.K. PITTS.

Plain tinned, per lb	0 28
Spun, per lb	0 32

BRASS.

Rod and Sheet, 14 to 30 gauge, 15 per cent

Sheets, hard-rolled, 2x4	0 23
Tubing, base, per lb	0 23½

ZINC SPELTER.

Foreign, per 100 lb	6 00	6 25
Domestic " "	...	....

ZINC SHEET.

5-cwt. casks	6 15	6 50
Part casks	6 50	7 00

LEAD.

Imported Pig, per 100 lb	3 20	3 30
Bar, per lb	....	0 05
Sheets, 2½ lb. sq. ft., by roll	....	0 06¼
Sheets, 3 to 6 lb. "	....	0 06

NOTE.—Cut sheets ½c. per lb., extra. Pipe, by the roll, usual weights per yard, lists at 7c. per lb. and 35 p.c dis. f.o.b. Toronto.

NOTE.—Cut lengths, net price, waste pipe 8-ft. lengths, lists at 8c.

ANTIMONY.

Cookson's per lb.	7 50	8 00

SHOT.

Common, $6.50 per 100 lb.; chilled, $7.00 per 100 lb.; buck, seal and ball, $7.50. Discount, 17½ p.c. Prices are f.o.b. Toronto, Hamilton, Montreal, St. John and Halifax. Terms, 3 p.c. cash, freights equalized.

PLUMBING GOODS.

BATH TUBS.

Zinc	6 00

Copper, discount 20 per cent. off revised list.

BATHS.

Standard Enameled.

5½-ft. rolled rim, 1st quality	23 00
5½ " " " 2nd "	20 00

CLOSETS.

	Net.
Plain York or Ontario Sypnon Jet	$9 60
Emb. " " "	10 20
Fittings	1 00
Plain Simplex Syphon Jet	9 00
Emb. " " "	7 50
Fittings	1 25
Low Down Elgin or Teutonic, plain	6 00
Low " " " emb.	6 50
Plain Richelieu	4 25
Emb. "	4 50
Connections	1 25
Closet connection	1 25
Basins, P.O., 14-in	0 63
Basins, oval, 17 x 14-in.	1 50
Basins, " 19 x 15-in.	2 00

IRON PIPE.

Black pipe—	Per 100 feet.
⅛ inch	2 93
¼ "	2 07
⅜ "	2 27
½ "	2 51
¾ "	3 22
1 "	4 58
1¼ "	6 47
1½ "	7 88
2 "	11 05
2½ "	19 25
3 "	22 75
3½ "	28 75
4 "	35 25
4½ "	41 00
5 "	44 00
6 "	57 50

Galvanized pipe—	
¼ inch	3 20
⅜ "	3 45
½ "	3 90
¾ "	5 00
1 "	7 20
1¼ "	10 05
1½ "	12 20
2 "	16 85

Malleable Fittings—Discount 15 p.c.
Cast Iron Fittings—
On unions, 55 per cent.; on nipples, 60 per cent.; headers and flanged unions, 52½ per cent.; bushings, plugs and other than standard 57½ per cent.

PLUMBERS' BRASS GOODS.

Standard Compression work, dis. 60 per cent.
Cushion work, discount 50 per cent.
Fuller work, discount 65 per cent.
6 dozen lots and over of the above, extra discount 10 per cent.
Lever handle Stops and Waste, discount 60 per cent. With, in lots of 2 dozen and over, an extra discount of 10 per cent.
Globe, Angle and Check Valves, discount 55 per cent.
Standard Globe, Angle and Check Valves, discount 60 per cent.
J. M. T. Radiator Valves discount 55 per cent.
Standard Radiator Valves, discount 60 per cent.
Patent Quick-Opening Valves, discount 65 per cent.

No. 1 compression bath cock net	1 75
No. 4 " " "	2 00
No. 7 Fuller's "	2 20
No. 4½, " "	2 35
Patent Compression Cushion, basin cock, hot and cold per doz.	15 06
Patent Compression Cushion, bath cock, No. 2208	2 25

Square head brass cocks, discount 55 per cent
" " iron " " 50 to 60 "
Competition Globe, Angle and Check Valves discount 65 per cent.
Thompson Smoke-test Machine $25.00

RANGE BOILERS.

Dominion, 30 gallon net	5 50
" 35 " "	6 50
" 40 " "	7 50
Ronald's Galvanized, 30 gallon, "	7 40
" " 35 " "	8 40
" " 40 " "	9 60
Copper, 30 gallon "	22 00
" 35 " "	24 00
" 40 " "	28

Discount off copper boilers 15 per cent.

SOIL PIPE AND FITTINGS.

Light soil pipe, discount, 50 per cent.
" " fittings, discount 50 and 10 p.c.
Med. and Extra heavy pipe and fittings, dis. 60 per cent.
7 and 8-in. pipe, discount 40 and 5 per cent.

SOLDER.

	Per lb
Bar, half-and-half, guaranteed	0 19
Bar, half-and-half, commercial	0 18
Refined	0 18
Wiping	0

PAINTS AND OILS.

BLUESTONE.

Casks, for spraying,	5 50
100-lb. lots do per lb.	0 08

COLORS IN OIL.

25-lb. tins, Standard Quality.

Venetian red, per lb.	0 03½	0 05
Chrome yellow	0 12	0 14
Golden ochre	0 07	0 10
French "	....	0 06
Marine black	....	0 04
Chrome green	....	0 10
French Imperial green	....	0 14
Signwriters' black	....	0 16
Umber	0 04	0 06
Sienna	0 04	0 07

WADE & BUTCHER'S "SPECIAL" Razors

Are unequalled for quality and finish.

JAMES HUTTON & CO., - MONTREAL

Sole Agents for Canada.

COLORS, DRY.

Common ochre, bbls	1 15	1 30
Yellow ochre (J.F.L.S) bbls.,	....	2 00
Brussels ochre	....	2 00
Venetian red, bbl	1 50	2 25
English oxides, per cwt	3 00	3 25
American oxides, bbls	1 25	2 75
Canadian oxides, bbls	1 25	1 75
Super magnetic oxides, 93 p.c.	2 00	2 25
Burnt sienna, pure, per lb	....	0 10
" umber, " "	0 08	0 10
Raw umber	0 08	0 10
Drop black, pure	....	0 10
Chrome yellow, pure	....	0 18
Chrome greens, pure per lb	0 09	0 10
Golden ochre	0 03	0 04
Ultramarine blue, in 28-lb. boxes, per lb.	0 06	0 12
Fire proof mineral, per 100 lb.	....	1 00
Genunie Eng. Litharge, per lb	....	0 07
Mortar color, per 100 lb	1 25	1 5/
Pure Indian red, No. 45, lb	0 08	0 1)
Whiting (common), bbl	0 55	0 50
English vermilion in 30-lb. bgs.	...	0 85

CASTOR OIL.

British, 1st. qual, in cases, per lb	0 08½	0 09½
" " small lots	0 10	0 10½

COD OIL, ETC.

Cod oil, per gal	0 50	0 55
Pure olive	....	1 40
" neatsfoot	....	0 90

WHITE LEAD. Per 100 lb.

Pure	....	4 75
No. 1	....	4 50
No. 2	....	4 25
No. 3	....	3 87½
No. 4	....	3 50
Munro's Select Flake White	....	4 75
Elephant and Decorators' Pure	....	4 75
Monarch	....	5 00
Decorator's Pure	....	4 75
Essex Genuine	....	4 25
Sterling Pure	....	5 00
Island City Pure	....	5 00
Ramsay's Pure Lead	4 75	5 00
Ramsay's Exterior	4 50	4 75

RED LEAD.

Genuine, 560 lb. casks, per cwt	$4 25	$4 50
Genuine, 100 lb. kegs, "	....	4 75
No. 1, 560 lb. casks, per cwt	....	4 00
No. 1, 100 lb. kegs, per cwt	....	4 25

WHITE ZINC.

Extra Red Seal	0 06	0 08
French V. M.	0 06	0 06½
Lehigh	0 06	0 06½

DRY WHITE LEAD.

Pure, casks	4 50
Pure, kegs	4 75
No. 1, casks	4 25
No. 1, kegs	4 50

PREPARED PAINTS.

In ¼, ½ and 1-gallon tins.

Pure, per gallon	....	1 20
Second qualities, per gallon	....	1 00
Barn (in bbls.)	0 60	0 90
The Sherwin-Williams paints	....	1 40
Canada Paint Co.'s pure	....	1 25
Toronto Lead & Color Co's pure	....	1 25
Sanderson Pearcy's pure	....	1 20
Standard Co.'s "New Era."	....	1 30
"Globe" barn	60	70
Francis-Frost Co.'s "Ark" B'd	....	1 25
" British Navy deck	....	1 50
Henderson & Potts's "Anchor"	....	1 35
Globe Paint Co.'s mixed	....	1 30
" barn and bridge	....	0 75
Ramsay's paints, Pure, per gal.	....	1 20
" Thistle, "	....	1 00
" Outside, bbls	0 55	0 65
Island City House Paint	....	1 25
" Floor "	....	1 25
Sterling House Paint	....	1 20
" Floor "	....	1 10
National	...	1 05

PUTTY.

Bulk in bbls	2 05
Bulk in less quantity	2 25
Bladders in bbls	2 25
Bladders in kegs, boxes or loose	2 40
25-lb. tins	2 25
12½ lb. tins	2 50
Bladders in bulk or tins less than 100 lb.	2 50

VARNISHES.

In 5-gal. lots.	Per gal.	Net.
Carriage, No. 1	1 50	1 60
Pale durable body	4 10	4 25
" rubbing	2 85	3 20
Gold size, japan	1 50	1 60
No. 1 brown japan	0 85	0 90
Elastic oak	....	1 50
Furniture, extra	1 10	1 25
" No. 1	0 90	1 00
Hard oil finish	1 35	1 50
Light oil finish	1 60	1 70
Damar	1 75	2 00
Shellac, white	2 40	2 50
" orange	2 30	2 40
Turpentine, brown japan	1 10	1 20
" black japan	1 10	1 20
" " No. 1.	0 85	0 90
Elastilite varnish, 1 gal. can, each		2 00
Granitine floor finish, per gal		2 75

Maple Leaf coach enamels; size 1, $1.20; size 2, 70c.; size 3, 40c. each.

Sherwin-Williams' kopal varnish, assorted case, from to 1 gal., $2.50.

GLUE.

Common	0 08	0 08½
French medal	0 10	0 14
White, extra	0 18	0 22
Gelatine	....	....
Strip	0 18	0 20
Coopers	0 19	0 20
Huttner	....	....
Ground	0 12	0 16
Cologne, genuine	....	

HARDWARE.

AMMUNITION.

Cartridges.

B. B. Caps Dominion, 50 and 5 per cent.
Rim Fire Pistol, discount 40 p.c., American.
Rim Fire Cartridges, Dominion, 50 and 5 p.c.
Central Fire Pistol and Rifle, 10 p.c., Amer.
Central Fire Cartridges, pistol sizes, Dominion, 30 per cent.
Central Fire Cartridges, Sporting and Military, Dominion, 15 per cent.
Central Fire, Military and Sporting, American, add 5 per cent. to list. B.B. Caps, discount 40 per cent., American.
Loaded and empty Shells, "Trap" and "Dominion" grades, 25 per cent. Rival and Nitro, 10 per cent. advance on list.
Brass Shot Shells, 55 per cent.
Primers, Dom., 30 per cent.; American, $1.60.

Wads.

	per lb.
Best thick white felt wadding, in ½-bags	$ 00
Best thick brown or grey felt wads, in ½-lb. bags	0 70
Best thick white card wads, in boxes of 500 each, 12 and smaller gauges	0 99
Best thick white card wads, in boxes of 500 each, 10 gauge	0 35
Best thick white card wads, in boxes of 500 each, 8 gauge	0 55
Thin card wads, in boxes of 1,000 each, 12 and smaller gauges	0 20
Thin card wads, in boxes of 1,000 each, 10 gauge	0 25
Thin card wads, in boxes of 1,000 each, 8 gauge	...

Chemically prepared black edge grey cloth wads, in boxes of 250 each—	Per M.
11 and smaller gauge	0 60
9 and 10 gauges	0 70
7 and 8 "	0 90
5 and 6 "	1 10

Superior chemically prepared pink edge, best white cloth wads, in boxes of 250 each—	
11 and smaller gauge	1 15
9 and 10 gauges	1 40
7 and 8 "	1 65
5 and 6 "	1 90

ADZES.

Discount 20 per cent.

ANVILS.

Wright's, 80-lb. and over	0 10½
Hay Budden, 80-lb. and over	0 09½
Brook's, 80-lb. and over	0 11½

AUGERS.

Gilmour's, discount 65 and 5 per cent. off list.

AXES.

Chopping Axes		
Single bit, per doz.	7 00	10 00
Double bit, "	10 00	18 00
Bench Axes, 40 per cent.		
Broad Axes, 25 per cent.		
Hunters' Axes	5 50	6 00
Boys' Axes	6 25	7 00
Splitting Axes	7 00	12 00
Handled Axes	7 50	10 00

AMERICAN AXE AND TOOL CO.

Red Ridge, boys', handled	5 75
" hunters	5 25

AXLE GREASE

Ordinary, per gross	5 75	6 00
Best quality	13 00	15 00

BELLS.

Hand.

Brass, 60 per cent.
Nickel, 55 per cent.

Cow.

American make, discount 63¾ per cent.
Canadian, discount 45 and 50 per cent.

Door.

Gongs, Sargant's	5 50	8 00

" Peterboro', discount 46 per cent.

Farm.

American, each	1 25	3 00

House.

American, per lb.	0 35	0 40

BELLOWS.

Hand, per doz	3 35	4 75
Moulders', per doz	7 50	10 00

Blacksmiths', discount '0 per cent.

BELTING.

Extra, 60 per cent.
Standard, 60 and 10 per cent.
No. 1, not wider than 6 in., 60, 10 and 10 per cent.
Agricultural, not wider than 4 in., 75 per cent.

BITS.

Auger.

Gilmour's, discount 60 and 5 per cent.
Rockford, discount 50 and 10 per cent.
Jennings' Gen., net list.

Car.

Gilmour's, 47½ to 50 per cent.

Expansive.

Clark's, 40 per cent.

Gimlet.

Clark's, per doz	0 65	0 90
Diamond, Shell, per doz	1 00	1 50
Nail and Spike, per gross	2 25	5 20

BLIND AND BED STAPLES.

All sizes, per lb.	0 07½	0 12

BOLTS AND NUTS

	Per cent.
Carriage Bolts, common ($1 list)	
" " 3-16 and ¼	60
" " 3-16 and ⅜	55 and 5
" " 7-16 and up	55
" " full sq. ($2.40 list)	60
" " Norway Iron ($3 list)	60
Machine Bolts, all sizes, ⅜ and less	60
Machine Bolts, 7-16 and up	55 and 5
Plough Bolts	55 and 5
Blank Bolts	55 and 5
Bolt Ends	55 and 5
Sleigh Shoe Bolts	70
Coach Screws, cone point	70

Nuts, square, all sizes, 4c. per lb. off.
Nuts, hexagon, all sizes, 4¼c. per lb. off.
Stove Rods, per lb., 5½ to 6c.

BOOT CALKS.

Small and medium, ball .... per M.	4 25
Small heel "	4 50

BRIGHT WIRE GOODS.

Discount 62½ per cen

BROILERS.

Light, discount 65 to 67½ per cent.
Reversible, discount 65 to 67½ per cent.
Vegetable, per doz., discount 37½ per cent.

Henis, No. 8 .... per doz.	6 00
Henis, No. 9 "	7 00
Queen City "	7 50

BUTCHERS' CLEAVERS.

German .... per doz.	6 00	11 00
American "	12 00	20 00

BUTCHER KNIVES.

Bailey's .... per doz.	0 60	6 30

BUILDING PAPER, ETC.

Tarred Felt, per 100 lb.	1 85
Ready roofing, 2-ply, not under 45 lb. per roll	0 90
Ready roofing, 3-ply, not under 65 lb., per roll	1 15
Carpet Felt .... per ton	45 00
Heavy Straw Sheathing .... per ton	35 00
Dry Sheathing ..... per roll, 400 sq. ft.	0 40
Tar " " 400 "	0 50
Dry Fibre " 400 "	0 55
Tarred Fibre " 400 "	0 65
O. K. & I. X. L " 400 "	0 70
Resin-sized " 400 "	0 45
Oiled Sheathing " 600 "	1 00
Oiled " " 400 "	0 70
Roof Coating, in barrels ..... per gal.	0 17
Roof " small packages "	0 25
Refined Tar .... per barrel	5 00
Coal Tar "	4 00
Coal Tar, less than barrels .... per gal.	0 15
Roofing Pitch .... per 100 lb.	1 10

BULL RINGS.

Copper, $2.00 for 2½-inch, and $1.90 for 2-inch.

BUTTS.

Wrought Brass, net revised list.

Cast Iron.

Loose Pin, discount 60 per cent

Wrought Steel.

Fast Joint, discount 65, 10 and 2½ per cent.
Loose Pin, discount 65, 10 and 2½ per cent.
Berlin Bronzed, discount 70, 70 and 5 per cent

Gen. Bronzed .... per pair	0 40	0 65

CARPET STRETCHERS.

American .... per doz.	1 00	1 50
Bullard's "	....	6 50

CASTORS.

Bed, new list, discount 55 to 57½ per cent
Plate, discount 52½ to 57½ per cent.

CATTLE LEADERS.

Nos. 32 and 33 ..... per gross	7 50	8 50

CHALK.

Carpenters' Colored, per gross	0 45	0 75
White lump .... per cwt.	0 60	0 65
Red	0 05	0 06
Crayon .... per gross	0 14	0 18

CHISELS.

Socket, Framing and Firmer.

Broad's, discount 60 and 10 per cent.
Warnock's, discount 50 and 10 per cent.
P. S. & W. Extra, discount 60 and 10 per cen

FOOD—STOCKS.

International Stock Foods, $1 packages, per doz.	$8 00
International Stock Foods, per pail	2 75
" " " per bbl	10 50
" Poultry " $1 pkgs., per dz.	8 00
" Worm Powders, 50c pkgs. "	4 00
" Pine Healing Oil, per doz	8 00
" Pheno-Chloro, $1 pkgs., per doz	8 00
" Hoof Ointment	8 00
" Compound Absorbent	16 00

Also 25c. pkgs. at $2 per doz; 50c. pkgs. at 4 per doz.

CLIPS.

Axle, discount 65 per cent

There's Nothing in a Name

unless it's a good one. Paterson's Building Papers, Roofing Felts and Wire-Edged Ready Roofing have a GOOD NAME all over the Dominion, and that's why you can't make any mistake in handling goods of our manufacture.

The Paterson Mfg. Co., Limited

Toronto and Montreal.

COMPASSES, DIVIDERS, ETC.

American, discount 62½ to 65 per cent.

CONDUCTOR PIPE.

Plain or Corrugated.

2-inch	per 100 feet	3 00
3 "	" "	4 00
4 "	" "	5 25
5 "	" "	6 75
6 "	" "	9 00

CRADLES, GRAIN.

Canadian, discount 20 to 25 per cent.

CROSSCUT SAW HANDLES.

S. & D., No. 3	per pair	0 17½
S. & D., " 5	"	0 22½
S. & D., " 6	"	0 15
Boynton pattern	"	0 20

DOOR SPRINGS.

Torrey's Rod	per doz.	....	80
Coil, 9 to 11 in	"	0 95	1 65
English	"	2 00	4 00

DRAW KNIVES.

Coach and Wagon, discount 50 and 0 per cent.
Carpenters' discount 60 and 10 per cent.

DRILLS.

Hand and Breast.

Millar's Falls, per doz., net list.

DRILL BITS.

Morse, discount 37½ to 40 per cent.
Standard, discount 50 and 5 to 55 per cent.

FAUCETS.

Common, cork-lined, discount 35 per cent.

EAVETROUGHS.

10-inch . . . per 100 ft. 10

ELBOWS (stovepipe.)

5 and 6-inch, common	per doz.	1 20
7-inch	"	1 35

Polished, 15c. per dozen extra.

ESCUTCHEONS.

Discount 40 per cent.

ESCUTCHEON PINS.

Iron, discount 40 per cent.

FACTORY MILK CANS.

Discount off revised list, 40 per cent.

FILES AND RASPS.

Great Western	70 and 10 per cent.
Arcade	70 " 10 "
Kearney & Foot	70 " 10 "
Disston's	70 " 10 "
American	70 " 10 "
J. Barton Smith	70 " 10 "
McClellan	70 " 10 "
Eagle	70 " 10 "
Nicholson, 60 and 10 to 60, 10 and 5	"
Royal	80 "
Globe	70 to 75 "

Black Diamond, 60 and 10 to 60, 10 and 5 per cent.
Jowitt's, English list, 25 to 27½ per cent.
Nicholson File Co.'s "Simplicity" file handle, per gross 85c. to $1.50

GLASS.

Window. Box Price.

Size United Inches.	Star Per 50 ft.	Star Per 100 ft.	D. Diamond Per 50 ft.	D. Diamond Per 100 ft.
Under 26	....	3 10	....	6 75
26 to 40	....	3 30	....	7 25
41 to 50	....	3 70	....	8 75
51 to 60	....	4 00	....	10 00
61 to 70	....	5 00	....	11 5
71 to 80	....	5 30	....	12 50
81 to 85	....	....	....	14 00
86 to 90	....	....	....	16 50
91 to 95	....	....	....	18 00
96 to 100	....	....	....	20 00

A discount of 25 per cent. is offered on "Double Diamond."

GAUGES.

Marking, Mortise, Etc.

Stanley's discount 50 to 55 per cent.

Wire Gauges.

Winn's, Nos. 26 to 33 ....each 1 65 2 40

HALTERS.

Rope, ¾-inch	per gross	....	....
Rope, ½ "	"	....	9 00
Rope, ⅝ to ⅞-inch	"	....	14 00
Leather, 1-inch	per doz.	3 87½	4 00
Leather, 1¼ "	"	5 15	5 20
Web	"	1 87	2 45

HAMMERS.

Nail.

Maydole's, discount 5 to 10 per cent. Canadian discount 25 to 27½ per cent.

Tack.

Magnetic ....per doz. 1 10 1 20

Sledge.

Canadian ....per lb. 0 07½ 0 08½

Ball Pean.

English and Canadian, per lb. 0 22 0 25

HANDLES.

Axe, 2nd growth, per doz. net	3 00	4 00
tore door ....per doz.	1 00	1 50

Fork.

C. & B., discount 40 per cent., revised list.

Hoe.

C. & B., discount 40 per cent., revised list.

Saw.

American ....per doz 1 00 1 25

Plane.

American ....per gross 3 15 3 75

Hammer and Hatchet.

Canadian, discount 40 per cent.

Cross-Cut Saws.

Canadian ....per pair 0 13½

HANGERS. doz. pairs.

Steel barn door	6 00	8 00
Stearns, 4-inch	....	4 50
" 5-inch	....	6 00
Zenith	....	9 00
Lane's covered—		
No. 11, 5-foot run	....	8 40
No. 11½, 10-foot run	....	10 80
No. 12, 10-foot run	....	12 60
No. 14, 15-foot run	...	21 00
Steel, covered	4 00	11 00
" track, 1 x 3-16 in	....	3 90
" " 1¼ x 3-16 in	....	5 60

HARVEST TOOLS.

Discount 60 per cent.

HATCHETS.

Canadian, discount 40 to 42½ per cent.

HAT ENAMEL.

Henderson & Potts' "Anchor Brand"

HINGES.

Blind, Parker's, discount 16⅔ per cent.

Heavy T and strap, 4-in., per lb.	0 06½
" " 5-in., "	0 06¼
" " 6-in., "	0 06
" " 8-in., "	0 05¾
" " 10-in., "	0 05½

Light T and strap, discount 65 and 5 per cent.
Screw hook and hinge—

6 to 10 in. ....per 100 lb.	....	4 50
12 in. up "	....	3 25
Spring, No. 20, per gro. pairs	....	10 50

HOES.

Garden, Mortar, etc., discount 60 per cent.
Planter ....per doz. 4 00 4 50

HOLLOW WARE.

Tinned cast, 35 per cent.

HOOKS.

Cast Iron.

Bird cage	per doz.	0 50	1 10
Clothes line, No. 61	"	0 00	0 70
Harness	"	0 60	12 00
Hat and coat	per gro.	1 10	10 00
Chandelier	per doz.	0 50	1 00

Wrought Iron.

Wrought hooks and staples Canadian discount 47½ per cent.

Wire.

Hat and coat, discount 45 per cent.
Belt ....per 1,000 .... 0 60
Screw, bright, discount 55 per cent.

HORSE NAILS.

"C" brand, 40, 10 and 7½ per cent. off list } Oval
"M" brand, 55, per cent. } head
Countersunk, 55 per cent.
"Monarch," 50 and 7½ per cent.
"Peerless" 50 per cent. dis.

HORSESHOES.

F.O.B. Montreal

Iron Shoes.	No. 2 and larger.	No. 1 and smaller.
Light, medium and heavy	3 65	3 90
Snow shoes	3 90	4 15

Steel Shoes.

XL, sizes 1 to 5	....	5 35
Light, No. 2 and larger	....	3 80
No. 1 and smaller	....	4 05
Featherweight, all sizes 0 to 4	....	5 35
Toeweight, all sizes 1 to 4	....	6 60

JAPANNED WARE.

Discount 50 per cent.

ICE PICKS.

Star ....per doz. 00 3 25

KETTLES.

Brass spun 7½ per cent. discount off new list.
Copper ....per lb. 0 30 0 50
American, 60 and 10 to 65 and 5 per cent.

KEYS.

Lock, Canadian dis. 40 to 40 and 10 per cent.
Cabinet, trunk and padlock, American ....per gross 0 60

KNOBS.

Door, japanned and N.P., per doz.	1 50	2 50
Bronze, Berlin ....per doz.	2 75	3 25
Bronze, Genuine .... "	6 00	9 00
Shutter, porcelain, F. & L. screw ....per gross	1 30	4 00
White door knobs....per doz.	....	1 00

HAY KNIVES.

Net prices.

LAMP WICKS.

Discount, 60 per cent.

LANTERNS.

Cold Blast	per doz.	7 00
No. 3, "Wright's"	"	8 50
Ordinary, with O burner	"	4 00
Dashboard, cold blast	"	9 00
No. 0	"	5 75

Japanning, 50c. per doz. extra.

LEMON SQUEEZERS.

Porcelain lined	per doz.	2 20	5 60
Galvanized	"	1 87	3 85
King, wood	"	2 75	2 90
King, glass	"	4 00	4 50
All glass	"	0 50	0 90

LINES.

Fish	per gross	1 05	2 50
Chalk	"	1 90	7 40

LAWN MOWERS.

Woodyatt, 12-in. wheel		8 50
Star "		6 25
Daisy "	(net)	2 45
Philadelphia, 12-in. wheel		7 00
Ontario, "		14 25
King Edward, 12 in		9 00

Discount, 50 per cent., with freight concessions in quantity shipments.

Maxwell & Sons:

10½-in. high wheel	7 50	10 00
9-in	5 50	6 25
8-in	4 90	5 50

Discount 50 per cent.

LOCKS.

Canadian, 40 to 40 and 10 per cent
Russell & Erwin ....per doz.

Cabinet.

Eagle, discount 30 per cent.

Padlocks.

English and Am. .... per doz. 0 50 6 00
Eagle, discount 20 to 25 per cent.

MACHINE SCREWS.

Iron and Brass.

Flat head, discount 25 per cent.
Round head, discount 20 per cent.

MALLETS.

Tinsmiths'	per doz.	1 25	1 50
Carpenters', hickory,	"	1 25	3 75
Lignum Vitae	"	3 85	5 00
Caulking, each		0 60	2 00

MATTOCKS.

Canadian ....per doz. 5 50 6 50

MEAT CUTTERS.

American, discount 33⅓ per cent.
German, 15 per cent.
Gem ....each 1 15

MILK CAN TRIMMINGS.

Discount 25 per cent.

NAILS.	Cut.	Wire.
2d and 3d	3 30	3 45
3d	2 95	3 12
4 and 5d	2 70	2 95
6 and 7d	2 60	2 80
8 and 9d	2 45	2 60
10 and 12d	2 40	2 55
16 and 20d	2 35	2 50
30, 40, 50 and 60d (base)	2 30	2 45

Cut nails in carlots 5c. less.
Wire nails in carlots are $2.40.
Steel cut nails 10c. extra.
Miscellaneous wire nails, discount 75 per cent.
Coopers' nails, discount 30 per cent.

NAIL PULLERS.

German and American 1 75 50

NAIL SETS.

Square, round and octagon, per gross	3 38	
Diamond	1 00	?

POULTRY NETTING.

2-in. Mesh, 19 w.g., dis. 60 per cent.
2-in. Mesh, 16 w.g. and heavier, 50 p.c.

OAKUM.

U. S. Navy	per 100 lb.	....	6 75
Plumbers	"	....	3 00

OILERS.

McClary's Model galvanized oil can, with pump, 5 gallon, per dozen 10 00
Davidson oilers, discount 40 per cent.
Zinc and tin, discount 50, 50 and 10 per cent.

Copper	per doz.	1 25	3 50
Brass	"	1 50	3 50

Malleable, discount 25 per cent

GALVANIZED PAILS.

Dufferin pattern pails, discount 45 per cent
Flaring pattern, discount 45 per cent.
Galvanized washtubs, discount 45 per cent

PIECED WARE.

Discount 40 per cent off list, June, 1899.
10-qt. flaring sap buckets, discount 40 per cent
6, 10 and 14-qt. flaring pails dis. 40 per cent.
Creamer cans, discount 40 per cent.

PICKS.

Per dozen 6 00 9 00

PICTURE NAILS.

Porcelain head	per gross	1 35	1 50
Brass head	"	0 40	1 00

PICTURE WIRE.

Tin and gilt, discount 75 per cent.

PINE TAR.

½ pint in tins	per gross	7 80
1 " "	"	9 60

PLANES.

Wood bench, Canadian discount 40 per cent., American discount 50 per cent.
Wood, fancy Canadian or American, 37½ to 40 per cent.

U.M.C. AMMUNITION

for big game shooting is half sold before it is offered by the retailer. This is due to the long-standing reputation and the thorough advertising behind it.

U. M. C. IS EASY TO SELL. NEW CATALOGUE.

The Union Metallic Cartridge Co.

AGENCY, 313 BROADWAY, N.Y. FACTORY, BRIDGEPORT, CONN. DEPOT, SAN FRANCISCO, CAL.

PLANE IRONS.

English ..... per doz.	2 00	5 00

PLIERS AND NIPPERS.

Button's genuine, per doz. pairs, discount 37½ to 40 per cent.

Button's imitation.... per doz.	5 00	9 00
German ..... "	0 60	60

PRESSED SPIKES.

Discount 20 per cent.

PULLEYS.

Hothouse ..... per doz.	0 55	1 00
Axle ..... "	0 22	0 33
Screw ..... "	0 27	1 00
Awning ..... "	0 35	2 50

PUMPS.

Canadian cistern	1 80	3 60
Canadian pitcher spout	1 40	2 10

PUNCHES.

Saddler's ..... per doz.	1 00	1 85
Conductor's ..... "	9 00	15 00
Tinners', solid..... per set	....	0 72
" hollow..... per inch	....	1 00

RAKES.

Wood..... per doz. net	1 20 up.	

RAZORS.

	per doz.	
Elliot's	4 00	18 00
Geo. Butler's & Co.'s.....	4 00	18 00
Boker's	7 50	11 00
" King Cutter	12 50	15 00
Wade & Butcher's.....	3 60	10 00
Theile & Quack's	7 00	12 00
Bailey's	6 00	12 00
Bailey's Brantford	10 00	11 00
Carbo Magnetic.....	....	15 00
Griffon Barber's Favorite	....	10 75
Griffon No. 65.....	....	13 00
Griffon Safety Razors.....	...	13 50
Griffon Stropping Machines..	....	13 50
Lewis Bros. "Klean Kutter"	8 50	10 50

REGISTERS.

Discount 40 per cent.

RIVETS AND BURRS.

Iron Rivets, black and tinned, discount 60 and 10 per cent.
Iron Burrs, discount 55 per cent.
Extras on Iron Rivets in 1-lb. cartons, ½c. per lb.
Extras on Iron Rivets in ½-lb cartons, 1c. per lb.
Copper Rivets, with usual proportion burrs, 45 per cent. discount. Cartons, 1c. per lb. extra, net.
Copper Burrs only, discount 30 and 10 per cent.
Extras on Tinned or Coppered Rivets, ½-lb. cartons, 1c. per lb.

RIVET SETS.

Canadian, discount 35 to 37½ per cent.

ROPE, ETC.

Sisal.....	0 11½
Pure Manilla	0 14½
"British" Manilla.....	0 12
Cotton, 3-16 inch and larger	0 21
" 5-32 inch	0 25
" ¼ inch	0 25
Russia Deep Sea	0 15
Jute.....	0 08
Lath Yarn, single	0 11
" double	0 11½
Sisal bed cord, 48 feet.....per doz.	0 65
" " 60 feet ..... "	0 80
" " 72 feet..... "	0 95

RULES.

Boxwood, discount 55 per cent.
Ivory, discount 37½ to 40 per cent.

SAD IRONS.

Mrs. Potts, No. 55, polished....per set	0 80
" No. 50, nickle-plated, "	0 90
Common, plain.....	4 50
" plated	5 50

SAND AND EMERY PAPER.

B. & A. sand, discount, 40 and 5 per cent
Emery, discount 40 per cent.
Garnet (Kurton's). 5 to 10 per cent. advance on list.

SAP SPOUTS.

Bronzed iron with hooks ....per 1,000	7 50	
"Eureka" tinned steel, hooks "	8 00	

SAWS.

Hand, Disston's, discount 12½ per cent.
S. & D., discount 40 per cent.

Crosscut, Disston's....per foot	0 55	0 55

S. & D., discount 35 per cent. on Nos. 2 and 3.

Hack, complete.....each	0 75	2 75
" frame only	....	0

SASH WEIGHTS.

Sectional.....per 100 lb.	....	2 25
Solid ..... "	....	1 75

SASH CORD.

Per lb.....	0 28	0 30

SAW SETS.

	per doz.
Lincoln and Whiting	4 75
Hand Sets, Perfect	4 00
X-Cut Sets, "	7 50

SCALES.

Gurney Standard, 40 per cent.
Gurney Champion, 50 per cent.
Burrow, Stewart & Milne—
Imperial Standard, discount 40 per cent.
Weigh Beams, discount 35 per cent.
Champion Scales, discount 50 per cent.
Fairbanks standard, discount 35 per cent.
" Dominion, discount 55 per cent
" Richelieu, discount 55 per cent.
Warren's new Standard, discount 40 per cent.
" " Champion, discount 50 per cent.
" Weighbeams, discount 35 per cent.

SCREW DRIVERS.

Sargent's .....per doz.	0 65	1 00

SCREEN DOORS.

Common doors, 2 or 3 panel, walnut stained, 4-in. style.....per doz. 6 80
Common doors, 2 or 3 panel, yellow and green stained, 4-in. style....per doz. 7 00
Common doors, 2 or 3 panel, in natural colors, oil finish .....per doz. 8 15
3-in. style 20c. per dozen less.

SCREWS.

Wood, F. H., bright and steel, discount 87½ per cent.
Wood, R. H., bright, dis. 82½ per cent.
" F. H., brass, dis. 80 per cent.
" R. H., " dis. 75 per cent.
" F. H., bronze, dis. 75 per cent.
" R. H., " dis. 70 per cent.
Drive Screws, dis. 87½ per cent.

Bench, wood .....per doz.	3 25	4 00
" iron	4 25	5 00

Set, case hardened, dis. 60 per cent.
Square Cap, dis. 50 and 5 per cent.
Hexagon Cap, dis. 45 per cent.

SCYTHES.

Per doz. net.....	6 00	9 00

SCYTHE SNATHS.

Canadian, discount 40 per cent.

SHEARS.

Bailey Cutlery Co., full nickeled, discou and 2½ per cent.
Bailey Cutlery, Japan Handles, discount 67½ per cent.
Seymour's, discount 50 and 10 per cent.

SHOVELS AND SPADES.

Canadian, discount 45 per cent.

SINKS.

Cast iron, 16 x 24.....	....	0 85
" 18 x 30.....	....	1 00
" 18 x 36.....	....	1 40

SNAPS.

Harness, German, discount 25 per cent.

Lock, Andrews'.....	4 50	11 50

SOLDERING IRONS.

1, 1½-lb..... per lb.	....	0 37
2-lb. or over ..... "	....	0 34

SQUARES.

Iron, No. 493 .....per doz.	2 40	2 55
" No. 494 ..... "	3 25	3 40

Steel, discount 60 to 60 and 5 per cent.
Try and Bevel, discount 50 to 52½ per cent.

STAMPED WARE.

Plain, discount 75 and 12½ per cent. off revised list.
Retinned, discount 75 per cent off revised list.

STAPLES.

Galvanized	...	3 00
Plain	....	2 80

Coopers', discount 45 per cent.
Poultry netting staples, discount 40 per cent.

STOCKS AND DIES.

American discount 25 per cent.

STONE.

Washita .....per lb.	0 28	0 60
Hindostan ..... "	0 06	0 07
" slip ..... "	0 09	0 09
Labrador..... ..... "	....	0 13
" Axe..... "	....	0 15
Turkey ..... "	....	0 50
Arkansas..... "	....	1 50
Water-of-Ayr ..... "	....	0 10
Scythe .....per gross	3 50	5 00
Grind, 2-in., 40 to 200 lb., per ton	....	25 00
" " under 40 lb., "	....	28 00
" under 2 in. thick, "	....	29 00

STOVEPIPES.

5 and 6 inch, per 100 lengths	....	7 00
7 inch..... " "	....	7 50

ENAMELINE STOVE POLISH.

No. 4, 3 doz. in case..net cash	....	4 80
No. 6, 3 doz. in ase.. "	....	8 40

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Carpet tacks, blued	80 and 15
" " tinned.....	80 and 20
" " (in kegs).....	40
Cut tacks, blued, in dozens only	80
" ½ weights	60
Swedes cut tacks, blued and tinned—	
In bulk.....	80 and 10
In dozens	75
Swedes, upholsterers', bulk....85, 12½ and 12½	
" brush, blued and tinned bulk	70
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Leather carpet tacks.....	55
Copper tacks.....	50
Copper nails	52½
Trunk nails, black	65 and 5
Trunk nails, tinned.....	65 and 10
Clout nails, blued	65 and 5
Chair nails.....	35
Patent brads.....	40
Fine finishing.....	40
Lining tacks, in papers.....	10
" " in bulk.....	15
" " solid heads, in bulk	75
Saddle nails, in papers.....	10
" " in bulk.....	15
Tufting buttons, 22 line, in dozens only	60
Zinc glaziers' points	5
Double pointed tacks, papers..	90 and 10
" " " bulk....	40
Clinch and duck rivets.....	45

TAPE LINES.

English, ass skin .....per doz.	2 75	5 00
English, Patent Leather	5 50	9 75
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Bailey's, discount 25 per cent.

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Disston's, discount 10 per cent.

German.....per doz.	4 75	6 00

S. & D., discount 35 per cent.

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Staging..... "	0 27	0 35

VISES.

Wright's.....	....	0 13½
Brook's.....	....	0 12½
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Saw Vise.....	4 50	9 00

Columbia Hardware Co.
Blacksmiths' (discount) 60 per cent.
" parallel (discount) 45 per cent.

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Premier steel ware, 40 per cent.
"Star" decorated steel and decorated white, 25 per cent.

WIRE.

Smooth Steel Wire.

No. 0-9 gauge.....	$2 50
10 "	6c. extra.
11 "	12c "
12 "	20c. "
13 "	30c. "
14 "	40c. "
15 "	55c. "
16 "	70c. "

Add 60c. for coppering and $2 for tinning.
Extra net per 100 lb.—Oiled wire 10c., spring wire $1.25, special hay baling wire 30c., best steel wire 75c., bright soft drawn 15c., charcoal (extra quality) $1.25, packed in casks or cases 15c., bagging and papering 10c., 50 and 100-lb. bundles 10c., in 25-lb. bundles 15c., in 5 and 10-lb. bundles 25c., in 1-lb. hanks, 50c., in ½-lb. hanks 75c., in ¼-lb. hanks $1.
Fine Steel Wire, discount 25 per cent. List of extras: In 100-lb. lots: No. 17, $5—No. 18, $5.50—No. 19, $6—No. 20, $6.65—No. 21, $7—No. 22, $7.30—No. 23, $7,65—No. 24, $8—No. 25, $9—No. 26, $9.50—No. 27, $10—No. 28, $11—No. 29, $12—No. 30, $13—No. 31, $14—No. 32, $15—No. 33, $16—No. 34, $17. Extras net—tinned wire, Nos. 17-25, $2—Nos. 26-31, $4—Nos. 32-34, $6. Coppered, 5c.—oiling, 10c. in 25-lb. bundles, 15c.—in 5 and 10-lb. bundles, 25c.—in 1-lb. hanks, 25c. —in ½-lb. hanks, 38c.—in ¼-lb. hanks, 50c.—packed in casks or cases, 15c.—bagging or papering, 10c.
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Copper wire, discount 60 per cent. net cash 30 days, f.o.b factory.
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Galvanized barb.....	2 75
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High Carbon, No. 9.....	$2 70
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Terms, 3 per cent. off 30 days.

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Stephenson Washer, per doz..... ..	45 00

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Acme, discount 35 to 37½ per cent.
Agricultural, discount 60 per cent.
Coe's Genuine, discount 20 to 25 per cent.

Towers' Engineer.....each	2 00	7 00
" S.....per doz.	5 80	6 00
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Burrell's Pipe.....each	....	3 00
Pocket.....per doz.	0 25	2 90

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Sampson..... "	....	24 00
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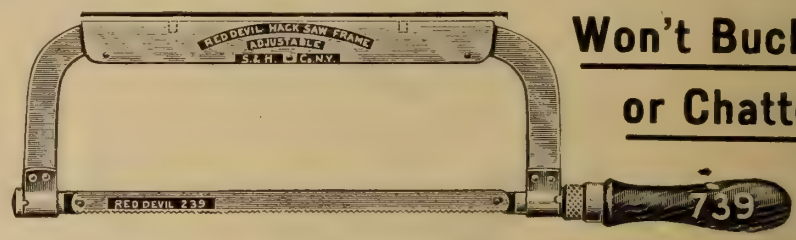

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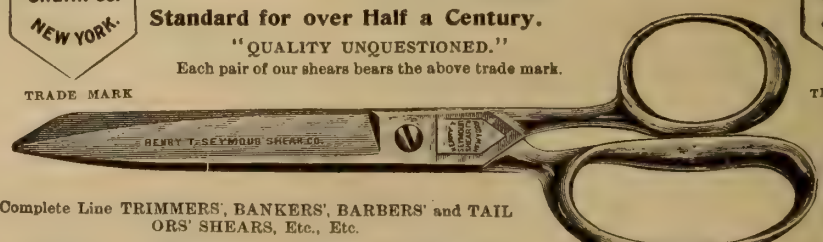

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Thompson, B. & S. H. & Co., Montreal.

Metal Polish, Emery Cloth, etc.
Falkiner, H. F., Toronto,
Hutton, Jas., & Co., Montreal.
Oakey, John, & Sons, London, Eng.

Milk Cans and Trimmings.
Davidson, Thos., Mfg. Co., Montreal
Kemp Mfg. Co., Toronto.
McClary Mfg. Co., London, Ont.

Nickel-Plated Ware.
Coltart & Cameron, Winnipeg.

Paints, Oils and Glass.
Alabastine Co., Paris, Ont.
Canada Linseed Oil Mills, Montreal.
Canada Paint Co., Montreal.
Consolidated Plate Glass Co., Toronto
Dods, P. D., & Co., Montreal.
Francis-Frost Co., Toronto.
Gabriel & Schall, New York.
Globe Paint Co., Toronto.
Grant-Hamilton Oil Co., Toronto.
Henderson & Potts, Montreal and Halifax.
Imperial Varnish and Color Co., Toronto
Jamieson, R. C., & Co., Montreal.
Luxfer Prism Co., Toronto.
McArthur, Corneille & Co., Montreal.
McCaskill, Dougall & Co., Montreal.
Merrick, Anderson & Co., Winnipeg.
Nobles & Hoare, London, Eng.
Queen City Oil Co., Toronto.
Ramsay & Son, Montreal.
Ridout, Geo., & Co., Toronto.
Sherwin-Williams Co., Montreal.
Standard Paint and Varnish Works, Windsor, Ont.
Thorne, R. E., Montreal.

Perforated Sheet Metals.
Greening, B., Wire Co., Hamilton.

Plumbers' Supplies.
Morrison, Jas., Brass Mfg. Co., Toronto.

Portland Cement.
Grey and Bruce Portland Cement Co., Owen Sound.
Hanover Portland Cement Co., Hanover, Ont.
Hyde, F., & Co., Montreal.
McNally, W., & Co., Montreal.

Radiators, Furnaces, Stoves, Tinware, etc.
Adams Co., Dubuque, Iowa.
Dominion Radiator Co., Toronto, Ont.
Gurney Foundry Co., Toronto.
Kemp Mnfg. Co., Toronto.
Western Foundry Co., Wingham.
Wright, E. T., & Co., Hamilton.

Roofing Supplies.
Jenking, A. C., Montreal.
Lockerby & McComb, Montreal.
Metallic Roofing Co., Toronto.
Ormsby, A. B., & Co., Toronto.
Paterson Mfg. Co., Toronto & Montreal
Reid & Co., Quebec.

Sales.
Ford & Featherstone, Hamilton.
Taylor, J. & J., Toronto.

Sap Spouts and Buckets.
Davidson, Thos., Mfg. Co., Montreal.
Kemp Mfg. Co., Toronto.
McClary Mfg. Co., London, Ont.

Scales.
Fairbanks Co., Montreal and Toronto.

Screen Doors and Windows.
United Factories, Toronto.

Screws, Nuts, Bolts, Etc.
Canada Screw Co. Hamilton.
Morrow, John, Machine Screw Co., Ingersoll, Ont.

Sewer Pipes.
Canadian Sewer Pipe Co., Hamilton
Hyde, F., & Co., Montreal.
McNally & Co., Montreal.

Shelf Boxes.
Bennett Mfg. Co., Pickering, Ont

Shelf Brackets.
Atlas Mfg. Co., New Haven, Conn.
Grand River Metal Works, Galt, Ont

Silver-Plated Ware.
Ontario Silver Co., Niagara Falls.
Toronto Silver Plate Co., Toronto.
Standard Silver Co., Toronto.

Sporting Goods.
Mast, J. M., Mfg. Co., Lititz, Pa
Nerlich & Co., Toronto.

Springs.
Wallace, Barnes Co., Bristol, Conn.

Steel Castings.
Hamilton Steel and Iron Co., Hamilton
Montreal Steel Works, Montreal

Steel Rails.
Jackson, C. F., & Co., Vancouver, B.C.
Morton, B. K., & Co., Sheffield, Eng.
Nova Scotia Steel & Coal Co., New Glasgow, N.S.
Sessenwein Bros., Montreal.

Stencils. Stamps, etc.
Hamilton Stamp and Stencil Works, Hamilton, Ont.

Stock Food.
Colonial Stock Food Co., Toronto.
International Stock Food Co., Toronto.

Store Lighting.
Grose, Walter, Montreal.

Tea Strainer.
Imperial Tea Strainer Co., Montreal.

Toasters.
Fairgrieve Mfg. Co., Toronto.
Harkins & Willis, Ann Arbor, Mich.

Traps.
Mast, J. M., Mfg. Co., Lititz, Pa.

Vises.
Lamplough, F. W., & Co., Montreal.

Wall Paper.
Staunton's Limited, Toronto.

Warehousing and Warehouse Trucks.
Coltart & Cameron, Winnipeg.
Fairbanks Co., Montreal.
Slingsby, H. C., Montreal.

Washing Machines, etc.
Connor, J. H., & Son, Ottawa, Can.
Dowswell-Mfg. Co., Hamilton, Ont.

Watches.
Ingersoll, Robt. H., & Bro., New York.

Waterproof Covers & Clothing.
Guelph Waterproof Clothing Co., Guelph.

Wholesale Hardware.
Birkett, Thos., & Sons Co., Ottawa.
Bowman, John, Hardware & Coal Co., London, Ont.
Canada Hardware Co., Montreal.
Caverhill, Learmont & Co., Montreal.
Howland, H. S., Sons & Co., Toronto.
Lewis Bros. & Co., Montreal.
Rice Lewis & Son, Toronto.

Woodenware.
United Factories, Toronto.

Wire, Wire Rope, Cow Ties, Fencing Tools, etc.
American Steel and Wire Co., New York, Montreal, Chicago.
Canada Screw Co., Hamilton.
Dennis Wire and Iron Co., London, Ont.
Dominion Wire Mnfg. Co., Montreal and Toronto.
Greening, B., Wire Co., Hamilton.
Ironside, Son & Co., London, Eng.
London Fence Machine Co., London.
Oneida Community, Niagara Falls.
Owen Sound Wire Fence Co., Owen Sound
Page Wire Fence Co., Walkerville, Ont
Walter, E. F. & Co., Montreal.

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Canada Paper Co., Toronto.
Reid & Co., Quebec.

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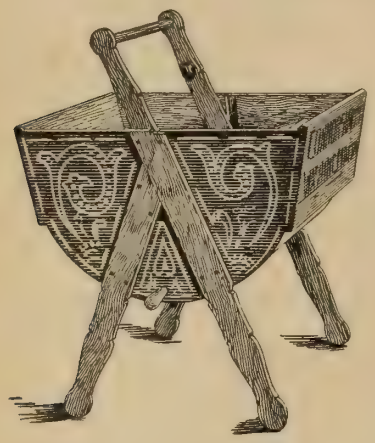
Representing British and American Manufacturers. Correspondence invited from firms wishing to be represented in Canada.



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The rubbing board in this washer works eccentrically on the clothes in such a way that it both rubs and squeezes the clothes with every stroke of the rubbing board.

LARGEST CAPACITY. STRONGLY MADE.
NEATLY FINISHED.
THE BEST FOR THE MONEY.

We have nine other kinds, send for our catalogue.

J. H. CONNOR & SON, Limited
Manufacturers
Washing Machines and Clothes Wringers,
Pretoria Ave., OTTAWA

CHAS. F. CLARK, President. **CHAS. L. BECKWITH, Secretary.**

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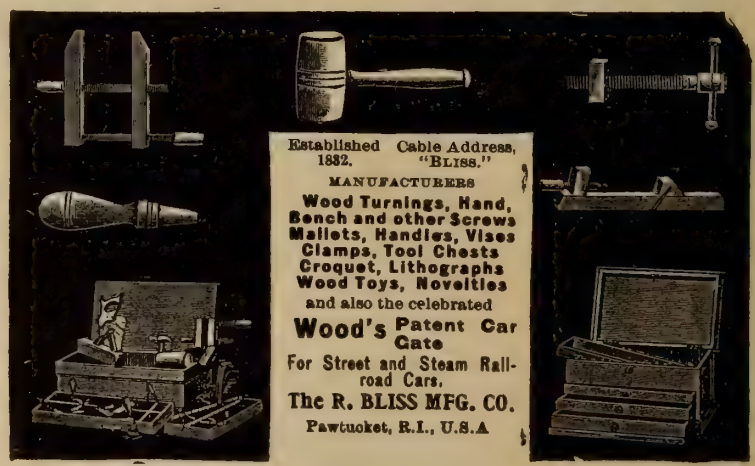
VANCOUVER, B.C. WINNIPEG, MAN.

THOS. C. IRVING, Gen. Man. Western Canada, Toronto.



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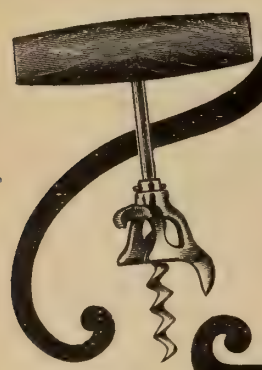


WHY sell Old Style Cork Screws?

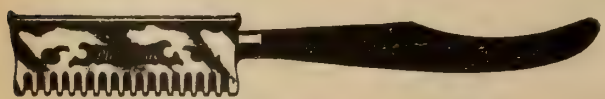
The People Want

WALKER'S SELF-PULLING

which draws the cork, cuts the wire, removes crown, seal and aluminum stopper. Does the whole thing. Each one tested and guaranteed. We manufacture over 50 different styles.

ERIE SPECIALTY COMPANY, Erie, Pa., U.S.A.

"THE REAL" SAFETY RAZOR IS A SELLER



OUR CONDITIONS ARE : Give to likely customers to try and if not absolutely satisfactory return it.

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A New Kind of Razor

You'll be surprised at the way "The Real" Safety Razor shaves—*different* from any other razor.

It shaves clean and keen—smooth and easy.

It doesn't pull or break hairs.

"The Real" is the only perfect razor for *self-shaving*.

The *rigid handle* and the *anti-cut guard* make it better than the ordinary razor—*better control of the blade* on *face, strop* or *hone*—*quicker work* possible—*no cutting*.

It's better than other "safety razors" because it's a *razor*—not a hoe. Made of the *very finest* razor steel—*full concave*—2¼ in. blade.

GEO. W. KORN RAZOR MFG. CO., Little Valley, N.Y., U.S.A.

Want Ads.

In this paper cost 2 cents per word first insertion, 1 cent per word subsequent insertions. Contractions count as one word, but five figures (such as $1,000) may pass as one word. Cash remittance to cover cost **must in all cases** accompany orders, otherwise we cannot insert the advertisement. When replies come in our care 5 cents additional must be included for forwarding same. Many large business deals have been brought about through advertisements of 20 or 30 words. Clerks can be secured, articles sold and exchanged, at small expenditure.

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Made in Canada and fully warranted.

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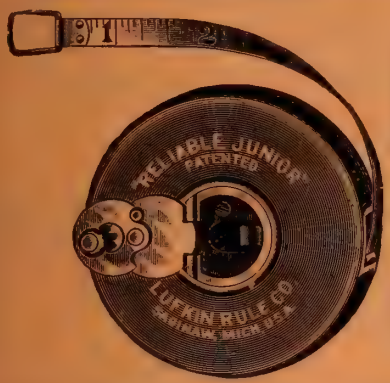
Razors, Shears, Scissors, Tinners' Snips and Butcher Knives.



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Steel, Metallic, Linen, Pocket, Ass Skin, Pat. Leather, Bend Leather, Etc.

ARE THE BEST AND MOST POPULAR TAPES IN THE WORLD.
YOUR STOCK IS NOT COMPLETE WITHOUT THEM.

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New York City Branch—280 Broadway.

For sale by ALL PROMINENT CANADIAN HARDWARE JOBBERS.

"QUALITY FIRST AND ALWAYS."

"The Honestest Stove."

This is the hearty way in which a sincere believer in the goodness of

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expressed himself.

One agent to a town is our policy, and when we get a stove dealer to be our agent he soon gets our enthusiasm. He can sell more stoves.

Write for our Catalogue.

HURON STOVES & RANGES

The Western Foundry Co., Limited, Wingham, Ont.

Est. 1851. Inc. 1895.

Black Diamond File Works

G. & H. Barnett Company

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Twelve Medals

Awarded
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Special Prize
Gold Medal at Atlanta, 1895

"Redstone" Sheet Packing.

For use in highest pressures for Steam, hot or cold Water and Air. Packs equally well for all. No trouble with leaky joints when they are packed with **"REDSTONE."** The most satisfactory packing on the market. Try a sample lot and be convinced of its merits.

Manufactured solely by

The Gutta Percha and Rubber Mfg. Co.

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Dominion of Canada Sales Agents for

UNITED STATES STEEL PRODUCTS EXPORT CO.

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Terne Plates
Taggers
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Canada Plates
Galvanized Canada Plates
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Polished Sheets

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McCASKILL, DOUGALL & CO.

Manufacturers — MONTREAL

Standard Railway and Carriage Varnishes
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—Won't turn white from the effects of water and sun
Standard Piano, Furniture and Decorative Varnishes
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30 St. John St., MONTREAL

Classified List of Advertisements on page 63.

Neither Fictitious nor Exorbitant
Get LANGWELL'S BABBIT, MONTREAL.

HARDWARE AND METAL

A Weekly Newspaper devoted to the Hardware, Metal, Machinery, Heating and Plumbing Trades in Canada.

VOL. XVI. MONTREAL AND TORONTO, FEBRUARY 27, 1904. NO. 9

ANVILS BITS
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MANUFACTURER OF
ARROW BRAND
REGISTERED TRADE MARK
HARDWARE
SPECIALITIES OF ALL DESCRIPTIONS
Pliers Vices
For Sale by Leading Wholesale Hardware Houses.

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Sold more largely and more popular than ever.

Every sheet guaranteed.

JOHN LYSAGHT, Limited, Makers, BRISTOL, ENG.
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New Prices

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IRON PIPE, BLACK AND GALVANIZED.
CAST FITTINGS.
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BRASS VALVES.
IRON BODY VALVES.
STEAM SPECIALTIES AND ENGINEERS' SUPPLIES.

Large Stock. Prompt Shipment.

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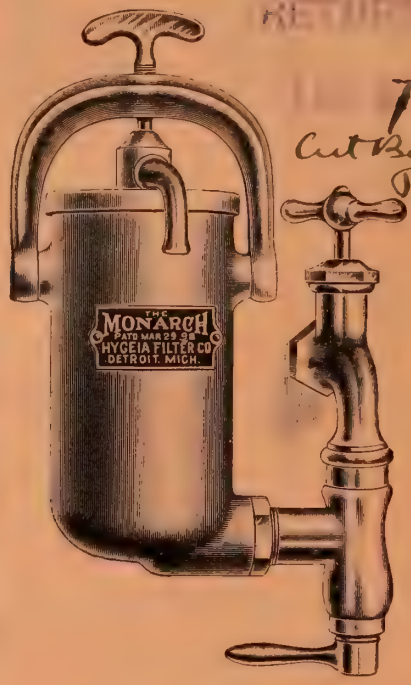
Head Office and Works—DUFFERIN ST., TORONTO.
BRANCHES: Montreal, Quebec St. John, N.B., Winnipeg and Vancouver, B.C.

USE A HYGEIA FILTER

AND HAVE

PURE WATER

FILTERS



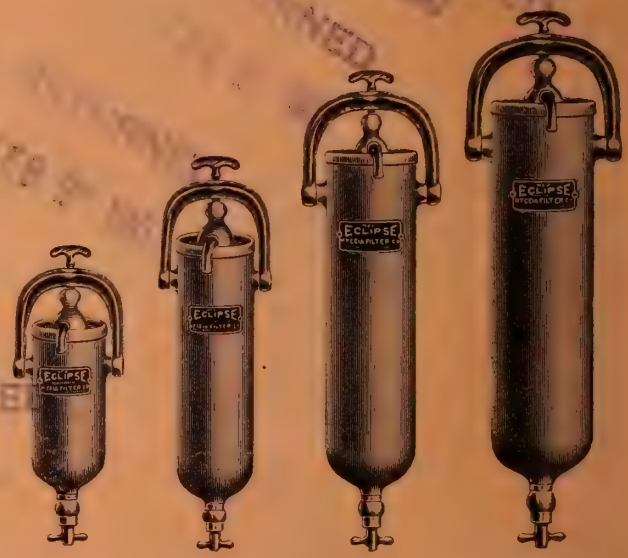
Cut Book 16
Page 22

THE MONARCH PRESSURE FILTER

This is unquestionably the very best faucet filter on the market. No plumbing required as they are attached to either plain or threaded end faucet. Unfiltered water can be drawn without detatching. It is impossible to devise a simpler pressure filter. The filter tube can be removed in two seconds.

A GERM-PROOF FILTER.

Monarch	Capacity	per hour	5 to 10	gallons
Eclipse No.	**0**	"	"	10 to 20 "
"	**1**	"	"	20 to 30 "
"	**1½**	"	"	30 to 40 "
"	**2**	"	"	40 to 50 "



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RICE LEWIS & SON

LIMITED

COR. KING AND VICTORIA STS., TORONTO.

All in Cut Book 16
Page 22

ALWAYS READY FOR USE
NO HONING
NO GRINDING

The CARBO MAGNETIC Razor.

No Hard Blades
No Soft Blades
No Temper Streaks
No Returned Blades to the dealer—
Shave for Years Without Requiring Honing

Retail Price $2.00

For Sale by all Leading Jobbers or Firm of A. L. SILBERSTEIN

Mfrs. of "Griffon" Cutlery

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if you'll ask for a copy with trade discount.

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MANUFACTURERS OF

Rubber Belting, Hose, Packing, Valves, Gaskets, ETC., ETC.

We make a specialty of

HORSE SHOE PADS

the best in the market.

Write for Prices and Circulars.

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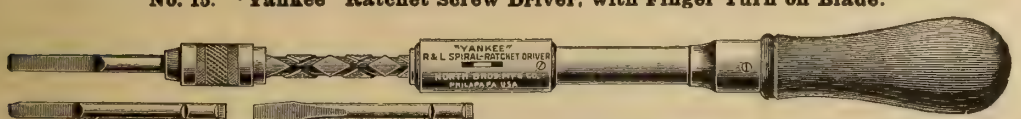
BRANCHES—TORONTO, WINNIPEG and VANCOUVER

Other Tools are very good Tools, but

"YANKEE TOOLS"

ARE BETTER

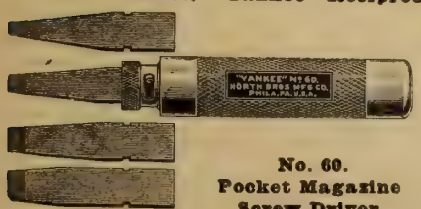
No. 15. "Yankee" Ratchet Screw Driver, with Finger Turn on Blade.



No. 30. "Yankee" Spiral-Ratchet Screw Driver, Right and Left Hand.

No. 41. "Yankee" Automatic Drill, Eight Drill Points in Handle.

No. 50. "Yankee" Reciprocating Drill for Iron, Steel, Brass, Wood, etc.



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Pocket Magazine
Screw Driver.

Our "YANKEE" Tool Book tells all about them. Mailed free on application. . . . . .

Manufacturers also of

LIGHTNING, GEM and BLIZZARD Ice Cream Freezers.

Toy Freezers, Ice Shaves and Ice Chippers.

Fluting Machines, Hand Fluters.

Sold by Leading Jobbers in Canada.

NORTH BROS. MFG. CO.,

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Wholesale Hardware Merchants,

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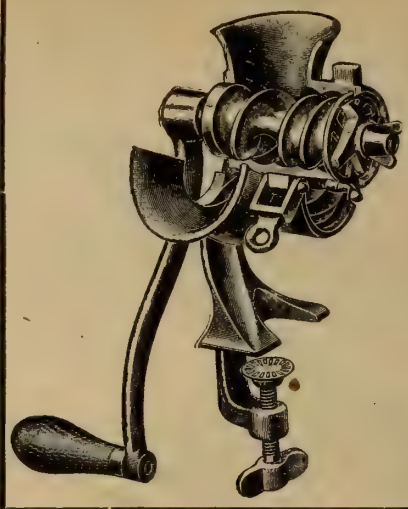
Builders' Lumbermen's and Contractors' Supplies

A complete stock always on hand for prompt delivery.

Enquiries solicited. Mail orders filled with dispatch.



The Russwin Food Cutter.

CLEANLINESS.

There is no drip from the Russwin to soil clothing and floors. The gutter carries all juices to the dish—they are not deposited upon the floor. The machine itself is quickly cleaned with the least possible effort. Write for Booklets, Posters and Electrotypes to assist you.

Russell & Erwin Mfg. Co.
New Britain, Conn., U.S.A.

Our Monthly Stock List

will be of interest if you use sheet metals such as Iron and Steel Sheets, Tinned Sheets, Tinplates, Canada Plates, Zinc Sheets, Brass and Copper Sheets.

A post card request puts you on our mailing list.

M. & L. SAMUEL, BENJAMIN & CO.

General Importers and Exporters and Metal Merchants

27 Wellington St. West, TORONTO, ONT.

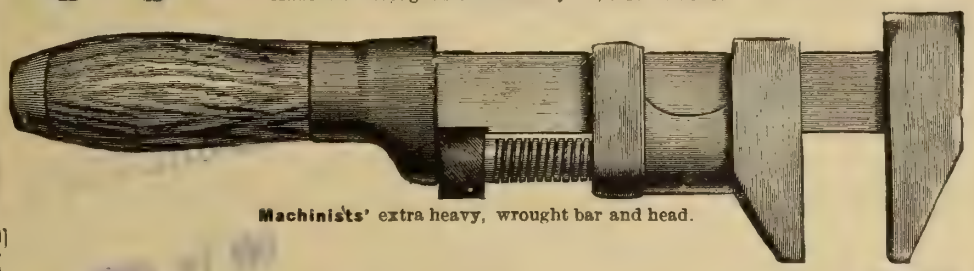
EUROPEAN HOUSE—16 PHILPOT LANE, LONDON, ENG.

WRENCHES GENERALLY MEAN PROFIT

to the progressive hardware dealer. Our line of Engineers' and Machinists' Wrenches embraces all the best and popular makes. It will only oe a matter of choice with your customer.

Coe's Genuine Knife Handle.
Made with wrought steel bar and jaws, case hardened.

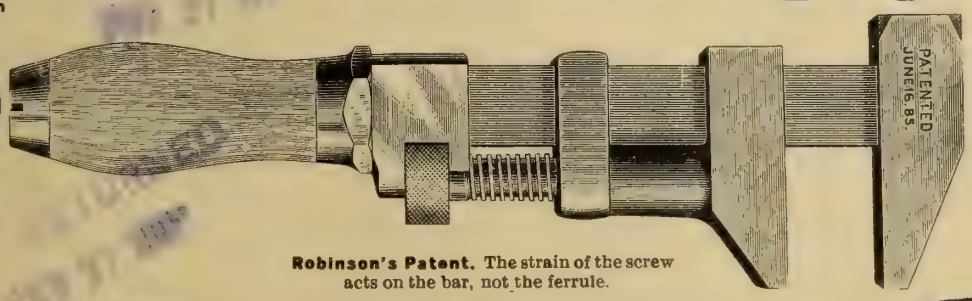
Drop-forged double-headed "S" wrench



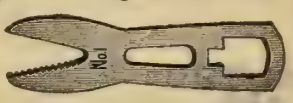
Machinists' extra heavy, wrought bar and head.

Drop-forged 15° Engineer's Wrench.

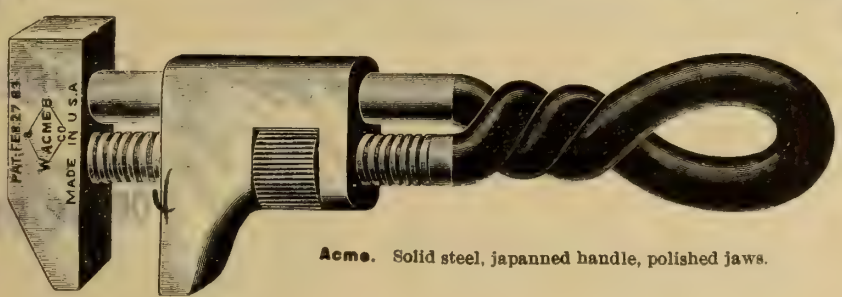
Alligator — Solid steel, tempered jaws.



Robinson's Patent. The strain of the screw acts on the bar, not the ferrule.

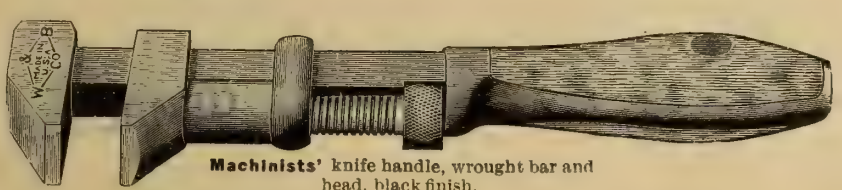


Alligator—Extra quality, forged and tempered.

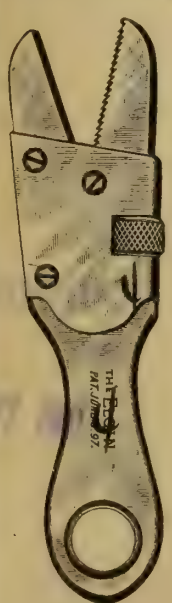


Acme. Solid steel, japanned handle, polished jaws.

Adjustable "S." — Carefully forged and hardened jaws.



Machinists' knife handle, wrought bar and head, black finish.



Elgin— All steel, nickel-plated, hardened jaws.

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IMPORTERS and DISTRIBUTORS.

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Address all correspondence to

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TORONTO—87 York St.
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VANCOUVER—141 Water St.

All in Cut Book 16 3
4 Page 23

Binder Twine

BLUE RIBBON,	650	feet	per	pound
RED CAP,	600	"	"	"
TIGER,	550	"	"	"
GOLDEN CROWN,	500	"	"	"
STANDARD,	500	"	"	"
SISAL,	500	"	"	"

Blue Ribbon is no doubt the Queen of Binder Twine. It runs six hundred and fifty feet to the pound, and is manufactured from most select Manila Fibre. Six hundred and fifty foot Twine is the only Twine manufactured entirely from Manila Fibre. Dealers should beware of so-called "Manila" Twines which are advertised to measure less than 650 feet to the pound. They are mixed Twines.

Write for samples.

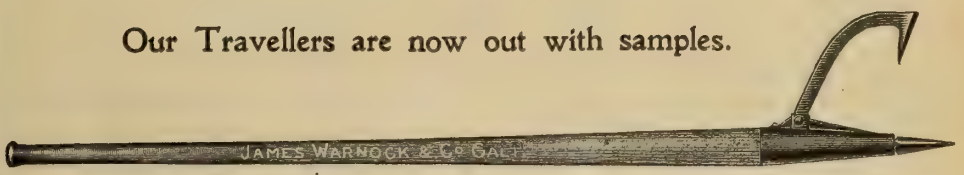
Consumers Cordage Company, Limited

Halifax, N. S. **Montreal, Que.**

AXES and . . .

LUMBERING TOOLS

Our Travellers are now out with samples.



Our prices are right and a Warnock Tool is the accepted standard of quality.

See our axe samples before buying.

JAMES WARNOCK & CO.

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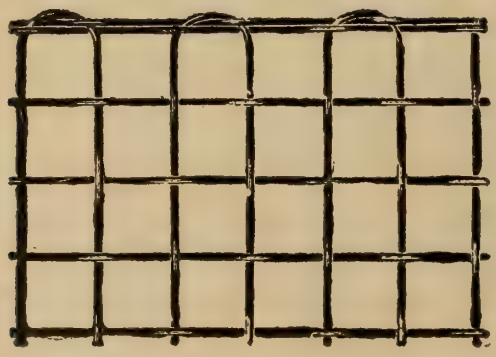

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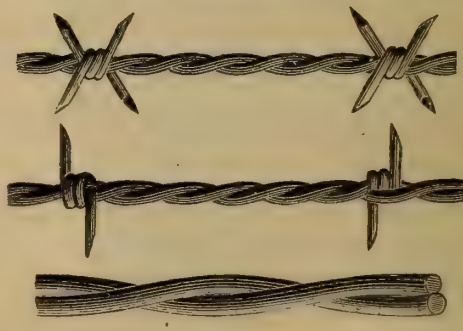

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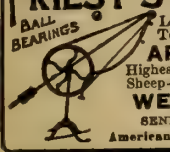

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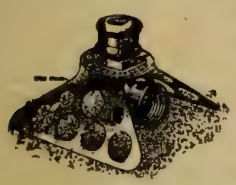

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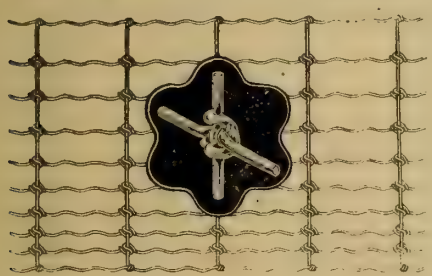

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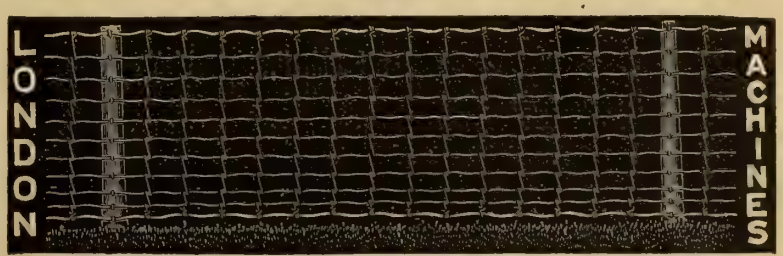

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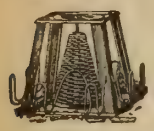

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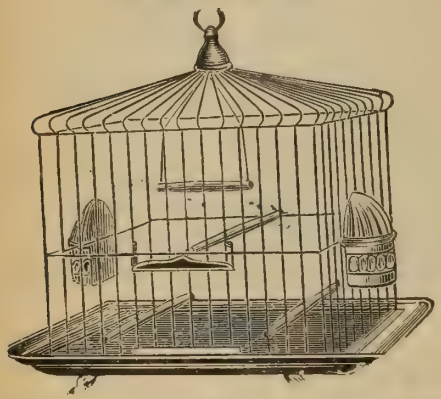

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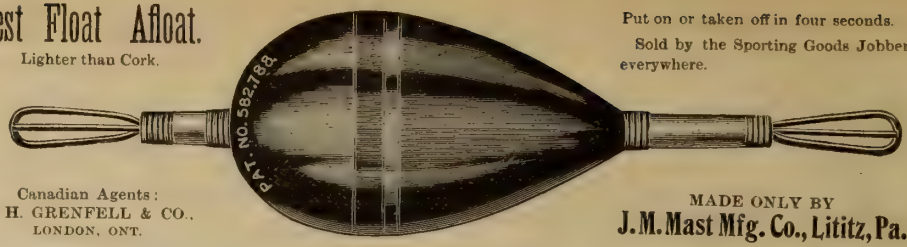

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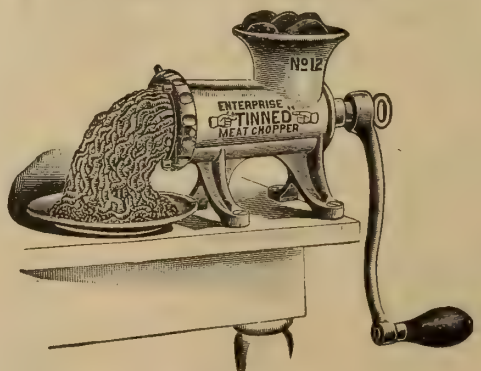

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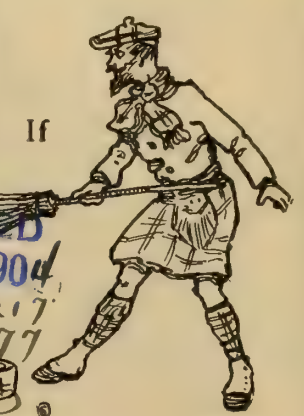

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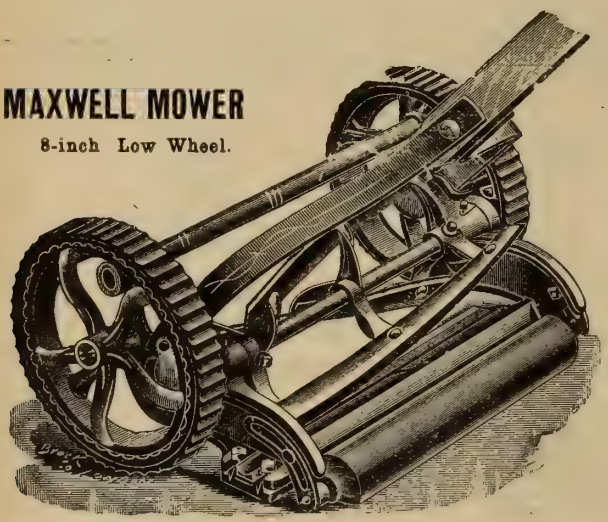

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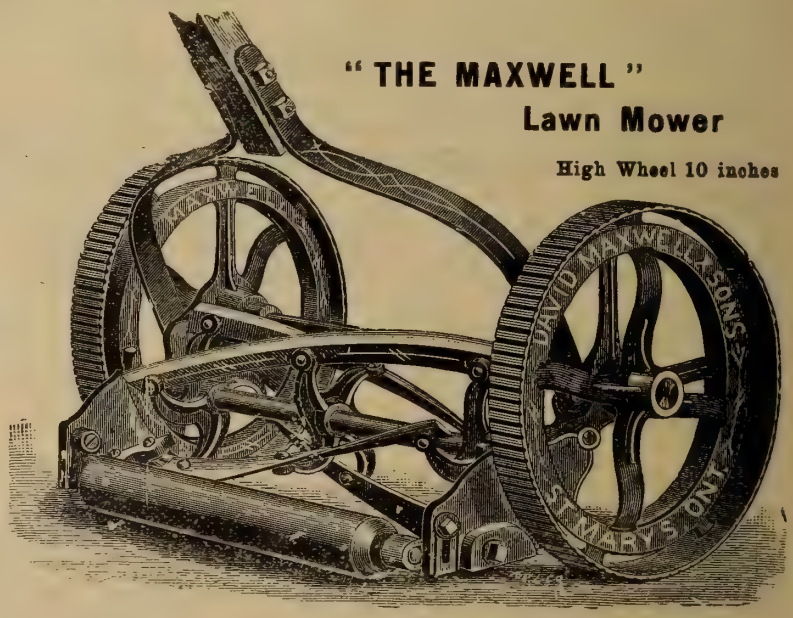

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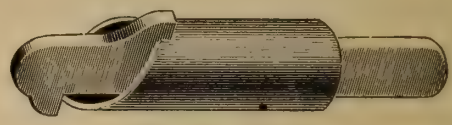

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Economic Conditions in Russia

By George Kennan.

AT first glance, the financial position of Russia would seem to be fairly strong. Her public debt—a little more than $3,300,000,000—is large, but her credit abroad continues to be good; her bonds recommend themselves to prudent and conservative investors—the New York Life Insurance Company, for example, holds $8,000,000 or $10,000,000 worth of her guaranteed railway securities—she has recently refunded $1,400,000,000 of her 5 and 6 per cent. interest bearing debt at 3 1-2 and 4 per cent., with an increase of only $30,000,000 in the principal; and her reserve of gold now amounts to something like $400,000,000, with an additional sum of $340,000,000 in circulation. This, on its face, would seem to be an extremely good showing; but it must not be forgotten that the stability of national finances depends, ultimately, upon the prosperity and earning capacity of the people who compose the nation; and that a government which has despotic power may, for a long term of years, make a good showing to its creditors while at the same time it is impoverishing its people and exhausting the source from which it draws its supplies.

Seventeen years ago, Mr. E. I. Utin, one of the most distinguished lawyers of the St. Petersburg bar, a close observer and a man of wide information, said, in a discussion of this subject: "A clever finance minister may, for a long time, make ends meet by devising new methods of taxation, by raising excise and customs duties, or even by juggling with figures; but there is no hope for the finances of a country like ours, where the taxpaying power of the population as a whole is steadily decreasing."

Statistics compiled by the zemstvos of 49 provinces of European Russia in 1891 showed that 891,000 peasant families, representing a population of perhaps 7,000,000, had only nine acres of land per family; and that 2,219,444 peasant households representing a population of about 18,000,000, had only 21 acres each, although hundreds of thousands of such households consisted of from eight to 25 members. A family of, say, 12 persons might gain a subsistence from a farm of 21 acres—or even from nine acres—if the land were all arable and fertile; but the Russian peasant allotments include land of all sorts—pasture, woodland, desert and swamp—and even the part that is arable has become so impoverished from lack of fertilization, that it often yields less than half of a normal crop. In European Russia, as a whole, the average yield of grain is only 39 poods (1,404 pounds) to the decetine (2.7 acres); while in Italy it is 55 poods; in Austria, 68; in Germany, 74; in France, 75; in the United States, 81; and in England, 122. The average productiveness of Russian peasant land-allotments, therefore, is only half that of American farms, and, if other conditions were equal, twice as much of it would be needed to support the average family.

But this is not the worst feature of the situation as regards land. Statistics show that the quantity of land owned by Russian peasant proprietors, per capita, and the gross per capita product of that land, are both decreasing, and have been decreasing steadily for many years. A commission appointed by the Minister of Finance in 1899 to ascertain if possible, the reasons for the decline in the economic condition of the peasant farmers of European Russia generally, and of the "black-soil provinces" in particular, reported that in the 50 provinces of European Russia the per capita amount of wheat and rye harvested in the years 1891-1896, as compared with the quantity produced in the years 1861-1865, showed a decrease of 35 per cent. in the "black-soil provinces" where the economic distress was greatest, the decrease was 44 per cent., or nearly one-half.

This marked decline of 35 to 44 per cent. in the per capita production of Russia's two great staples—wheat and rye—was due to a variety of causes, one of the most important of which was a large increase in the population, without any corresponding increase in the available area of land. Between 1876 and 1896 the quantity of arable land per capita decreased in European Russia as a whole 16 per cent.; in the "black-soil provinces," 20 per cent.; and in the southern and southwestern provinces, 24 to 26 per cent. In many parts of the country the pressure of the increased population on the land was so severe as to reduce hundreds of thousands of families to a condition of hopeless poverty. In the Province of Ufa, for example, there were 20,000 families that had only 5.7 acres each, including land of all kinds. In the district of Shadrinsk, Province of Perm, there were 24,000 peasant families that had neither horses nor agricultural implements, nor food supply nor seeds; and these families constituted 38 per cent. of the whole population of the district. In the Province of Samara there were 405,000 persons who had to get their subsistence from less than three acres of land per capita, and 25 per cent. of all the peasant farmers in the province had no hay fields at all.

In the Province of Riazan 32,000 peasant proprietors out of 80,000 had no horse, and 21,000 out of 80,000 had neither horse nor cow.

Between 1860 and 1871 the number of horses in the "black-soil provinces" decreased 15 per cent.; in 1889 the decrease amounted to 30 per cent.; and in 1895 it reached 48 per cent.

The economic condition of the average Russian peasant in the central provinces, where the distress is greatest, may be shown in another way, by comparing his earnings and expenses. The statistical committee of the Province of Voronezh has made a careful and detailed investigation of the annual household budgets of 67 peasant families in that province, selected in such a manner as to be fairly representative of the whole agricultural population. It appears from the committee's report that the average peasant farmer's family consists of eight persons. Its annual gross revenue, from all sources, amounts to $212.20. Of this sum $105.08 is in money, and $107.12 in farm produce at its cash value. Of the cash receipts, $48.80, or nearly one-half, goes to pay

taxes and rent for additional land, leaving $56.28 in cash for clothing, tea, sugar, salt, kerosene, soap, agricultural implements, household furniture, etc., for a family of eight persons during a period of one year. The committee finds that such a family spends annually $8.84 for clothing; $1.96 for tea and sugar; $1.64 for household furniture; $1.20 for salt; 88 cents for kerosene; 39 cents for soap, and 4 cents for "articles of personal comfort." It is hardly necessary to comment upon the economic condition of a rural population in which the average family pays $48.80 in taxes and rent, and is then able to spend only $8.84 a year for clothing, 88 cents for lights, 39 cents for soap, and 4 cents for "articles of personal comfort."

The increasing exports of grain from Russia in recent years have been taken as an indication that the agricultural population of the Empire is becoming more and more prosperous and is raising a larger and larger annual surplus of food products, but such is by no means the case. Under pressure of desperate necessity, the Russian peasants are selling breadstuffs that they ought to consume, and are increasing their exports at the expense of their health. This was clearly shown by Mr. Sharapof at a meeting of the Society for the Encouragement of Trade and Industry in St. Petersburg; again by Mr. Marres in a report to the statistical section of the Moscow Juridical Society; and a third time by Professor Isaief in a report to the Russian Free Economic Society of St. Petersburg. Mr. Marres declared that Russia exported 17 per cent. of her grain product, while the United States exported only 8 per cent.; that the Russian peasant consumed only half the quantity of bread that he ought to eat; and that in 20 provinces of European Russia the population was underfed. Professor Isaief showed that the amount of food eaten by the peasants of European Russia generally was 20 per cent. less than the smallest quantity that the rules of hygiene prescribe The Russian peasants sell a disproportionate quantity of their grain product for export, not because they have a surplus—not because they do not need it for themselves and for their families—but because they must get money with which to pay their taxes.

If we test the economic condition of the Russian peasant by his taxpaying power, we are brought by another route to the same result. In the Province of Voronezh, for example—the same province in which one-third of the peasants had neither horse nor cow—the unpaid arrears of taxes were $15,566,000, while in Samara, including the land-redemption tax, they amounted to $28,801,000. Between 1871 and 1875 the arrears of taxes in the "black-soil provinces" never exceeded ten per cent. of the annual assessment. In 1896 they amounted to 42 per cent., and in 1900 to 177 per cent.

The Comptroller of State, in his report to the Czar for 1902, called particular attention to the fact that the arrears of land-redemption taxes in European Russia as a whole had increased from $47,000,000 in 1897 to $61,000,000 in 1902, and that in many provinces the peasants had practically ceased to pay these taxes. In the Province of Simbirsk the arrears were 282 per cent. of the annual assessment; in Samara, 403 per cent.; in Kazan, 562 per cent.; in Orenburg, 583 per cent., and in Ufa 613 per cent. These figures show, the Comptroller says, "how far beyond the strength of the peasants this burden is."

One would naturally suppose that when a prudent and far-sighted government discovered that is people were becoming impoverished, it would remove, if possible, the cause of the impoverishment, and lighten the burden of taxation by restricting expenditures. Russia has done neither of these things. The agencies that were hampering and crippling the productive activity of her agricultural classes ten years ago are still at work, and her annual budget has increased meanwhile from $520,000,000 to $1,036.000,000. But some of her statesmen have taken alarm at last. At a general meeting of the Council of State, on the 12th of January, 1903, Mr. de Witte, the late Minitser of Finance, informed the members of that Council that "the imposition of direct and indirect taxes upon the population has reached the last possible limit. To lay any further burden upon the taxpaying power will not only be fruitless of results, but can hardly be regarded as permissible in the present economic condition of the country. The aim of an enlightened financial policy now should be to seek means of decreasing, gradually, the burden of taxation."

After hearing and discussing the facts presented by the Minister of Finance, the Council of State resolved: (1) To ask his Imperial Majesty's permission to instruct the ministers and heads of departments to take most energetic measures to prevent further increase of expenditures; and (2) to direct the Minister of the Interior, in conjunction with the Ministers of War and Communications and the Comptroller of State, to investigate the reasons for the costliness of the Government's railway operations, and to report their conclusions to the Council at the earliest possible moment.

From the facts above set forth it clearly appears that the economic condition of the Russian people is extremely unsatisfactory; that they have been taxed to "the last possible limit;" that the Minister of Finance narrowly escaped a deficit in 1903; and that the Council of State finds it necessary to warn all ministers and heads of departments that they must take "most energetic measures to prevent further increase of expenditures." Can a government that is in such a financial condition as this carry on a long war in the Far East without imminent risk of imperiling its credit abroad and its prestige and security at home?—The Outlook.

THAWING WATER PIPES BY ELECTRICITY.

The city department of Montreal and the Montreal Water & Power Co., Montreal, have been for the last week or so using an apparatus provided by the Montreal Heat, Light & Power Company, Montreal, for the thawing out of frozen water pipes by a current of electricity.

The apparatus consists of a transformer mounted on a sleigh, with rheostats and lengths of wire. Connection is made with the electrical power main and the transformed current is sent through the pipes by connecting one wire with the taps in a consumer's house and the other to a hydrant, or with taps in another consumer's house. It is said that the pipes can thus be thawed out in from 13 to 17 minutes, with the consumption of very little power.

WIRE NAILS
TACKS
WIRE

Prompt Shipment

The ONTARIO TACK CO.
Limited
HAMILTON, ONT.

CATALOGUES, BOOKLETS, ETC.

HARDWARE AND METAL would be pleased to review catalogues, booklets or other such publications issued by manufcturers or wholesale dealers selling to the hardware, plumbing, machinery or metal trades. Retailers desiring such publications may also have inserted a note to that effect. No charge will be made for these services.

EASY INJECTORS.

The Canada Foundry Co., Toronto, have a circular ready for distribution regarding the "Easy" injector, reference to which is made on another page. This injector is to be sold through the hardware trade. Any readers interested are invited to send for the literature describing it.

TORONTO HARDWARE CO.

The Toronto Hardware Mfg. Co., manufacturers of cast iron soil pipe and fittings, sinks, brackets, bell traps, and of the "Dominion" hot water boiler, invite correspondence from any of the trade interested in these lines. Readers of Hardware and Metal are invited to secure their price list to see what they are offering.

NEW TERMS ON CARBIDE OF CALCIUM.

The Willson Carbide Co., St. Catharines, Ont., have issued a circular giving their present terms on calcium of carbide. It will now be packed in sheet steel cans with screw cap top, will contain 100 pounds of carbide and will be sold at $3.50 per 100 lbs. in less than ton lots, and $65 per ton in ton lots and over. Information re sizes, etc., can be had on request.

A USEFUL SOUVENIR.

From A. C. Jenking, manufacturers' agent, Montreal, Hardware and Metal has received a very handsome and useful little souvenir which he is sending out to the hardware jobbing trade. This is a neat little nail clipper which is guaranteed to clip nails "to the Queen's taste." If you have not already received one a letter to Mr. Jenking on your own paper and a mention of Hardware and Metal will meet with a prompt response. This is a souvenir worth having and well worth the asking.

COLONIAL STOCK FOOD.

Now is the time the hardware man should attempt to add to his receipts by the sale of stock and poultry food. During the next two months these lines are in great demand by judicious farmers. The Colonial Stock Food Company have issued a neat booklet giving full information regarding the lines they offer to the trade. As this firm offers especially good terms, and as Colonial Stock Foods are valuable for horses, cattle, sheep and hogs at this season of the year, hardware men who have not yet secured their agency in their town would do well to write for their literature at once. Mention this paper and ask for full supply of advertising literature.

ENAMELOID

A HIGH GLOSS VARNISH PAINT FOR INSIDE USE ON WALLS, CEILINGS, AND WOODWORK. BETTER THAN WALL PAPER.

The Sherwin-Williams Enameloid is fast taking the place of the faded, soiled, and germ gathering wall paper.

Enameloid is cleaner, more healthful and more durable than wall paper. Its increasing use means a larger field for the progressive paint dealer—more business—more profits.

Enameloid has many advantages over wall paper—it is easily applied—stands any amount of soap and water—has a durable gloss—does not fade—is more beautiful than wall paper—does not retain dirt or disease germs and is more economical.

Enameloid is a paint that appeals directly to every healthful home. It is a specialty that every dealer should have on his shelves.

Enameloid is made in 18 durable and attractive colors and put up ready for the brush in convenient sized cans.

Send for price list and color cards.

THE SHERWIN-WILLIAMS CO.
PAINT AND VARNISH MAKERS.
Cleveland, Chicago, New York, Newark, Boston, Kansas City, San Francisco, Los Angeles, San Diego, Minneapolis, Montreal, Toronto, Winnipeg, London, Eng.

CANADIAN DIVISION: *Headquarters and Paint and Varnish Factories:* Montreal. *Depots:* Toronto and Winnipeg. 1153

PITTSBURG STEEL CO.

The Pittsburg Steel Co., Pittsburg, Pa., are sending out their 1904 catalogue, giving comprehensive information re their wire rods; annealed, bright and galvanized smooth wire, painted and galvanized barbed wire, twisted cable wire, wire nails, fence staples, fencing, steel hoops, bands and cotton ties. As this firm is in a position to establish a strong connection their catalogue should be in the hands of every firm doing an importing business.

J. H. WILLIAMS & CO.

J. H. Williams & Co., manufacturers or iron, steel, copper, bronze and aluminum drop forgings, 150 Hamilton avenue, Brooklyn, N.S., have issued a comprehensive booklet containing full information, with illustrations, regarding their products. The book contains much that should be of value to any hardware and Metal readers interested in drop forgings, particularly wrenches for general or special purposes. Mention this paper when you write for the booklet.

AN EXPORTERS' DIRECTORY.

"The Export Merchant Shippers' Directory," of Great Britain and Ireland, is just published by Dean & Son, Limited, 160a Fleet street, E. C., London, England. Busy men everywhere will appreciate a selected list of manufacturers and shippers in concise form, and this directory gives an immense amount of information regarding the manufacturers and exports of the leading British concerns. The arrangement of the directory and the classification of names is such that one can almost open up the book at the very list he wishes to consult. This year's volume contains something over 1,500 pages.

Business Changes

ONTARIO.

THE Hamilton and Toronto Sewer Pipe Company, Hamilton, have sold out to J. H. New.

J. Rankin, general merchant, Smithfield, has sold out to H. E. Wood.

T. W. Chapman & Co., general merchants, Orangeville, have sold out.

T. G. Soyers, general merchant, Rutherford, has sold out to R. Roseberg.

A. S. Gledhill, general merchant, Benmiller, has sold out to E. H. Walters.

J. Armstrong & Co., general merchants, Inwood, have sold out to W. R. Dawson.

Little & Co., coal, wood, flour and feed dealers, Toronto, have sold out to J. H. McCabe.

The smelting work of the Canadian Copper Co., Copper Cliff, have been destroyed by fire.

J. M. Green, of J. M. Green & Sons, proprietors of planing and lumber mills, St. Thomas, is dead.

The stock of Sanderson & Mitchell, general merchants, Wroxeter, has been sold to T. J. Nichol at 70c. on the dollar.

The premises of the Turnbull Elevator Manufacturing Co., Toronto, have been damaged by fire; loss partially covered by insurance.

J. T. Heyworth, harness maker, Wroxeter, has assigned to H. Henderson. His stock is advertised to be sold by auction March 1.

Dalton & Strange, wholesale and retail hardware merchants, Kingston, have dissolved partnership. The business will be continued by W. B. Dalton & Sons.

G. Middleditch, proprietor of a foundry, etc., Ridgetown, has assigned to W. A. Gosnell; meeting of creditors announced for 26th inst.

QUEBEC.

C. Benoit, general merchant, St. Remi, is dead.

E. Villeneuve, general merchant, Jonquieres, has assigned.

P. P. Giguere & Cie., plumbers, Quebec, have registered.

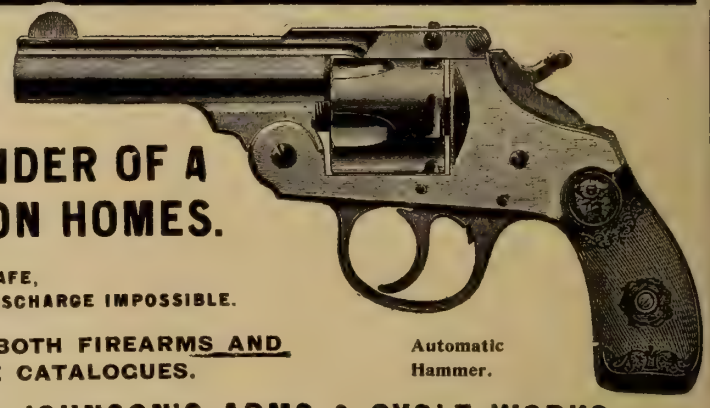
St. Jean & Fils, contractors, etc., Montreal, have registered.

The Glen Falls Portland Cement Co., Montreal, have registered.

Lebeau & Paguinx, plumbers, St. Laurent, have registered.

Haigh, Brown & Co., machinery agents, Montreal, have registered.

IVER JOHNSON
AUTOMATIC
REVOLVERS



THE DEFENDER OF A MILLION HOMES.

ABSOLUTELY SAFE,
ACCIDENTAL DISCHARGE IMPOSSIBLE.

SEND FOR BOTH FIREARMS AND CYCLE CATALOGUES.

Automatic Hammer.

IVER JOHNSON'S ARMS & CYCLE WORKS,

New York Office, 99 Chambers Street.

FITCHBURG, MASS.

Rochon & Paquette, contractors, Montreal, have dissolved partnership.

Petition for winding-up order has been granted the Sleeper Engine Co., Montreal.

L. Bourgeois, carriage maker, Berthier, is selling out and removing to Sorel.

A. L. Bailey & Frere, general merchants, St. Maurice, have registered.

Moisau & Clouatre, carriage makers and blacksmiths, East Farnham, have registered.

Application has been made for a winding-up order for the Sleeper Engine Co., Montreal.

S. F. Wurtele has been appointed curator to S. Peters, proprietor of a planing mill, etc., Quebec.

C. Baillie has been appointed curator to Wm. Clendenning & Son, foundry and stove manufacturers, Montreal.

Lefebvre & Coulombe, grocers and hardware merchants, Berthier, have dissolved partnership. J. Coulombe continues in business.

V. E. Paradis has been appointed curator to J. A. Renault, St. Ephrem De Tring and N. Tremblay, St. Irene, both general merchants.

MANITOBA AND N.W.T.

Reid & Allison, properietors of saw mill, Bentley, have sold out.

The Nanton Hardware Co., Nanton, have sold out to C. H. Marshall.

The Macoun Lumber and Hardware Co., Macoun, have gone out of business.

G. Bradley & Co., general merchants, Bowsman, have dissolved partnership.

J. H. Gordon, hardware and implement dealer, Davidson has sold his hardware stock.

Humber & Robinson, machinists, Portage la Prairie, are dissolving partnership.

The Indian Head Machinery Co., Indian Head, have sold out to the Western Mfg. Co.

Schneider Bros., general merchants, Langenberg, have been succeeded by W. Bush & Co.

BRITISH COLUMBIA.

The dissolution of partnership of C. Richards & Co., general merchants, Fernie, has been registered.

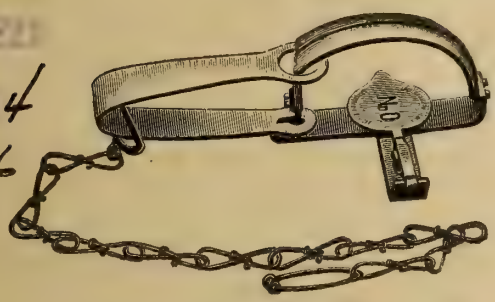
NOVA SCOTIA.

The Glace Bay warehouse of the A. C. Thompson Co., foundrymen and hardware merchants, North Sydney and Glace Bay, has been destroyed by fire.

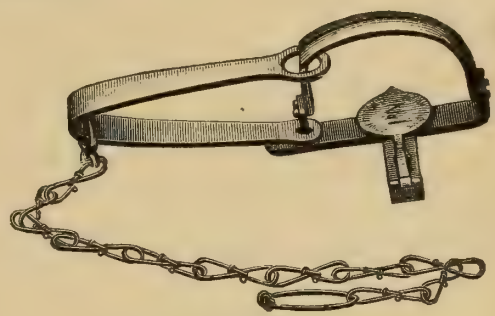
H. S. HOWLAND, SONS & CO., LIMITED

WHOLESALE ONLY — 37-39 West Front Street, **Toronto.** — WHOLESALE ONLY

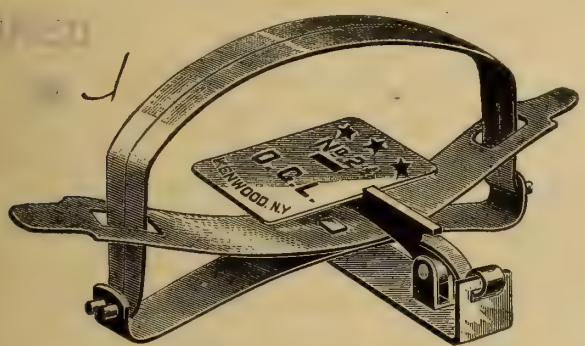
GAME TRAPS.



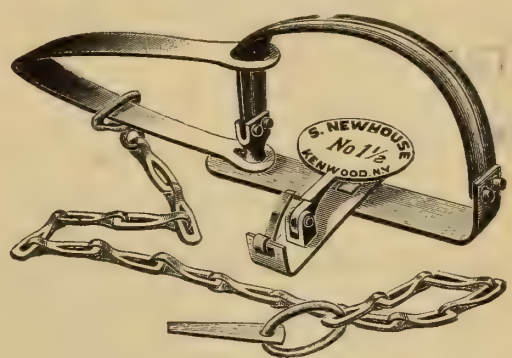
No. **Rat or Gopher.**
0. "New Victor," with and without chains.
0. Hawley & Norton, " "



No. **Muskrat.**
1. "New Victor," with and without chains.
1. Hawley & Norton, " "

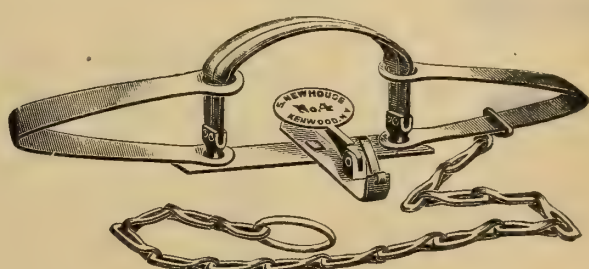


No.
0. "Star," with and without chain.
1. " with chain.



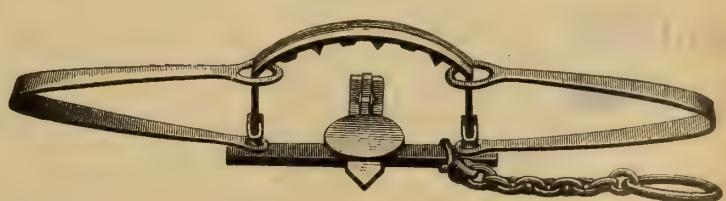
No. **Mink.**
1½. "New Victor," with and without chain.
1½. Hawley & Norton, " "

No. **For Otter and Beaver.**
2. "New Victor," no chain.
3. " "
2. Hawley & Norton, no chain,
3. " "
4. " "



No. **For Otter and Beaver.**
2. "New Victor," with chain.
3. " "
2. Hawley & Norton, with chain.
3. " "
4. " "

No. 5. Newhouse Clamp (for Bear trap).



No. **Bear Trap.**
50. Newhouse, with chain, 10 lbs.
5. " " 17 "

H. S. HOWLAND, SONS & CO. LIMITED, Toronto.

WE ship promptly — GRAHAM NAILS ARE THE BEST. — **OUR** prices are right

Factory: Dufferin Street, Toronto

Announcement.

The Dodge Manufacturing Co. of Toronto, Limited, beg to announce to their many friends and customers in Eastern Canada, that they have opened up a

MONTREAL BRANCH

for the more ready distribution of their Standard Lines of Transmission Machinery in the East.

Mail Orders, Telephone Orders, and Wire Orders

ADDRESSED TO

Dodge Manufacturing Co.

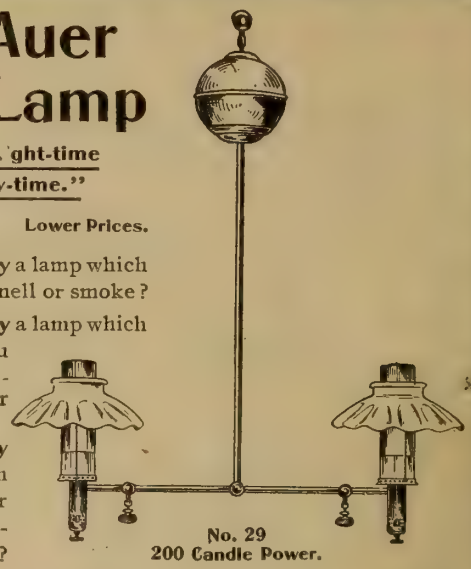
419 St. James St.,

'Phones, Main 2412. " 2442.

MONTREAL, QUE.

Will receive our usual prompt attention.

The Auer Gas Lamp



"Turns night-time into day-time."

New Models. Lower Prices.

Would you buy a lamp which doesn't smell or smoke?

Would you buy a lamp which will save you half your expense for coal oil?

Would you buy a lamp which shows your goods in daylight colors?

No. 29
200 Candle Power.

Would you buy a lamp which you can return, for full price, if you don't like it?

That's the kind of a lamp we make.

EVERY LAMP GUARANTEED

Write for our Catalogue and Discounts.

AUER LIGHT CO., 1682 NOTRE DAME ST., MONTREAL.

THE SURVIVAL OF THE FITTEST

Good Scales vs. Poor Scales

I. E.

Fairbanks Standard Scales

VS.

THE PRESENT "CHEAP JOHN" SCALE

DO YOU EVER THINK of the importance and necessity of having an absolutely accurate and reliable scale for weighing all your goods. If that scale happens to be the least bit unreliable did you ever stop to consider that it would be the means of you losing a good percentage of profits in a year. Now there are several unscrupulous scale manufacturers to-day whose manufacturing cost is paramount to reliability, durability and accuracy. The cheaper they can manufacture the scale the better satisfied they are, regardless of what satisfaction their scale will give. Now we are only human beings the same as the rest of men, but our scale business for the past three quarters of a century has been built upon honest manufacture, and we stake our existence on your appreciating this. Enough said.

THE FAIRBANKS COMPANY

MONTREAL. TORONTO. WINNIPEG. VANCOUVER.

MACHINERY

THE MACHINERY MARKET.

Quebec.

Office of HARDWARE AND METAL,
232 McGill Street.
Montreal, February 25, 1904.

THERE is little to add to our report in last issue as conditions noted then are much the same as last week and there are no additional features of special interest. The improvement noted then in general conditions has continued this week. Of course it is still impossible to make deliveries in the country, but in response to the numerous enquiries received several local houses have sent out additional men to capture orders. In most lines enquiries continue to come in in considerable numbers and the majority of the local machinery houses are satisfied with the outlook.

Less and less is being heard now of the danger of American competition in general machinery and machine tools. Price cutting has not been general and it is generally considered that the danger was exaggerated.

As before, enquiries are most numerous for engines and boilers. Several more sales have been made this week and as the enquiries coming in cover a wide range of territory business should continue active. The sawmills are still requiring engines and boilers and general machinery. Business with the mills is expected to continue brisk for some weeks.

Machine tools and general iron working machinery have seen some movement this week and the feeling of confidence referred to in our last report is still quite manifest. Sales this week have not been large but several buyers are now definitely on the market and prospects for good business are extremely bright.

There is an increased enquiry for wood-working machinery, but as yet there has been very little actual business.

There is still a good movement in power transmission machinery and the indications point to an improved business later.

A feature of the week's business is the number of enquiries received for water wheels.

Ontario.

Office of HARDWARE AND METAL,
10 Front street east.
Toronto, February 26, 1904.

THE general condition on the machinery market remains much the sameas last week's report indicated. Perhaps there have been more shipments made on account of the opening up of the roads as a result of the somewhat less severe weather. Enquiries have been coming in quite freely during the week, and the actual amount of business done is encouraging. Although this week's and last week's business has been fairly good compared with the other weeks of this month, still that is not saying very much. For some reason the volume of business being done at the present time is not up to that of the same time last year. However, as a rule there is a hopeful feeling for improvement in the near future, the numerous enquiries doing considerable to strengthen that optimistic view.

At last things have begun to move on the electrical machinery market. Since the first of the year there has not been much actual business done, but enquiries of a promising nature have been continually arriving. Manufacturers and dealers built considerable hope upon this foundation and predicted that it was only a matter of time until orders would be placed and assume an active condition. This time, it appears, has arrived, since numerous orders have been placed during the past week, and already several firms report having their hands full.

It is doubtful whether engines and boilers have had this week quite the sale they had last. That however is in all probability merely a temporary lull, and that during the following weeks sales will be quite up to what they have been during the past weeks.

The demand for machine tools and iron-working machinery continues steady. Indications are that there will be some substantial orders placed in the near future. The Farmers' Co-operative Harvester Machine Co., Limited, who are locating their plant at Whitby, Ont., will be on the market for machine tools and iron-working machinery in general in a few weeks and are expected to place some substantial orders.

For wood-working machinery the demand continues about the same, nor did the bright prospects of last week amount to anything particular.

New York.

The Iron Age says of the New York machinery market: Though the market is "looking up" a little there has been practically no change in general conditions from those of the previous week. Business still continues to consist wholly of small orders, which, however, are coming in in fair volume. Some fresh enquiries of importance have come in, and the machine tool houses are figuring on several fair-sized lots, which will probably result in some orders above the present average within the next few weeks.

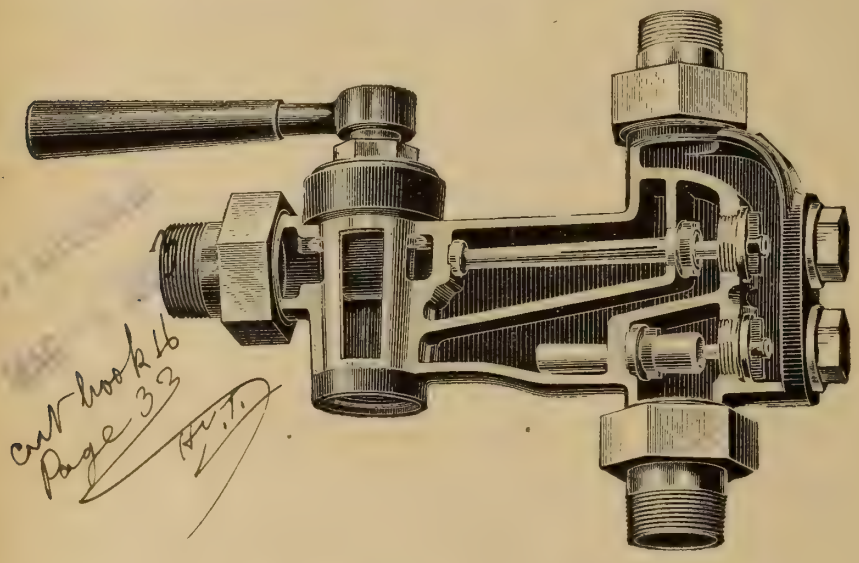
Universal Double Tube Easy Injector.

THE Canada Foundry Co., Limited, Toronto, are now placing upon the market their Universal Double Tube Easy Injector which they are now manufacturing, and which is covered by letters patent in Canada and other countries.

The accompanying cut gives a sectional view of this injector. One of the most important elements in a good injector is its ability to operate efficiently through a wide range of steam pressures without adjustment. It has been found impossible to make a reliable single jet injector that will operate successfully under such conditions, and as a consequence many devices have been invented and placed upon the market to accomplish this end and the double tube injector is one of these. However the makers of the Universal Double Tube Easy Injector claim that the Easy Injector is the only double tube injector

that is able to fulfill the requirements: double tube injectors heretofore constructed have not been able to accomplish this end and the double tube injector. In these last mentioned injectors the establishment of the current of water is effected through a very complicated starting mechanism, consisting of several valves working by strict time adjustment in their relations one to another. The disadvantages of having many loose parts, such as valves, stuffing boxes and nozzles, in an injector can easily be appreciated by those who understand the action of steam and dirty water on all such loose parts.

In the Easy Injector all complicated mechanism is done away with, all the parts being simple in construction, tight and solid, so that when necessary the engineer can take his injector apart and put it together again in a very short time; they do not have to be removed from the boiler to clean scale from nozzles or jets. The construction is such that small particles of dirt do not interfere with the working of the injector; besides, since the tubes are in a straight line they can be readily taken out, or a wire passed through them, to dislodge any obstruction, if necessary, by simply removing a front cap without dismantling the injector from its piping.



The Universal Double Tube Easy Injector.

The operating of the injector consists in simply opening the steam inlet valve and after the jet is established turning the cock to the boiler outlet. The chief difference of this injector from others is in the starting. By opening the steam inlet valve steam is admitted to pass simultaneously through both jets, thus creating a vacuum. The water rises to fill this vacuum and when the outlet into the boiler is established by turning the cock the stream of water is discharged into the boiler by the steam pressure behind. This operation is completed in a very short time. The special construction of the injector enables it to be operated under from 10 to 375 pounds steam pressure.

THE CYNICAL ENGINEER AND THE ROTARY.

A MAN who had some idle money to invest called at the office of a Cynical Engineer one morning and stated his needs, adding that he had just heard of a new and very promising steam engine which had great possibilities, and he asked the Cynical Engineer to go with him and report upon it, writes Egbert P. Watson, in Power.

The Cynical Engineer said: "What! Another one?"

"Yes," replied the Capitalist, "this is an entirely new departure in the use of steam, and is bound to revolutionize the business. It takes up very little room, has no dead centres and will create a great sensation in the trade."

The Cynical Engineer looked bored, slightly, but managed to say: "Who told you all this? You don't speak from your own knowledge, I take it."

"No," said the Capitalist, "the inventor of it told me, and he ought to know, for he got it up."

The Cynical Engineer reflected a moment, and then asked where the engine was. He was told that it was in a small shop about half an hour's ride off. He then said to the Capitalist that he would go and look at it, and asked whether a detailed report was required or a mere opinion, which latter would cost only $50, whereas the former would cost five times as much; adding that the Capitalist would save money by taking the opinion. This was assented to, and they departed.

Arriving at the shop, the Cynical Engineer found just what he had expected: a little place with a few tools, rented power and locked doors, which were not opened until the Capitalist had pushed a button and the visitors had been inspected from a peep-hole in a remote corner. Their appearance proving satisfactory, they were admitted, and upon a bench they saw a mysterious object, covered with a cloth, which, later, was discovered to be the engine which was to overthrow the engineering world. The Capitalist introduced the Engineer, adding that he was well known as the inventor admitted upon hearing his name. The object was uncovered, and there it stood confessed, a melancholy exhibit of a man's pursuit of an idea without asking himself and others whether it was new or old. It was new to him, and his argument evidently was that it must also be new to others, so he had proceeded to construct a working model of what he called a 10-horse engine; that is to say, it took the steam a 10-horse reciprocating engine would have required, and returned therefor about 2 1-2 horsepower. It was of a well-known type that had been patented under various disguises, as to name, almost from the beginning of the history of steam, but not one of them ever found more than a transitory notoriety. Determined persons with large capital and shops full of tools had exploited it with vigor, but one event happened to them all—total failure to achieve any economic result. A great wave of pity swept through the heart of the Cynical Engineer as he looked at the makeshift appurtenances and mechanical rigs of several kinds attached to lathes to make them turn ovals, and cut gears, and do things that they were not intended to do. He noted the threadbare aspect of the man himself and his wan face, whereupon uncertainty and doubt struggled with a sort of forlorn hope that he had something at last, and the Engineer, cynic no longer, for this occasion only, regretted that he had consented to look the machine over, for all he could say was that it was a hopeless case. He debated whether it would be better to tell the man the truth or to buoy him up with encouragement which would only lead him to spend more time and what money he could raise upon it; and concluded that the best plan was to undeceive the man, if he could, and endeavor to show him the fallacy he was pursuing. Sooner or later he would find it out for himself,

Get a

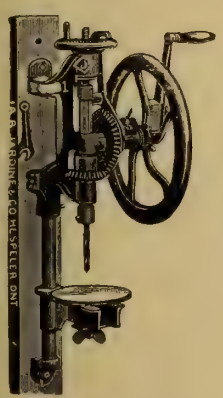
Canada Cheque Protector

P-R-I-C-E, $12.00

Manufactured by the

Hamilton Stamp & Stencil Works,

HAMILTON, ONT.



TRADE MARK J REGISTERED

Blacksmiths' Hand Drills.

The very best.

A. B. JARDINE & CO.

HESPELER, ONT.

MADE IN CANADA

Stitched Cotton Duck Belting

Superior to all others.

FOR

Agricultural Machines, Elevators, Pulp and Paper Mills, Cotton, Woollen, Cement and Saw Mills, Machine Shops and Electric Powers.

MANUFACTURED BY

DOMINION BELTING COMPANY Limited

HAMILTON, CANADA.

USE OUR

"MAPLE LEAF BELT DRESSING"

The Hamilton Steel & Iron Company LIMITED

HAMILTON, - CANADA.

OPEN HEARTH

STEEL CASTINGS

OF ANY WEIGHT.

"Say, Friend,"

your aim should be to start up for yourself.

Why Work

from morn till night for somebody else instead of pushing a business for yourself and thus reap the full profit of your labor ?

We Will

start men of ability and good character in every County in the Dominion.

WRITE FOR PARTICULARS TO

The Empire Machine and Metal Stamping Co. Limited

1012 Yonge St. - TORONTO,

IT HAS CREPT

INTO POPULARITY

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by the refusal of capitalists to embark in his enterprise. With this determination in mind he approached the machine and began to move it around, or tried to, by the flywheel on its shaft, but to his surprise it resisted every effort.

The inventor was looking on and advanced to lend a hand. Between them they obtained a revolution. Then the inventor turned the machine around back side to, and, a bonnet having been removed, the entire internal economy was disclosed. A mass of mechanism occupied every available inch of space. If there was a mechanical motion unknown to the trade the Cynical Engineer could not discover it, and for a moment he said nothing, but, like the Irishman's owl, kept up a tremendous thinking. Finally he said that perhaps the packing was set out a trifle too much. "No," said the inventor, and he pushed it to and fro with a scriber, which instrument is to a machinist what a hair pin is to a woman—handy for most anyting; "it is free." "Needs a little easing off generally, then, I guess."

"I don't think so," said the inventor; "it is in these two details; the abutments are opposed to each other, as you see, and when they are passed by the pistons there is a slight conflict, one crowding the other, so that there is a nip coming."

"Can you overcome that?" asked the Cynical Engineer.

The inventor wasn't sure. "It won't do any harm when she is under steam," he said. The Engineer said to himself that under steam and at, say, 300 revolutions per minute, the interferences would be like the pompom of a Maxim gun, but he reserved any audible comment for the moment and continued his inspection. Owing to the difficulty of moving the machine by hand, he refrained from trying to, but the inventor, diving his head under the bench, produced a 6-inch pulley and, slipping a 2-inch belt that hung on the shaft overhead, set the thing going. "Now you're doing it," said the Engineer, and sat down to close inspection. He saw that as the pistons passed the abutments one set of packing rings forced the other set open, for there were two sets; packing rings inside of packing rings, one to keep the pictons tight and the inner set to prevent the rings from leakage internally. There were by actual count 28 joints to be kept tight in the two sets of rings, and these joints in a majority of cases were at right angles with each other, so that by no possible means could they ever be made steam tight, or kept from jamming if they were nearly so. Aside from this radical defect there were many others more or less objectionable. Having surveyed the machine throughout he got up, and, putting his spectacles in his pocket, as a token that he did not need them any longer, he asked the inventor what his claims for the machine were, and he replied that the increased leverage on the shaft multiplied the power greatly, and—

"Where is the leverage?" said the Engineer.

"Here," said the inventor, pointing to the arms or wings of the pistons which radiated from the shaft.

"There is no mechanical advantage in that," said the Engineer; "those arms are of equal length; one weighs just as much as the other, so far as the power transmitted is concerned."

"Excuse me," said the inventor; "in some positions they are, but you will observe that the cylinder is eccentric to the pistons, and that in one part of the stroke one arm is two inches longer than the other."

"Yes," said the Engineer, "and I also observe that just at that particular time there is no steam pressure upon the long arm; as a matter of fact, the exhaust is open, the leverage is nil. What other claims do you urge?"

"Well," said the inventor, "the mechanical motions I employ are entirely new, and are, especially adapted to produce an easy movement without jar or vibration; I can run this engine up to 5,000 revolutions per minute if needed. For electric light sets it will be grand, connected direct to the dynamo."

"I am afraid that you are mistaken in saying that the mechanical motion you use is new. It may be to you, but it has been known for many long years, and is employed upon certain machine tools. I have never seen it put on a steam engine before; in that sense it is new, but it is not adapted for such work—not nearly as simple or efficient as a crank. I am sorry that I cannot encourage you to go ahead with your machine, but if I did I should feel that I had done wrong. I cannot see that it has any future, either immediate or prospective, and think that whoever undertook to market it would be throwing good money after bad."

The inventor, to whom these remarks were addressed, turned to look sadly at his machine, and finally said: "You have had a good deal more experience than I have, and ought to know, but it seems hard, after spending so much time and money on it that I could not afford, to have it knocked out in one round."

"If it is a fair question I would like to ask why you did not confer with someone who was well informed before you went into the experiment?"

"I thought of doing so, but you fellows charge so much for advice that I didn't feel that I could afford it."

"You spent perhaps $500 on this machine."

"Five hundred and sixty dollars," said the inventor.

"Well, $560," said the Engineer, "when for 10 per cent. of that amount you would have insured yourself against the loss incurred." And both he and the Capitalist went their ways.

Once in the open air the Capitalist said that he thought that the Engineer had been a little hard upon the inventor in condemning the engine root and branch, for the man was evidently satisfied that he had lost his money and would abandon his project. "If he does that," said the Engineer, "he has only the present loss to bear, whereas he would keep chasing an impossible scheme a long time if I had not told him the naked truth. I have in former years let people down with glittering generalities in such cases and bitterly regretted it afterward. I know of one man at the present time who has what he fondly imagines is a tremendous invention; he has had it for some years, and every cent of money and minute of time he can get he tinkers with it. Some time in the future he is going to 'organize a syndicate' to push it, but he never will. 'Syndicates' look first and leap afterward before they embark in enterprises, but inventors are too apt to pursue the opposite course; you did right to take advice yourself, for I fear that if you had not you might have got up another 'company' to scoop in a few dollars from credulous persons."

"I might have," said the Capitalist. "Goodbye."

"Goodbye," said the Engineer.

IRON AND STEEL HOCKEY LEAGUE

The eleventh game of this series was scheduled for February 17th at the Victoria Rink, Montreal, the contesting teams to be those representing the Jas. Robertson Co. and Williams & Wilson. The latter team defaulted. With one more game to play the standing of the league was therefore as follows:

	Won.	Lost.	To Play.
Thomas Robertson & Co	5	0	1
Jas. Robertson Co.	4	1	1
Drummond, McCall & Co.	1	5	0
Williams & Wilson	1	5	0

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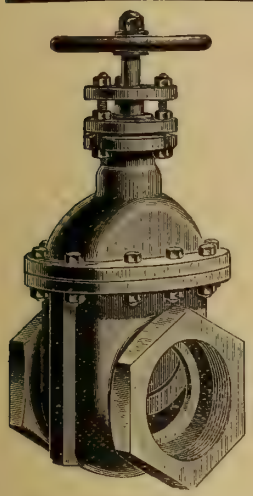

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QUALITY & PRICE TO SUIT ALL GRADES OF WORK.

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COLD PRESSED NUTS

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In our CRAIG MINE CORUNDUM which our new mill—the largest abrasive plant in the world—is now turning out in quantities sufficient to fill all orders promptly, we offer you a "Made in Canada" product that is in every way superior to any other natural or artificial abrasive.

Let us send you samples and quote prices. We are prepared to contract for your full supply at special prices.

Get our folder and booklet.

The Canada Corundum Company, Limited

TORONTO, CANADA.

MACHINERY AND ELECTRICAL NOTES.

THE A. R. Williams Machinery Co., Toronto, Ont., have purchased the machinery of the plant of the Bailey Cutlery Works, Brantford, Ont., which were closed down recently.

P. Douglas, of the firm of Douglas & Co., foundrymen, Dartmouth N.S., is dead.

The Canadian Bridge Co., have increased their capital from the sum of $250,000 to the sum of $400000.

Lord Strathcona has donated $20,000 to the Manitoba University for the extension of the science department.

It is reported that the Le Roi, No. 2 Mining Company, B.C., are going to install additional concentration equipment.

Setson & Burpee, manufacturers of canning machinery, Vancouver, B.C., are at present preparing plans for the manufacture of $5,000 worth of machinery for the preparation and canning of crawfish at New Zealand.

Richard T. Brown, who has been in Australia for the last two years, has accepted the position of resident manager of the Nova Scotia Steel and Coal Co., Sydney. The negotiations were carried on by cable. Ald. Wm. Lithgow, Halifax, has accepted the position of coal sales agent of the company.

Alex. Ross, Reeve of Minto, Man., is calling for tenders to be received up to March 15, for the erection of a bridge over the Souris River. The bridge is to consist of two Howe truss spans, one of 100 feet and the other of 70 feet. Plans and specifications are at the office of the Public Works Department, Winnipeg.

Westinghouse, Church, Kerr & Co., incorporated in the States, have been granted a license to carry on in Ontario the businesss of mechanical engineers and dealers in and manufacturers of plants, engines and other machinery, tool-makers, brass founders, metal workers, boiler makers, millwrights machinists, etc., provided that in so doing they do not use a larger capital than $40,000.

The Q. and C. Bonzano Rail Joint Co., of Canada, Limited, Montreal, have been incorporated with a capital of $20,000, to manufacture and deal in all kinds of appliances, tools and machinery in connection with steam and electric railways. The directors are: U. J. Holden, Montreal; E. M. Smith, New York; C. F. Quincey, Chicago; J. W. Woods and J. A. Ritchie, Ottawa; and H. M. Wickwire, Kentville, N.S.

J. B. Hodson, manager of the Consolidated Cariboo Hydraulic Mining Co., states that the company have in view the installation of a system of permanent water supply for their hydraulic mining operations. The cost will be about $250,000. A dam will be erected at the outlet of Spanish Lake, making a reservoir lake of three square miles. In order to convey the water across the Quesnelle River a 48 inch steel pipe will be used. There will be two miles of this. The freight on this, which has to be taken in by wagon, will amount to no inconsiderable sum.

ENQUIRIES FOR CANADIAN TRADE

The following were among the inquiries relating to Canadian trade received recently at the Canadian Government office in London, Eng.:

1. A well-known ropework company are open to appoint a firm to represent them for the sale of their goods throughout Canada.

2. A gentleman with experience of the African market is seeking the agency for the United Kingdom of a Canadian shipper of wood work for building construction.

3. Inquiry comes from Russia for the addresses of some good Canadian firms exporting frozen salmon and lard.

4. A Dutch manufacturer of household and toilet soaps desires to get into touch with importers in Canada, and would reserve to reliable buyers the monopoly of various brands.

The following were among the inquiries received at the Canadian Section of the Imperial Institute, London, S.W.

5. The manufacturers of decorated wall paper and fabric specialities wish to introduce their goods into Canada, and would like to hear from Canadian firms interested.

6. A firm of merchants and exporters in the Midlands possessing a large connection invites correspondence from Canadian firms seeking buying or selling agents.

7. A firm in Belfast would like to represent, upon a commission basis, a first-class Canadian manufacturer of Furniture able to handle export trade.

8. A firm of manufacturers of high-class confectionery is open to appoint representatives in Montreal, Toronto, Halifax, St. John and Winnipeg.

9. A firm of general agents who claims good connection among the grocery and provision trade, nvite offers from Canadian shippers either upon a commission basis or as actual buyers.

10. A company manufacturing ochres, oxides and colors, wish to hear from Canadian importers.

11. The manufacturers and shippers of oils of various kinds and greases, would like to obtain a share of Canadian trade.

[The names of those making inquiries may be obtained from the Editor of HARDWARE AND METAL.]

TRADE ENQUIRIES.

Readers of HARDWARE AND METAL are invited to make use of this column to secure any information desired. In all cases a strong effort will be made to have all such enquiries answered as thoroughly as possible.

Books on Plumbing, Etc.

Editor Hardware and Metal—Would you please inform us where we can obtain books on plumbing and what books you would recommend for a beginner?

CAMERON & CAMERON.

Beaverton, Feb. 13, 1904.

Ans.—Authoritative books on plumbing, heating, ventilation, etc., can be secured from the David Williams Co., 232-238 William street, New York, or the Plumbers' Trade Journal, Box 715 New York city.—Editor Hardware and Metal.

Cheese Factory Supplies.

Editor Hardware and Metal—Would you kindly give us the names of wholesale firms handling cheese factory supplies. By doing so you would greatly oblige.

PHILLIPS BROS.

Havelock, Ont., Feb. 12, 1904.

Ans.—Among the firms handling cheese factory supplies are W. H. Harrison, Brockville, Ont.; the Plessisville Foundry Co., Plessisville, Que.; Penberthy Injector Co., Windsor, Ont. (pumps); Joseph Paquette, Montreal (knives.; Carrier, Laine & Co., Lewis; John Gillies Estate Co., Carleton Place; March & Henthorn, Belleville (engines); Macpherson & Schell, Alexandria; Dickson Bros., Campbellford; the Beach Foundry Co., Winchester (presses).—Editor Hardware and Metal.

Wholesale Coal Firms.

Editor Hardware and Metal—We would like to secure the names of wholesale firms from whom we could get a supply of coal.

W. R. SINGLETON & SON.

Carleton Place, Feb. 16, 1904.

Metallic Window Screen.

Editor Hardware and Metal—At the Toronto Exhibition last Fall we saw on exhibition a metallic window screen, the frame being of metal. Do you know who makes this screen?

W. H. TURNBULL & SON.

Brantford, Feb. 18, 1904.

Ans.—The Chamberlain Metal Weatherstrip Co. had such a display at the Industrial Exhibition, Toronto. This is probably the one referred to.—Editor Hardware and Metal.

MARCH

Saturday

19

Spring Number

of

Hardware and Metal

A timely word to our advertisers and to others

ON MARCH 19th will be issued the annual Spring Number of **Hardware and Metal.** This edition will be unusually attractive and valuable. In addition to our regular subscription list some thousands of copies will be mailed to buyers of . . . .

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Builders', Lumbermen's and Contractors' Supplies,
Ship Chandlery,
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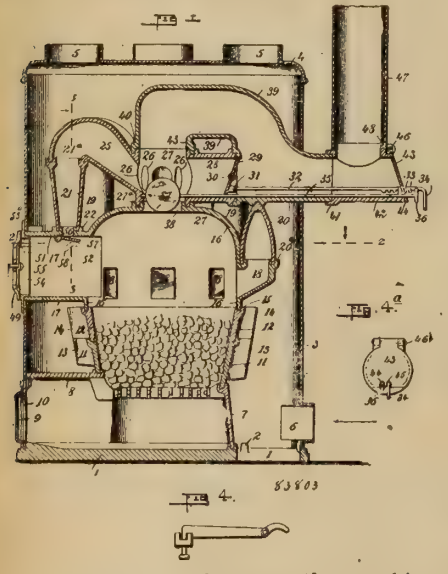
Patents Granted in Canada.

An authoritative report of patents granted by the Canadian Patent Office for recipes and devises of interest to HARDWARE AND METAL readers.

Hot Air Furnaces.

GRANTED Frank J. Piock, Provo City, Utah, U. S. Claims: 1. In a hot air furnace, the combination of a fire dome, a plurality of tubular passages connected therewith and converging to a common point, an off-take connected with said passages, said off-take having two members, and means controllable at will for obstructing one of said members.

2. In a hot air furnace, the combination of a fire dome, a plurality of tubular passages connected therewith and converging to a common point, an off-take connected with said passages, said off-take having two members, and a manually controlled damper connected with one of said members.



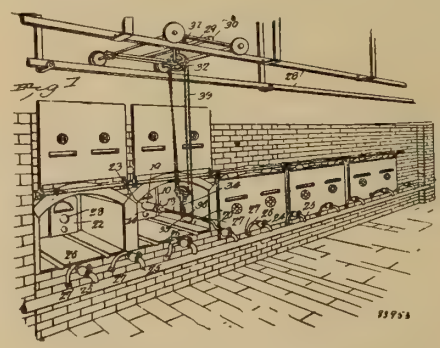
3. In a hot air furnace, the combination of a fire dome, provided with an outlet, a damper connected with said outlet, a plurality of tubular passages connected with said fire dome and converging to a common point, above said outlet, an off-take connected with said tubular passages, said off-take having two tubular members, and a manually controlled damper mounted within one of said passages.

4. In a hot air furnace, the combination of a fire dome, mechanism connected therewith for directing the flames and hot gases to a point disposed above said dome, a bifurcated off-take for directing said flames and hot gases to a chimney, said off-take having two members, one being straight and the other comparatively sinuous, and means controllable at will for governing the capacity of said straight member.

Furnace Charging Apparatus.

Granted Thomas Jones and Nelson F. Acers, Iola, Kansas, Claims: 1. An apparatus for charging a retort, comprising a holder for containing the material to be treated and means for forcing the charge from the holder without altering the position of the holder in so doing.

2. An apparatus for charging a retort, comprising a holder for retaining the material to be treated, and means for supplying fluid under pressure to the holder to force the charge therefrom.



3. An apparatus for charging a retort, comprising a holder for containing the material to be charged, and means detachably associated therewith for supplying fluid under pressure to force the charge therefrom.

4. An apparatus for charging a retort, comprising a holder, a follower head loosely mounted therein, and means for supplying fluid under pressure to the holder.

5. An apparatus for charging a retort, comprising a holder, means for supplying fluid under pressure thereto, and mechanism for detachably connecting the holder and fluid supplying means.

6. An apparatus for charging a retort, comprising a holder provided at one end with means for association with a compressing apparatus, and at its opposite end with means for connection with fluid supply mechanism.

7. The combination with a furnace, of a travelling crane, means for supplying air under pressure, a holder for containing material to be treated, a detachable device connecting with the holder and with air supply means, and serving to introduce compressed air into the holder, and mechanism connecting the said device and the crane.

Sheet Metal Radiator.

Granted William R. Kinnear, Columbus, O. Claims: 1. A flattened or elliptical radiator unit of double tubular construction having the ends of the members brough together by deflecting the metal and united by a seam, and leaving an inner air flue.

2. A radiator as described in claim 1 having the circulating passage extending across the air flue and connecting opposite points in the chamber formed between the members.

3. A radiator according to claims 1 and 2 in which the passage is formed by striking up the metal from the opposite walls of the inner member and uniting the open bosses thus formed.

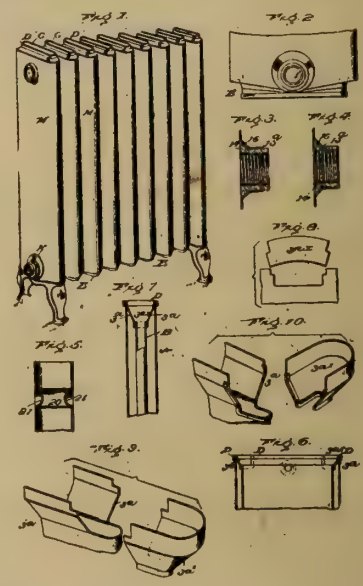
4. An embodiment of claim 1 in which the inner member is deflected outward, and the rounded ends are provided with gore shaped pieces to provide fullness at such points.

5. An embodiment of claim 1 in which both the inner and outer members are deflected for bringing them together.

6. A connection between adjacent walls in radiators constructed of opposed bosses struck from said walls and formed, the one with a radially presented annular groove and the other with an annular tongue entering said groove, the tongue and groove being rolled radially to flow the metal into intimate relation.

7. A connection for opposed walls in radiators, constructed of a closed and an open boss, the closed boss being formed with an annular groove and the open boss being provided with a tongue entering said groove.

8. A sheet metal radiator comprising a plurality of units connected at one end by a tongue and groove joint having an



integral diaphragm for closing said joint.

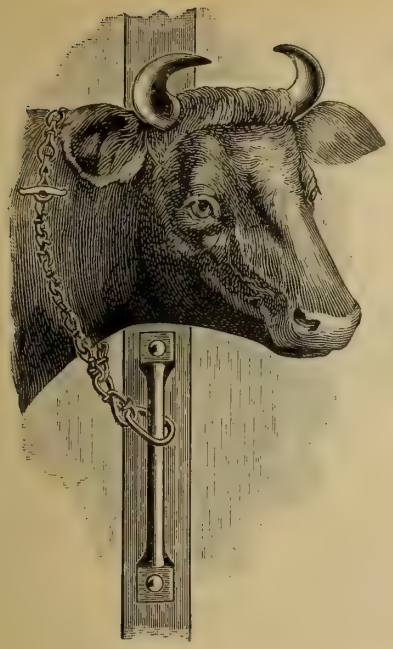
9. In combination with a sheet metal radiator constructed of inner and outer tubular members connected at their ends to form a chamber between them and a central air flue, a cap piece fitting in the central air flue.

10. A sheet metal radiator comprising a plurality of units suitably connected together, each formed with a central air flue and having an individual cap fitting within the air flue.

11. In a sheet metal radiator, the combination of the connecting boss and the thimble fitted therein, said parts being formed with interlocking depressions to prevent the thimble turning in the boss.

12. A modification of the thimble connection in which the groove in the thimble has the metal of the boss forced into it.

13. The support for the walls comprising the tubular strut, and the bosses struck up on the walls for holding the strut in place.



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The **CHEAPEST, SAFEST** and **MOST CONVENIENT** stall fixture ever devised for either cows or horses. Allows great freedom to the head without a long chain, which would entangle the animal's foot. Also American Open and Closed Ring Cow Ties.

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You can make it on an investment of less than $10.00.

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Retails at 25c. per pkge.; costs $1.25 per doz.

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6-doz. 10c. pkgs., @ .75 doz.
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Holds almost 3 lbs.

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Holds 6 lbs.
25-lb. Pails, - @ 1.30 each.
Retails for 2.25.

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Colonial Stock Food Co., Toronto.
Gentlemen, It affords me great pleasure to testify that the Colonial Stock Food sold to me by Mr. McMahon has been very satisfactory indeed. I got a large quantity last year, but I think it will take two tons to start me this season. My customers pronounce it the best horse and cattle food on the market. Wishing you success with your products.
Yours very truly,
DR. I. O. HENRY.

(Dr. Henry ordered nearly three tons last September.)

Write us concerning the agency for your district. Do it at once.

THE COLONIAL STOCK FOOD COMPANY
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THE SIDE WIRE TIRE

There is only one successful carriage tire in catalogue of tires and that the

DUNLOP SIDE WIRE TIRE

It is held firmly in place by steel cross bars vulcanized into the rubber, being a few inches apart, These bars engage the side wire at the rim. This means no swerving and even wear to the channel.

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SAP PAILS and SPILES

STRAIGHT PATTERN

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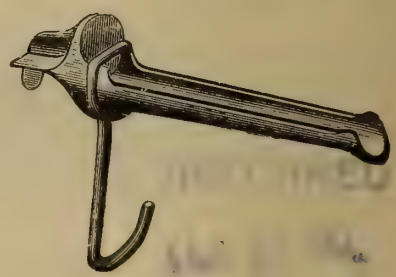
These goods will be needed before long, and your customers may ask for them any time now.

If you require either spiles or pails we can ship you any quantity the same day the order reaches us.



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Made in six sizes in both straight and flaring patterns.

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The superiority of these spiles over all others is well known to the trade

Tinned and Galvanized Iron in the following sizes and gauges, for sap pans always in stock.

Tinned Iron	*Galvanized Iron*
48x96x20	48x96x22
48x96x22	36x96x22
48x96x24	36x96x24
36x84x22	
36x84x24	

Prompt Shipment Guaranteed.

The McClary Manufacturing Co.

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Page 25

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BARB WIRE PRICES.

SOME little time ago the Canadian jobbing trade were somewhat disturbed by the action of one American manufacturer of barb wire who commenced offering wire direct to the retail hardware trade at prices somewhat lower than those quoted by the wholesale houses. This manufacturer succeeded in placing a number of orders, as the wholesalers were unable to follow his prices. Our information is that these lower prices have been withdrawn by this manufacturer and that there is a possibility of some delay in making deliveries.

There is a difference in the make of the wire to which some of the trade are calling attention. Some buyers will probably consider it an advantage, while others will be dissatisfied. The difference is in the barb and those who think the ordinary barb wire too dangerous will not like it. The barb of the new wire is of cut steel whereas the barb of the wire which the trade are accustomed to handle is made of wire with only the point sharpened. The barb on the new wire has sharp edges and is, therefore, more dangerous. Some buyers may consider this an advantage; others may differ from them. At all events it is well for the trade to know of the difference.

We would advice the hardware trade to place their order for barb wire with the least possible delay in order to ensure prompt delivery. The indications are that there will be a big rush and the important thing is to secure prompt delivery.

AN UNEXPECTED COMPLIMENT.

HARDWARE AND METAL does not include nor attempt to include in its clientele the master painter. For this reason, as was stated at the time, it was outside the province of this journal to report the recent convention of master painters held in Toronto. But from the exhibits of manufacturers at this convention we recognized an opportunity to glean some information for our readers. A short reference to the exhibits was consequently made in these columns.

In doing this we had neither desire nor intention to compete with the American or Canadian painters' publications which were making the convention the feature of their current numbers.

Yet comparisons will be made. And when they are we must look for praise or blame. We have received the following regarding one modest paragraph in our remarks about the exhibits :

Editor HARDWARE AND METAL :—

Did not fail to note article in your issue of the 20th inst. in regard to Lucas display at painters' convention recently held in your city, and might say the item was appreciated not a little.

Your paper's report of the convention, or at least the exhibits at the same, was the best that has reached us up to date.

JOHN LUCAS & CO.

Philadelphia, Feb. 24, 1904.

Who could fail to appreciate such a letter ? We must acknowledge it was unexpected, for the souvenir of Philadelphia and the other literature given out by John Lucas & Co. was so attractive, so truly artistic, that a report of the convention would not have been complete without reference to them.

THE REMEDY FOR CORRRUPTION.

IT is clear that Canada must look beyond the two great party organizations for a remedy for the corruption which is so frequently disclosed in voting contests, municipal, provincial and Federal. The organizations of the two parties are two skilfully devised machines whose first and final duty is to win. To leave to them the guardianship of the morality of our voting system would be an anomaly.

It is said that the balance of political power rests with the man who does not attach himself to either party. Granting this, it is at once apparent that the business men of Canada or of any section of the Dominion could readily, by united decision to hold out for any reasonable and just end, so influence the electorate as to make imperative their demands.

A few years ago municipal politics in Montreal had reached such a level that business men under the leadership of Mr. Ames, now a candidate for parliamentary honors, instituted a reform movement, the cumulative force of which resulted this year in the election of Mayor Laporte by an extraordinary majority.

A few weeks ago reference was made in these columns to the organization of the business men of Regina to invigorate the Town Council, which had bot into a rut and was hindering the progress of that town by its lassitude. The results of the organization have been remarkable. The town has been improved in appearance, in its status as a distributing centre, and in its reputation for progressiveness and enterprise—a valuable asset to a town as well as to a business concern.

A grave responsibility rests upon the business men in these matters. They understand the trouble and they have the remedy in their own hands. Have they the moral courage to ignore party exigencies and look first to the welfare of the country? 'Twill be their own loss if they do not.

PERMANENTLY PROFITABLE BUSINESS.

EVERY progressive merchant should look not only to immediate profits but to the establishment and maintenance of a business which will prove permanently profitable. Such a business can be built up only by securing the trade of the better class of customers. This is the class of people who have money to spend and with whom, no matter how careful they may be in money matters, quality is the first consideration. There are few customers who will more than once pay an excessive price for an article, but there are very many who want high-class goods and are willing to pay the regular price. These are the customers whose business is permanently profitable because it can be retained.

The bargain hunting class can be interested only so long as they are getting something for nothing—or believe that they are—which is the same thing. They drift from one store to another, and there are few merchants who find their trade profitable. They are useful only because they are always ready to relieve a merchant of his otherwise unsaleable stock at bargain prices.

The other class—the profitable class—are not so easily attracted in the first instance, but, once secured, their trade can be retained by treating them right, by supplying them with reliable goods only, with the brands for which they ask and with which they are satisfied. It is dangerous to offer these customers something "just as good" unless the salesman is absolutely sure of his goods.

This being the case, it is strange that retailers in general are not more careful in their buying. Often they are influenced in their purchases by the salesman who tells them they can make greater profits by handling his lines than from the sale of the established brands with which they are acquainted. Retailers should remember that most of these well-known brands which have stood the test of time are already on a rock bottom price basis. They are sold as low now as it would be profitable to sell them, and the difference in the price of the two brands very often represents pretty accurately the difference in quality. Hence to handle the new line at the same price is to give a customer an inferior article for his money. The immediate profit may be larger but a customer will not be deceived twice.

By all this is not meant that a merchant should never consider the advances of a new firm. The older firms themselves would probably be the last to claim the right to monopolize the trade of the country. No person disputes the right of a firm commencing in business to expect that patronage from the trade to which the merits of its goods entitle it. Moreover the country is growing, and will probably continue to grow, so rapidly that these firms will be unable to keep up with the demand.

But the merchant has his own reputation to sustain. His name has come to represent among his customers a certain class of goods. His firm name is, or should be, a guarantee of excellence.

The manufacturer's name should also be a guarantee of excellence, and the merchant who has a reputation at stake should insist that the goods he sells bear the name and trade mark of their maker. The manufacturer who has confidence in his own goods, and believes that they will bear comparison with other brands now on the market, will not hesitate to comply with this requirement. It is usually the case that goods which do not bear the name of their manufacturer are made for the sake of immediate profits only, and it is not expected that their quality will give them a permanent hold on the market. The merchant who is looking for a permanently profitable business among the better class of customers can not afford to handle these goods.

NEW ZEALAND PREFERENCE.

AFTER due consideration of the tariff recently adopted by New Zealand, the particulars of which were published in a recent number of The Grocer, the Dominion Government has decided that on the whole it is quite favorable to Canada and accordingly an order-in-Council has been passed extending to New Zealand the full Canadian preference of 33 1-3 per cent.

This mutual preference should stimulate trade between Canada and her sister colony of the Antipodes. The foreign trade of New Zealand for the fiscal year 1902-3 aggregated over £25,000,000, imports being £11,747,435 and exports £14,-923,135. Her imports covered nearly all lines of goods; her exports were chiefly wool and sheepskins, frozen meat, gold, kauri gum, flax, butter and cheese. Of this trade Canada imported from New Zealand goods to the value of $41,903 and exported to that island goods to the value of $462,538. We are evidently not getting a very large share so far.

Of course as New Zealand is a pastoral and agricultural country we can not expect to sell her much agricultural produce, but there should be a good opening for our manufacturers to develop a trade which, insignificant as yet has great possibilities.

WANT AGENTS IN CANADA.

An English firm manufacturing enamel (porceleine) similar to Aspinall's enamel are ready to appoint agents in this line. The line is a good one and sells in all sizes. Persons desiring to get in touch with the firm in question can do so by enquiry—Editor Hardware and Metal, Toronto.

BICYCLE ACCESSORIES.

EVERYTHING points towards a good year in bicycling circles and the sales by the manufacturers in Canada and the United States, up to the present time being nearly double those up to the same time last year. The advertising pages of the larger magazines of the United States present an old time appearance containing as they do many large displays for the bicycle.

It would seem wise for the hardware merchant to prepare for a good season by having an up to date stock of parts and accessories. They should not overlook the new Morrow coaster brake which is bound to be in big demand.

C. I. F. AGAIN DISCUSSED.

A. M. ST. ARNAUD, manager of the Canada Hardware Co., of Montreal, had a few words to say to Hardware and Metal on Wednesday with reference to an interview appearing in our last issue, which our Vancouver representative had with Colin F. Jackson. It will be remembered that Mr. Jackson disputes the decision of the court. "Mr. Jackson says that it is not correct to say that this decision creates a precedent," said Mr. St. Arnaud. "He says he knows of English decisions exactly the reverse. I wish he would let me know something more about these decisions. Counsel for the defense could not find them although he searched diligently, and there is no doubt that he is one of the cleverest lawyers in Canada.

"The only decision that could be found bearing on the case was one given in a French court in 1884. It was found by Mr. Mignault, counsel for plaintiffs. This decision established our contention. No other could be found, although counsel searched the records of English, French, American and Canadian courts.

"I think Mr. Jackson is also mistaken in saying that insurance companies will refuse to insure these goods against all risks. It is being done every day. The premium is a little higher but it could scarcely be described as a prohibitive or fancy rate of insurance. The exact difference was brought out during the trial.

"As to this decision preventing all future C. I. F. sales, all that I can say is that it has not done so yet. Any number of English firms have written me expressing their pleasure that the question had been finally settled. Not one of them suggested that the decision would prevent future C. I. F. sales.

"And I can say further, that I have bought recently from and received quotations from many well-known and long established English firms on C. I. F. contracts. It is evident that Mr. Jackson is not conversant with trade conditions as they exist in Canada."

MR. A. C. JENKING.

SMITH & HEMENWAY CO., of New York, who have recently opened a Canadian branch in Montreal, have placed in charge of their business in this country Mr. A. C. Jenking, whose portrait we reproduce below. Mr. Jenking is a young man who has established for himself a valuable connection among the hardware trade of Canada, and he is already securing good results for his principals. To a good proportion of the Canadian hardware trade Mr. Jenking requires no introduction, and many of our readers will recognize at a glance the portrait which is reproduced below.

Neither do Smith & Hemenway Co. require any introduction to the great majority of the Canadian hardware trade. The introduction was effected long ago by the wide distribution of their "green book" of hardware specialties which has long been recognized as setting a high standard of excellence in trade catalogues. The merchant who is acquainted with the "green book" need not be told that Smith & Hemenway Co. are noted for their modern business methods and the high class of the lines they handle.

To their already extensive line Smith & Hemenway Co. have recently added the output of the Page Storms Drop Forge & Tool Co., who manufacture all articles in drop forgings and drop forge

Mr. A. C. Jenking, Montreal.

wrenches. The Bay State Tap & Die Company, of Mansfield, Mass., are another concern whose output has been secured by the Smith & Hemenway Co., and they are manufacturing a particularly high grade of screw cutting tools. So certain do they feel of their product that they make a standing offer to submit samples for testing purposes.

The Utica Drop Forge & Tool Co.—another firm manufacturing for Smith & Hemenway Co.—have established a splendid reputation for their Utica pliers.

On application to the Canadian office a handsome souvenir, to which reference is made in another column, will be forwarded to any hardware jobber who has not already received one.

The Sawyer Tool Company, of Fitchburg, Mass., is another up-to-date and thoroughly progressive firm which Mr. Jenking has the good fortune to represent. As manufacturers of fine tools and graduated steel rules they have established a name for excellency among the hardware men of the United States and Canada. Merchants opening out this line should put in stock one of the company's fine sample sets for the display of which they will be furnished with a handsome show case free of charge.

Another firm which Mr. Jenking represents is the Asphalt Ready Roofing Company, whose goods are advertised in another column. For the sale in Canada of this permanent and handsome roofing, Mr. Jenking is appointing agents throughout the country. Hardware men might find it profitable to take up a new line.

Mr. Jenking is to be congratulated on the fine line of agencies which he has secured. It is a satisfaction to him that he represents only well-known, long established firms with a reputation at stake, and it makes it all the easier for him to build up a substantial business. Mr. Jenking has full charge of the Canadian business for the above mentioned firms, and all correspondence should be addressed to him at Room 215, Coristine Building, Montreal.

CHAMBERLAIN'S TARIFF QUESTIONS.

FOLLOWING are the questions which the Chamberlain tariff commission sent out to the manufacturers in Great Britain. As they will doubtless interest business men in Canada they are herewith reproduced.

1. State the nature of your trade or trades, and whether your sales are for the (a) home, (b) foreign, or, (c) the colonial markets.
2. What was the weekly average number of persons employed by you during 1903, distinguishing, if possible, men from women and children?
3. What are the principal articles that you manufacture for the home trade in respect to which you experience foreign competition?
4. Are any articles similar to those manufactured by you imported into this country below your cost price? If so, please state particulars as far as you can.
5. Have you any information leading you to conclude that such imported articles are placed upon the British market at or below the normal cost of production in the country of origin? If so please state particulars as far as you can.
6. Is your trade subject to adverse competition from foreign countries in consequence of any difference in the rates of wages, in the hours of labor, or in other respects? If so, please give such particulars as you can.
7. Has your export trade suffered in recent years by the operations of the tariff of any country? If so, please state your experience.
8. What amount of the reduction of the tariff of any country would enable you to compete successfully within that country with commodities made therein similar to those you manufacture?
9. What is your experience in respect of foreign competition in the colonies in your trade?
10. Do you suffer any disadvantages from operations of the patent laws or registration laws in other countries? If so, please state particulars.
11. Please state whether you would be willing to furnish to the commission any further detailed information; and, if so, on what subjects.

The address of the secretary of the commission is 7 Victoria street, London, S.W.

MARKETS AND MARKET NOTES

QUEBEC MARKETS.

Office of HARDWARE AND METAL,
232 McGill Street.
Montreal, February 26, 1904

Hardware.

THE freight blockade is still unbroken and in consequence deliveries can not be made. However, the travellers are better able now to reach their customers and their orders are coming in much more freely. Mail orders are also being received in larger numbers for forward delivery and as soon as the blockade is broken there will be an immense movement of hardware. Retail business seems to have been almost at a standstill throughout the country for some weeks back, the reason being of course the condition of the roads. Several jobbing houses complain that this has resulted in slow payments as the retailers have been unable to get their money. Anxiety is expressed in some quarters usually well informed, lest the stagnation of business for so many weeks should cause the failure of some retail firms with small capital. One or two actual failures during the last ten days have heightened this anxiety. Two or three local houses lost money by the failure of a Quebec firm. The general feeling, however, is that with the close of the snow blockade business will be very brisk and money will circulate more freely. This seems to be the belief of the retail trade for the orders received during the first two months of 1904 are quite as large as those of the corresponding months of 1903, and this in spite of the blockade and general tie up of business.

Price changes this week are not numerous. Some lines of cast iron hardware, such as thumb latches, hat and coat hooks, barn door hangers, and barn door tracks are selling at about 5 per cent. less than previous prices. The reduction has been made to meet American prices. New prices will be found below for poultry netting staples. Bed staples and blind staples are cheaper. New prices will be found below. Boxwood rules are selling now at 52 1-2 to 50 per cent. off list. Our information is that prices on barb wire have been withdrawn by the American manufacturer who was quoting to the retail trade prices lower than those at which the wholesale houses are selling. The manufacturers of bolts and nuts state that they can fill orders without delay for standard sizes. There should be no delay except in case of special orders for special sizes.

Poultry Netting—For Spring delivery orders are now being received in good numbers. Several orders by mail unsolicited by travellers are reported this week. Prices rule steady at former quotations. Discounts are, for 2-inch 19-gauge standard extras are 60 and 5; for 2-inch 16-gauge, the discounts are 55 and 5 per cent.

Galvanized Poultry Netting Staples—Also in some request for Spring shipment. We quote: Sizes 5-8, 3-4, 1, 1 1-8, 10-lb. boxes, $12.50 list; 25 and 50-lb. boxes, $12.25 list; 100-lb. boxes, $12 list. Less 57 1-2 per cent.

Bed Staples—The list price is unchanged but discounts are increased, being now 25 and 2 1-2 per cent.

Blind Staples—The discount is now 40 per cent., making this line somewhat lower in price.

Boxwood Rules—After long uncertainty the price is now steadier at 52 1-2 to 50 per cent. of list.

Lawn Mowers—Prospects for a brisk Spring trade seem good as some orders are already being booked. Prices rule steady at following figures: With 8-inch wheel, sizes 12, 14 and 16, $2.65 each; with 9-inch wheel, size 12, $3; size 14, $3.12 1-2; size 16, $3.25 each; Philadelphia pattern, size 12, $3.25, size 14, $3.50; size 16, $3.75 each; High Wheel, size 12, $4; 14, $4.25; 16, $4.50; 18, $4.75; 20, $5.25 each.

Garden Hose—All lawn goods are in good request for this early season. Discounts are as follows: Trade, 75 per cent.; Western, 65 and 10 per cent.; White, 40 and 10 per cent.; Maroon, 40 and 10 per cent.; cotton, 60 per cent.

Harvest Tools—Some business has been done this week. The discount is 60 per cent.

Spring Hinges—The good demand noted in our last week's report has continued this week. Spring hinges have been a feature of a few mail orders. Prices remain as follows: No. 5, $17.25 per gross; No. 10, $18 per gross; No. 20, $10.50; No. 120, $20; No. 51, $9.25; No. 50, $27.50.

Wooden Goods—Almost all lines of wooden goods are scarce and difficult to obtain. Prices are very firmly held.

Game Traps—The discount on "Victor" is 72 1-2 per cent. and on "Hawley and Norton" 60 and 2 1-2 per cent. An occasional order is still being received.

Wire Nails—The local mills are working day and night at present in order to accumulate a stock sufficient for the Spring demand. Bookings for Spring delivery are being made now, but except to the city trade no deliveries are being made at present. As noted before, Windsor is no longer a delivery point for wire nails. We quote as follows: $2.40 per keg in carlots, and $2.45 per keg in small lots f.o.b. Gananoque, Montreal, London, Hamilton, Toronto, Brantford, and St. John.

Cut Nails—Prices rule steady at former quotations. There is very little doing. We quote $2.30 per keg f.o.b. Montreal, Toronto, Hamilton and St. John.

Fence Staples—Northwest orders are reported in greater numbers for Spring shipment. We again quote the following prices which are firmly maintained: $3 per 100-lb. keg for galvanized, and $2.80 for bright; 25 to 50-lb. packages, 25c. extra.

Pressed Spikes—As was noted in our last issue, there have been a few large sales quite recently but general business is quiet. There is very little activity this week. The discount remains unchanged at 25 per cent.

Horsenails—Trade is now very quiet. There are no price changes. We quote: "M" brand, "Oval" and "New City" heads, 55 per cent.; "Countersunk" heads, 55 per cent.; "C" brand, 40, 10 and 7 1-2 per cent. off; "Monarch," 50 and 7 1-2 per cent. and "Peerless," 50 per cent.

Horseshoes—The same remarks apply to horseshoes. There is very little activity at present. We quote: Iron shoes light and medium pattern, No. 2 and larger, $3.65; No. 1 and smaller, $3.90; snow pattern, No. 2 and larger, $3.90; No. 1 and smaller, $4.15; light steel shoes, No. 2 and larger,

$3.80; No. 1 and smaller, $4.05; featherweight, all sizes, 0 to 4, $5.35; toe weight, all sizes, 1 to 4, $6.60. Shoes more than one size in a keg, 10c. per keg extra f.ob. Montreal only.

Screen Wire Cloth—An improved demand for Spring delivery is reported this week. The price is still $1.50 per 100 square feet.

Galvanized Coil Spring Wire—Trade this week is only fair. Prices are unchanged and remain as follows: Nos. 6, 7, and 8, $3.20; No. 9, $2.70; No. 10, $3.30; No. 11, $3.35; No. 12, $2.95; No. 13, $3.10. Car lots 5 cents less. Freight prepaid in less than car lots to extent of 25 cents and in car lots to extent of 20 cents. For following factory points freight is equalized: Montreal, Hamilton, London, Welland, Windsor, Stratford.

Galvanized Wire—The improvement noted in our last issue has continued this week. For future delivery, a brisk trade has been done this week. Prices remain firm and unchanged as follows: No. 5, $3.65; Nos. 6, 7 and 8 $3.10; No. 9, $2.45; No. 10, $3.15; No. 11, $3.20; No. 12, $2.60; No. 13, $2.70; No. 14, $3.70. In carlots f.o.b. Cleveland, No. 5, $2.15; Nos. 6, 7, 8 and 9, $2.10; No. 10, $2.15; No. 11, $2.20; No. 12. $2.25; No. 13, $2.35; No. 14, $2.45. In less than carlots, 12 1-2c. extra per 100 lbs. will be charged.

Barb Wire—As was noted above, our information is that prices have been withdrawn by the American manufacturer who was quoting to the retail trade prices lower than those at which the wholesale houses were selling. There is apt to be some trouble in making deliveries and retailers are advised to place their orders early in order to be sure of getting the wire in time for Spring and Summer trade. We quote: $2.75 per 100 lbs. f.ob. Montreal and $2.50 f.o.b. Cleveland. Carlots of 15 tons, $2.40 f.o.b. Cleveland.

Smooth Steel Wire—Still in fair demand at unchanged prices. There is some improvement in enquiry. We quote: Bright and annealed, $2.50 per 100 lb. f.o.b. Montreal, Toronto, Halifax, London, Hamilton and St. John. Net extras per 100 lb. are now as follows: Coppered wire, 60c.; tinned wire, $2; oiling, 10c.; spring wire, $1.25; best steel wire, 75c.; bright soft-drawn, 15c.; hay-baling wire, 20 to 25c.

Fine Steel Wire—A moderate amount of business is doing. The discount is 25 per cent., with net extras as follows: 1 and 2-lb. hangs, 25c. per 100-lbs.; 1-2-lb. hanks, 37 1-2c.; 1-4-lb. hanks, 50c.

Brass Wire—The market is quiet. The discount is 60 per cent.

Copper Wire—There is very little doing. The discount is 60 per cent.

Rivets and Burrs—The steady demand for rivets and burrs both for present and forward delivery is one of the features of the market. We again quote the following discounts: Best iron rivets, section carriage and wagon box, black rivets, tinned do., coopers' rivets and tinned swede rivets, 60 and 10 per cent.; swedes iron burrs are quoted at 55 per cent. off; copper rivets with the usual proportion of burrs, 45 per cent. off and coppered iron rivets and burrs, in 5-lb. carton boxes are quoted at 60 and 10 per cent. off list.

Bolts and Nuts—Manufacturers state that they have now no difficulty in filling orders for standard sizes. We quote the following unchanged discounts Carriage bolts, common ($1.00) list, 3-16 and 1-4 diameter, 60 per cent.; carriage bolts, common ($1.00) list, 5-16 and 3-8 diameter, 55 and 5 per cent.; carriage bolts, common ($1.00) list, 7-16 diameter and up, 55 per cent.; carriage bolts, full square ($2.40) list, 60 per cent.; carriage bolts, Norway iron ($3.00) list, 60 per cent.; machine bolts, 3-8 diameter and under, 60 per cent.; machine bolts, 7-16 diameter and larger, 55 and 5 per cent.; plow bolts, 55 and 5 per cent.; blank bolts, 55 and 5 per cent.; bolt ends, 55 and 5 per cent.; sleigh shoe bolts, 70 per cent.; coach screws, cone point, 70 per cent.; nuts, square, all sizes, 4c. per lb. off; nuts, hexagon, all sizes, 4 1-4c. per lb. off.

Washers, 45 per cent. off.

Screws—In good demand. The freight tie up has given the manufacturers an opportunity to overtake their orders and accumulate some stock. It is thought that there will be less trouble in getting screws of all sizes than there was last season when a few sizes were almost impossible to procure. Prices are steady. The discounts remain as follows: Round head bright, 82 1-2 per cent.; flat head bright, 87 1-2 per cent.; brass, round head, 75 per cent.; brass, flat head, 80 per cent.

Shot—A sorting business of fair proportions is being transacted at the following unchanged prices: Ordinary drop shot, A.A.A. to dust, $6.50 per 100 lb.; chilled, Nos. 1 to 10, $7 per 100 lb.; buck and seal, $7.50 per 100 lb.; ball, $8 per 100 lb. Trade discount 17 1-2 per cent. f.o.b Montreal, Toronto, Hamilton, London, St. John, N.B., and Halifax.

Cordage—Prices remain steady. All cotton goods are firm. We quote: Pure manila, 14 1-2c.; British pure manila, 12c.; sisal, 11 1-2c.; double lathyarn, 11c; single lathyarn, 10 1-2c.; Russian tarred spunyarn 13 1-2c.; jute rope, 3-8-in. in diam. and upwards, 9c.; cotton rope, 20c.; cotton twine, 24c. for 3 and 4 ply. Cotton bedcord, 90c. to $1.70, according to length. Sash cord 30 to 31 1-2c.; cotton candle wick, 22 to 24c.

Building Paper—A fair business is being transacted with the city trade and some orders are being booked for forward delivery. We again quote: Tarred felt, $1.85 per 100 lb.; 2-ply ready roofing, 90c. per roll; 3-ply, $1.15 per roll; carpet felt, $2.25 per 100 lb.; dry sheathing, 40c per roll; tar sheathing, 50c. per roll; dry fibre, 55c. per roll; tarred fibre, 65c. per roll; O.K. and I.X.L., 70c per roll; heavy straw and sheathing, $35 per ton; slaters' felt, 65c. per roll.

Cement—Trade is still in the mid-Winter dullness and there is scarcely anything doing. As stated last week, in the absence of any considerable actual business quotations are merely nomianal. We quote: Canadian cement, $1.90 to $2.25; German, $2.25 to $2.40; English, $2.15 to $2.25; Belgian, $1.70 to $1.95 per bbl., ex store, and American, $2.20 to $2.40 ex-cars.

Firebricks—Trade is dead. Quotations are: English, $16 to $22 per 1,000; Scotch, $17 to $22.

PLUMBING GOODS.

There is no material change in the state of business. Short as was the thaw a week ago it had some effect in relieving the railway blockade and it gave a slight impetus to business. It likewise made the buyers think of Spring and resulted in a few mail orders for Spring shipment. Prices throughout for plumbing goods are unchanged this week. A feature of the market this Winter has been the steady and unprecedented demand for iron pipe. This continues in good request.

Lead Pipe—The improvement in the demand noted in our last issue continues this week. The price is still steady at 8c. for composition and waste and 7c. for ordinary. The discount is 35 per cent.

Iron Pipe—Still in splendid request. Prices as quoted in last issue are steady. We quote: Standard pipe, per 100

feet, in lengths under 19 feet—black, 1-8-in., $2.30; 1-4-in., $2.30; 3-8-in., $2.55; 1-2-in., $2.85; 3-4-in., $3.65; 1-in., $5.20; 1 1-4-in., $7.35; 1 1-2-in., $8.95; 2-in., $12.55. Galvanized—1-4-in., $3.20; 3-8-in., $3.45; 1-2-in., $3.90; 3-4-in., $5; 1-in., $7.20; 1 1-4-in., $10.05; 1 1-2-in., $12.20; 2-in., $16.85. In the above the discount on 1-8, 1-4 and 3-8 in black and 1-4 and 3-8 in galvanized is 12 1-2 per cent.; and on 1-2 to 2, inclusive, in black and galvanized is 15 per cent. Extra heavy pipe, plain ends, are quoted per 100 feet as follows: Black, 1-2-in., $4.20: 3-4-in., $5.25; 1-in., $7.55; 1 1-4-in., $10.55; 1 1-2-in., $12.75; 2-in., $17.60. Galvanized—1-2 in., $5.20; 3-4-in., $6.65; 1-in., $9.55; 1 1-4-in., $13.25; 1 1-2-in., $16; 2-in., $21.90. The discount on all sizes of extra heavy pipe is 12 1-2 per cent.

Soil Pipe and Fittings—The demand is not very great but it is steady. The discounts are still as follows: Light soil pipe, 3 to 6-in., 50 and 10 per cent.; medium and extra heavy soil pipe, 2 and 6-in., 60 per cent.; extra heavy soil pipe, 8-in., 45 per cent. Light fittings, 2 to 6-in., 50 and 10 per cent.; medium and extra heavy fittings, 2 to 6-in., 60 and 5 per cent.; extra heavy fittings 8-in., 45 per cent.

Solder—The tin market being very strong, solder is firm in consequence. No further advance has been made over prices quoted in last issue, but at present the prices quoted as firmly maintained. Wire solder is quoted at 18 1-2c.; bar solder, 18c.

METALS.

General business in metals this week has been quite satisfactory. The freight blockade is, of course, making immediate delivery impossible, but most blookings have been for forward shipment, the intention being to deliver after the opening of navigation. There have been some large bookings of galvanized iron and tin plates recently and prices for same have been maintained pretty firmly in all these transactions. Owing to the increasing strength of the tin market the quotations for tinplates have been very firmly maintained. There is no actual change in the local quotations for tin but save for very large quantities no concessions would be given on the figures quoted below. Copper remains steady at last week's quotations, but for large quantities the price quoted is shaded slightly. Pig lead is very firm on the English markets and the margin of profit at prices quoted is very small.

It will be noted that prices of bar iron have been reduced another 5 cents. This item is not particularly strong.

Pig Iron—There is very little pig iron on the Montreal market at present. As the foundries are well supplied for present requirements there is not much doing. Summerlee is quoted at $20.25 to $20.75 per ton.

Bar Iron—Some large sales have been made recently. Prices are reduced this week by 5 cents. We quote: Merchants' bar $1.75; horseshoe iron $2; forged iron, $1.95.

Black Sheets—The primary markets continue very firm and in sympathy with them local prices are well maintained. There is some further improvement in the local demand, bookings for forward delivery showing a considerable increase. We quote: 28-gauge, $2.35; 26-guage, $2.30; 22 to 24-gauge, $2.25; 18 to 20-gauge, $2.30, and 8 to 10-gauge, $2.40.

Steel—There is not any special activity. We quote the following prices: Sleighshoe, $1.90; tire, $1.95 to $2.10; spring, $2.75 to $2.95; toe calk, $2.55; machinery (iron finish), $2.45; square harrow, $2.45.

Tool Steel—There is an improved demand at unchanged prices. We quote: Black Diamond, 8 to 9c.; Saunderson's, 8 to 9c. according to the grade; Jessop's, 13c.; Jonas & Colver's, 10 to 20c.; "Air Hardening 50 to 65c. per lb.; Conqueror, 7 1-4c.

Sheet Zinc—A moderate trade is doing on a basis of $6.15 to $6.25 for cash lots, and $6.50 for smaller lots.

Galvanized Iron—There have been some large bookings for forward delivery. We quote for 28 gauge: Queen's Head, $4.30; Gorbal's "Best Best," $4.30; Apollo, 10 3-4 oz., $4.30; Fleur-de-Lis, $4; Comet, $4; Bell brand, $4. In less than case lots 25c. extra.

Tinplates—In sympathy with the firm tin market, prices of tinplates are very firm. Some large sales have been made recently. Cokes are quoted at $3.75 and charcoals at $4.

Terne Plates—The price remains steady at $6.75 to $7, the former figure for large quantities.

Ingot Tin—The market continues very firm and save for very large quantities no concessions are made. For all ordinary business the price is 32 to 32 1-2c.

Ingot Copper—Copper is steady at figure quoted last issue. The price would be shaded slightly for large quantities. We quote 13 3-4 to 14c. per lb.

Coil Chains—Our quotations are as follows: No. 6, 10c.; No. 5, 9c.; No. 4, 8 1-2c.; No. 3, 7c.; 1-4-in., $6.10; 5-16-inch, $4.70; 3-8-inch., $4.00; 7-16-inch, $3.80; 1-2-inch, $3.70; 9-16-in., $3.55; 5-8-in., $3.35: 3-4-in., $3.30; 7-8-in., $3.25; and 1-in., $3.20, with 10c allowance on carlots.

Antimony—Firmly held at 8c. per lb. Supplies are not very large.

Canada Plates—Very firm both in England and Canada. No quotable changes. Prices are: 52s., $2.30; 60s., $2.40; 75s., $2.55; full polished, $3.60, and galvanized, $4 to $4.10; galvanized 60s., $4.25 to $4.35.

Pig Lead—Firmly held at the advance noted in our last issue. At present prices on the English market there is little profit in the quotations given below. No concessions are obtainable. We quote $3.25 to $3.40. Only for large lots would the former price be accepted.

Zinc Spelter—Quoted at 6c.

Scrap Metals—There is a better enquiry for all metals except wrought iron. There is little actual business this month but prospects point to a greater activity in a few weeks. Some changes will be noted in the prices quoted below. Heavy copper is firmer. We quote: Heavy copper and wire 10 to 10 1-2c. per lb.; light copper, 10c.; heavy red brass, 10 to 10 1-4c.; heavy yellow brass, 8 1-2c.; light brass, 5 1-2c.; lead, 2 1-2c.; zinc, 2 3-4c. to 3c.; iron, No. 1 wrought, $11 to $12; machinery scrap, $14 to $15; stove plate, $12; mixed country rags, 65c. to 75c. per 100 lbs.; old rubbers, 6 to 6 1-4c. per lb.

ASHES.

There are no pearls on the market at present. First pots have advanced, and are now firm at $6.10 to $6.20, and seconds at $5.70 to $5.75.

HIDES.

The market is dull and featureless. Prices have not changed, and we still quote:

No. 1 beef hides	0 08 0 08½
No. 2 "	0 07 0 07½
No. 3 "	0 06 0 06½
Lambskins	0 75
No. 1 calfskins	0 11

AGENTS FOR ENAMELINE.

W. H. Dunn, Montreal, is the general agent in Canada for Enameline Stove Polish. The special agents are W. S. Clawson & Co., St. John, N.B., Erb & Rankin, Halifax, N.S., and Scott, Bathgate & Co., Winnipeg.

PORTLAND CEMENT

CANADIAN, ENGLISH, GERMAN and BELGIAN.

FIRE BRICKS, FIRE CLAY, ENAMELLED BRICKS, all colors. BUILDING BRICKS.

SEWER PIPES, CULVERT PIPES, WHEELBARROWS, FOUNDERS' and CONTRACTORS' SUPPLIES.

F. HYDE & CO.

31 WELLINGTON ST., MONTREAL

OAKEY'S 'WELLINGTON' KNIFE POLISH

The original and only Genuine preparation for Cleaning Cutlery 6d. and 1s Canisters.

JOHN OAKEY & SONS, LIMITED

MANUFACTURERS OF

Emery, Black Lead, Emery, Glass and Flint Cloths and Papers, etc.

Wellington Mills, London, England

Agent:

JOHN FORMAN, 644 Craig Street

MONTREAL

Deseronto Iron Co.

LIMITED

DESERONTO, ONT.

Manufacturers of

CHARCOAL PIG IRON

BRAND "DESERONTO."

Especially adapted for Car Wheels, Malleable Castings, Boiler Tubes, Engine Cylinders, Hydraulic and other Machinery where great strength is required; Strong, High Silicon Iron, for Foundry Purposes.

"MIDLAND"

BRAND

Foundry Pig Iron.

Made from carefully selected Lake Superior Ores, with Connellsville Coke as Fuel, "Midland" will rival in quality and grading the very best of the imported brands.

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MIDLAND, ONT. Limited

ONTARIO MARKETS.

Office of HARDWARE AND METAL,
10 Front Street, East.
Toronto, February 26, 1904.

Hardware.

PATIENCE is a virtue, an admirable quality. At the present moment is one of particular advantage in Ontario. Business men of all classes look forward to an active movement when the warmer weather sets in. But the warmer weather doesn't set in. Too much looking forward to what one wants as soon as possible is not congenial to the average temperament. Hence the value, the virtue of patience.

Cheerfulness is likewise desirable. It is not the easiest thing imaginable to be cheerful when we know that many accounts will fall due on a certain trade and that our bank account and our receipts are too small to enable us to settle up. It does not contribute to a merry spirit when we know that the next mail is likely to bring a number of anxious enquiries from creditors who may themselves be running about as short of the ready cash as we are ourselves. Yet there is a growing tightness of money in commercial circles, a tightness which will only be relieved by the passing of the snow and the return of the outdoor activities of the Spring time. We are hoping for the warmer days. But too much hope for warmer days maketh the spirit weary. Hence the value, the virtue of cheerfulness.

Optimism is the virtue par excellence. We know that trade is bad and has been bad for weeks. Yet we have reason to be content for we know, we have reason to feel assured that trade will be good, and that before many more weeks are gone. Severe cold and heavy snow have been and still are with us, but each returning day adds to the strength, the influence of the sun. But a few days and the cattle on a thousand hill will forsake byre and stock food for the fresh air and the grassy slopes; the young farmer will be "fixing up" his fences, his implements and his buildings for the Summer's activities, the contractor and his corps of craftsmen will start in to supply the general demand for dwelling houses all over the province; the householder will do his Spring painting and the wife her Spring housecleaning. All this means business. Let us be hopeful, be optimistic.

True there are wars and there will be rumors of wars; there have been strikes and there may be strikes. It is true, too, that great harm could be done

"DOMINION CROWN"

A guarantee of quality on

Bar and Hoop Iron, B.B. Horseshoe Iron, Best Charcoal Tinplates, Polished Steel Sheets, Polished Canadas, etc.

A. C. LESLIE & CO.

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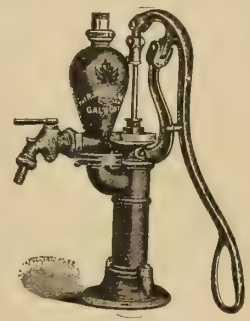
When a man wants a pump to stand hard usage recommend the

McDOUGALL STANDARD PUMP.



It's guaranteed to give perfect satisfaction, and if it doesn't, return it and we will make it right, or refund the purchase price.

Catalogue is free.

McDougall Pumps —Made in Canada

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"ALPHA"

HIGH SPEED STEEL

Cruicble Cast Steel

for Tools of all kinds.

"BC" Miners' Drill Steel

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NOVA SCOTIA STEEL & COAL CO., Limited

NEW GLASGOW, N.S.

Manufacturers of

Ferrona Pig Iron

And SIEMENS MARTIN

OPEN HEARTH STEEL

this Spring by strikes in the various building trades. But we will hope that the lessons of last Spring will have been learned and that the demands of both employers and employes will be tempered by a spirit of moderation and justice which will avert anything so calamitous as a general strike.

But how about market prices. There is practically "nothing doing." Business is quiet and no changes are reported.

Screen Wire Cloth—Orders are practically all in. Prices steady at $1.50 per 100 square feet.

Spring Hinges—A fair business is reported. Prices are steady as follows: No. 5, $17.25 per gross; No. 10, $18 per gross; No. 20, $10.50; No. 120, $20; No. 51, $9.25; No. 50, $27.50.

Galvanized Wire—A moderate demand still noted. Prices are as follows: No. 5, $3.65; Nos. 6, 7 and 8, $3.10; No. 9, $2.45; No. 10, $3.15; No. 11, $3.20; No. 12, $2.60; No. 13, $2.70; No. 14, $3.70. In carlots f.o.b. Cleveland, No. 5, $2.15; Nos. 6, 7, 8, and 9, $2.10; No. 10, $2.15; No. 11, $2.20; No. 12, $2.25; No. 13, $2.35; No. 14, $2.45. In less than carlots, 12 1-2c. per 100 lbs. extra charged.

Barb Wire—A few orders still coming in. Our quotations are as follows: $2.75 per 100 lbs. f.o.b. Toronto, and $2.50 f.o.b. Cleveland. Carlots of 15 tons, $2.40 f.o.b. Cleveland.

Coiled Spring Wire—The market is steady. A fair trade is doing. We quot the following prices: No. 9, $2.70 per 100 lbs. f.o.b. Cleveland, freights equalized with factory points at Hamilton, London, Welland or Windsor and allowance to other points up to 25c.; carlots, $2.65, freight allowance to 20c.

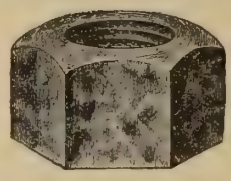
Wire Nails—A moderately good trade is doing with prices firm; $2.45 per keg f.o.b. Toronto, with carlots $2.40.

change. We again quote as follows:

Cut Nails—Not much doing. Prices are now steady at $2.30 per keg f.o.b. Toronto and Hamilton.

Horseshoes—There is practically nothing doing. Prices show no change. We quote as follows: Iron shoes, light and medium pattern, No. 2 and larger, $3.80; No. 1 and smaller $4.05; snow pattern, No. 2 and larger, $4.05; No. 1 and smaller, $4.30; light steel shoes, No. 2 and larger, $3.95; No. 1 and smaller, $4.20; featherweight, all sizes, 0 to 4, $5.50; toe weight, all sizes, 1 to 4, $6.75. If shipped from factory 15c. less.

Ontario Lantern & Lamp Company, Limited
HAMILTON, ONT.
STANDARD
Tubular Lanterns
Lamp Burners and Lamps
Incandescent Lamps.
We make a specialty of Light Producing Goods
WRITE FOR PRICES.
WALTER GROSE, Selling Agent, MONTREAL.



THE JOHN MORROW MACHINE SCREW COMPANY, Limited
Manufacturers of
Set and Cap Screws, Special Milled Work, Engine Studs, Etc. Cold Punched Nuts of every variety of finish.
INGERSOLL, ONT.

NEW RAILS
12, 14, 16, 18, 20, 24, 30, 35 and 56 lbs. to the Yard—carried in STOCK for prompt shipment. TRACK REQUISITES.
Sessenwein Bros., 103 Shannon St. MONTREAL.

We invite inquiries for STEEL RAILS, BAR IRON, PIG IRON, GALVANIZED IRON, CANADA PLATES, TINPLATES, WIRE ROPE (W. B. BROWN & CO.), CEMENT, FIRE-BRICKS, ORE BAGS, GRAIN BAGS, ETC.
C. F. JACKSON & CO., Limited, IMPORTERS and COMMISSION MERCHANTS
151 Hastings St. W., VANCOUVER, B.C., and LIVERPOOL, ENGLAND.

DO IT NOW
MANUFACTURERS WISHING TO BE REPRESENTED IN
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COMMUNICATE WITH
DAVID PHILIP, Manufacturers' Agent
References Furnished. 185 Lombard St., - WINNIPEG, MAN.

GALVANIZED FENCE HOOK FOR FASTENING WOODEN PICKET ON WIRE FENCE.
FENCE HOOK
WIRE NAILS, COILED SPRING, BARB and PLAIN FENCE WIRE, OILED and ANNEALED, CLOTHES LINE WIRE, STAPLES, etc.
THE WESTERN WIRE & NAIL CO., Limited, LONDON, ONT.

Horsenails—The market is quiet. We still quote discounts as follows: "M" brand, "Oval" and "New City" heads, 55 per cent.; "Countersunk" heads, 55 per cent.; "C" brand, 40, 10 and 7 1-2 per cent. off; "Monarch," 50 and 7 1-2 per cent. and "Peerless," 50 per cent.

Screws—A fair trade is doing. Prices are steady. We quote as fol-

lows: Flat head bright, 87 1-2 per cent. discount; round head bright 82 1-2 per cent.; flat head brass, 80 per cent.; round head brass, 75 per cent.; round head bronze, 70 per cent.; flat head bronze, 75 per cent.

Rivets and Burrs—A small amount of business is doing. We again quote as follows: Iron rivets, 60 and 10 per cent. discount; iron burrs, 55 per cent.; copper rivets, with usual proportion of burrs, 45 per cent.

Bolts and Nuts—There is a fair business at unchanged prices. We quote the following prices. Carriage bolts, common ($1 list), 3-16 and 1-4-in., 60 per cent.; 5-16 and 3-8in., 55 and 5 per cent.; 7-16 and up, 55 per cent.; carriage bolts, full square ($2.40 list), 60 per cent.; carriage bolts, Norway iron ($3 list), 60 per cent.; machine bolts, 3-8 and less, 60 per cent.; 7-16 and up, 55 and 5 per cent.; coach screws, cone points, 66 2-3 and 10 per cent.

Cordage—Orders for twine have been fairly liberal. Prices are steady. Our quotations are as follow: Pure manila, 14 1-2c.; British pure manila, 12c.; sisal, 11 1-2c.; double lathyarn, 11 1-2c.; single lathyarn, 11c.; double shingleyarn, 11 1-2c.; single shingleyarn, 11c.; sashcord "Hercules," 29 to 30c; "Star," 36 to 38c.; cotton rope, 3-16-in. and up, 20 1-2 to 22c.; 5-32-in., 25 to 27c.; 1-8-in., 25 to 28c.; cotton twine, 3-ply, 23 to 24c.; 4-ply, 27 1-2 to 28c.; calking cotton, 16c.; cotton waste, colored, 6 3-4c.; white, 10 to 12c.

Woodenware—Prices are steady. Very little doing. Our quotations are as follows per dozen: Washboards, Victor $1.35; Crown, $1.45; Improved Globe, $1.60; Standard Globe, $1.70; Original solid Globe, $2; Superior Solid Back Globe, $2.15; Jubilee, $2.10; Pony, 95c.; Diamond King (glass), $3.10. Tubs, No. 0, $10.50; No. 1, $8.50; No. 2, $7.50; No. 3, $6.50. Pails, No. 1, 2 hoops, $1.75 and 3 hoops $1.90. Matches, Sure Light, parlor, 500s, $3.50; Flashlight, parlor, 1,000s, $5.75; Kodak sulphur, 65s, $3.80.

Guns and Ammuition—The Stevens Arms Co. have notified the wholesale trade that they have set a minimum price at which their goods may be sold to the trade and asking the co-operation of all the trade in keeping prices up to the basis arranged. This step has been taken at the instance of the Canadian Wholesale Hardware Association and affects the trade only as far West as the boundary between Ontario and Manitoba.

Both Ornamental and Practical

We make all kinds of Architectural Sheet Metal Work.

Fanciful designs for effective finish in any desired style, as well as every variety of fireproof metal covering, suited to old or new buildings of any and every description.

Our goods are foremost among practically popular lines for decorative finish and superior utility—their reliable merit fully proved by conclusive tests.

Consult Our Catalogue for Full Details.

The Metallic Roofing Co., Limited

TORONTO MONTREAL WINNIPEG

Building Paper—The market in building paper is beginning to brighten. Manufacturers are receiving many enquiries. Last week's prices continue unchanged. We quote : Tarred felt, $1.85 per 100 lbs.; 2-ply read roofing, 90c. per roll; 3-ply, $1.15 per roll; carpet felt, $2.25 per 100 lb.; dry sheathing, 40c. per roll; tar sheathing, 50c. per roll; dry fibre, 55c. per roll; tarred fibre, 65c. per roll; O.K. and I.X.L., 70c. per roll; heavy straw and sheathing, $35 per ton; slaters' felt, 60c. per roll.

Cement—Last week's prices in cement continue practically unchanged. The otherwise fair demand has been curtailed owing to scarcity of cars and difficulties of transportation. We quote small quantities: Canadian Portland, $1.90 to $2.25; American Portland $2 to $2.10 f.o.b. Toronto.

Firebricks—The market in firebricks continues steady; the demand is better this week than usual and will continue to improve as the season advances. We quote English and Soetch, each, at 28 to 35c.

PLUMBING GOODS.

This season's trade in plumbing goods promises to be brighter than usual. Already a large number of enquiries are coming in which is a sure sign that operations are about to begin on a large scale. The noticeable feature in all these enquiries is that the call is almost exclusively for high-grade stock. More high-grade material will be used this year than ever before. Plumbers' supplies are already active.

Lead Pipe—Lead pipe is more active than last week. Our quotations are: Lead, 7c.; lead waste pipe, 8c.; discount 35 per cent.

Soil Pipe and Fittings—The prospects are for a brisk trade in soil pipe and fittings. We quote the following prices: Medium and extra heavy pipe and fittings, 60 per cent.; 7 and 8-in. pipe, 40 and 5 per cent.

Iron Pipe Fittings—Trade in iron pipe fittings is fair. We quote the following discounts: Malleable fittings, 15 per cent.; cast iron (standard), 57 1-2 per cent.; headers (not standard), 52 1-2 per cent.; flanged unions, 52 1-2 per cent.; bushings and plugs, 57 1-2 per cent.; nipples, up to 2-in., 65 per cent.; nipples 2 1-2 to 6-in., inclusive, 60 per cent.

Copper Range Boilers—The market in copper range boilers is quiet as usual at this season of the year. Discounts at 15 per cent. continue.

Brass Goods—Trade is fair in steamfitters' brass goods and prospects excellent.

Iron Pipe—Trade in iron pipe continues steady. Last week's discounts continue unchanged. We quote f.o.b. Toronto: 1-8-inch, $2.93; 1-4-inch, $2.07; 3-8-inch, $2.27; 1-2-inch, $2.51; 3-4-inch, $3.22; 1-inch, $4.58; 1 1-4-inch, $6.47; 1 1-2-inch, $7.88; 2-inch,

$11.05; 2 1-2-inch $19.25; 3-inch, $22.75; 3 1-2-inch, $28.75; 4-inch, $35.25.

METALS.

The improvement in the demand for metals which has been expected for some time seems to have set in. Trading is of large volume and is well distributed over the various lines. Buyers are not only taking goods more freely at the moment but are placing Spring orders somewhat more liberally.

Pig Iron—The market seems stronger than during the last week or two but neither buyers nor sellers seem anxious to rush orders. Prices are consequently steady at $18.50 for No. 1 and $18 for No. 2 f.o.b. Toronto. Prices at Midland are $1.50 lower.

Bar Iron—A fair business is reported with prices nominally unchanged. Our quotations are as follows: $1.80 f.c.b. Toronto for extras cut to length while rolling; 2 ft. and over, 10c. per 100 lb.; 1 ft. and under 2 ft., 15c.; under 1 ft. 20c., over 20 ft. by special agreement according to length and size.

Black Sheets—Business in this line is improving. Prices are steady. We quote as follows: 10 to 16 gauge, $2.50; 18 to 20 gauge, $2.70; 22 to 24 gauge, $2.90; 30 gauge, $3.

Canada Plates—Business keeps fairly active. Prices are unchanged. We quote the following prices: All dull, $2.50; half-polished, $2.60; and all-bright, $3.50.

Tin—A fair trade is doing. Prices at both New York and London are slightly lower. Locally there is no change, the quotations being 30 to 30 1-2c.

Galvanized Sheets—A good demand is reported at firm prices. We quote as follows: Queen's Head, $4.25 for 28 gauge; American, $4 for 24 gauge; Bell brand, $4.25 for 28 gauge; Gordon Crown, $4.25 for 28 gauge.

Tinplates—Prices are steady, with a fair demand. We quote: Coke plates, bright, 14x20, $3.50; charcoal plates, $4.25.

Copper—Both ingot and sheet are in excellent demand for import. Prices are stronger and there is more confidence as to the future. We quote as follows: Ingot copper, $13.75, and sheet copper, $20 per 100 lbs.

Brass—There is a fair trade, with the discount steady at 15 per cent.

Lead—The market keeps firm both locally and at primary points. We quote: $3.30 per 100 lb. for pig lead and $3.65 for bar lead.

Zinc Spelter—The volume of business is not large. Prices keep strong on foreign markets, but the local situation is unchanged at 6 to 6 1-2c. per lb.

Zinc Sheets—The market is firm and a fair business doing in smal lots. We quote: Cask lots, $6.75 to $7, and part casks, $7 to $7.25.

Solder—Good trade doing. Prices are still stiffening. We quote: Guaranteed half-and-half at 18c., and wiping, 17c.

Antimony—8c. per lb.

Old Material—A limited supply and a fair demand are (like last week) the features of this week's market. Prices are nominally unchanged from last quotations. We quote: Heavy copper and wire, 10 1-2c. per pound; light copper, 9c. per pound; heavy red brass, 9 1-2c. per lb.; heavy yellow brass, 8 to 8 1-4c. per lb.; light brass, 5c. per lb.; lead, $2.35 per cwt.; scrap zinc, 3c per lb.; iron, No. 1 wrought, $10.50; No. 2 wrought, $4; machinery cast scrap, $13 to $14; stoveplate, $10; malleable and steel, $4; old rubbers, 5 1-2 to 6c. per lb.; country mixed rags, 50c. per 100 lb.

PETROLEUM.

No changes are noted in petroleum this week. Prices are as follows: Canadian prime white 19 1-2c.; Canadian water white, 21 1-2c.; American prime white, 20c.; American water white, 22c., ex-warehouse.

Hides, Skins and Wool.

The market is dull this week, the demand not being so good as last week. We quote the following prices:

HIDES.

No. 1 green, per lb.	0 07½
" 2 " "	0 06½
" 1 " steers, per lb.	0 08
" 2 " " "	0 07
Cured, per lb.	0 08½

CALFSKINS.

Veal skins, No. 1, 6 to 14 lb. inclusive	0 09
" " " 2 " " "	0 07
" " " 1 15 to 20 lb "	0 08
" " " 2 "	0 06
Deacons (dairies), each	0 60 0 70
Lamb and sheep skins	0 95 1 00

WOOL.

Unwashed wool, per lb.	0 09 0 10
Fleece wool, "	0 17 0 18
Pulled wools, super, per lb.	0 19 0 22
" " extra "	0 23 0 24
Tallow, per lb.	0 04½ 0 05

PERSONAL MENTION.

The establishment of the Starke Hardware Co., Limited, Montreal, was slightly damaged by fire recently.

Mr. Fred Karn has succeeded to the hardware business of J. H. Buchanan & Co., Dundas street, Woodstock.

Duncan Gunn, general hardware merchant, Manitou, Man., lost $2,000 in a recent fire in his hardware store.

Mr. J. A. Decosse, general merchant, Somerset, Man., has decided to build a large brick store during the coming Summer.

Mr. A. C. Jenking, manufacturers' agent, of Montreal, is visiting the hardware trade of the Maritime Provinces this week.

Mayor Gregg, of Bruce Mines, who is also one of Canada's progressive hardware merchants, is in Toronto this week on town and railway business.

John Glover, hardware merchant, Aylmer, and president of the Aylmer Iron Works Co., was recently appointed president of the East Elgin Reform Association.

Mr. Geo. Caverhill, of the firm of Caverhill, Learmont & Co., Montreal, has been elected chairman of the executive of the Richelieu and Ontario Navigation Company.

Jas. Fleming & Son, Blenheim, Ont., have now finished installing their stock of hardware purchased from the Bowman Hardware Co., of London, and have opened up for business.

Mr. J. W. Watson, general merchant, Minden, Ont., who has sold his store and is offering his stock for sale en block or in part, writes: "Hardware and Metal has ever been a welcome guest and has ever been and now is in the van."

Mr. Henry Cullen, who opened a general store in Methven, Man., a few months ago, and who at one time was mayor of Vancouver, died of heart failure in his store on Monday, 15th inst. He leaves an invalid wife and a family at Kincardine, Ont.

Mr. Geo. James, of James & Reid, Perth, Ont., was in Toronto last week with the Perth hockey team, of which he is the manager. While in Toronto Mr. James secured an unusually large order for one of the lines his firm is making in their foundry at Perth.

Mr. J. E. Hawkins, who for fifteen years conducted a creditable hardware and tin business in Oshawa, Ont., died at his home in that town on Saturday, Feb. 6th. Mr. Hawkins was one of the oldest and most generally respected hardware men in Oshawa.

Mr. John G. Bain, a representative of the Grant-Hamilton Oil Co., Toronto, was struck by a street car on Thursday last week, receiving a wound above the right eye and fracturing his skull. An operation was necessary, but at last reports Mr. Bain was recovering nicely.

Mr. Geo. D. McAllister, representing Hoffman-Carr Mfg. Co., Philadelphia (Toronto office 118 Bay street) is a visitor this week to the trade of Montreal. Mr. McAllister also represents Messrs. Hutchinson, Shurley & Derrett (Dovercourt Twine Mills) Toronto.

Mr. Herbert B. Seybold, of the Seybold & Sons Co., wholesale importers of hardware, tin, Canada plate, galvanized iron, etc., Montreal, was in Toronto and Western Ontario points this week. Like most of the keener class of business men, Mr. Seybold speaks most hopefully of the outlook for Spring business.

Mr. William Berry, who represents the James Morrison Brass Mfg. Co., of Toronto, was in Montreal this week. Mr. Berry has been on a trip to Quebec and several other points in the province. He found business hampered by the snow blockade, but in spite of this drawback trade was far from being unsatisfactory. Considering the way business has been tied up for weeks, the prospects are particularly good.

MECHANICS WANTED.

WANTED—Boiler makers for Winnipeg. Apply Montreal office, HARDWARE AND METAL, 232 McGill street., Monday morning. (9)

BUSINESS CONDITIONS IN MANITOBA.

THE striking feature of the business situation at the moment are on the one hand the present dullness of trade, largely due to the snow blockade, and on the other hand to the excellent prospects as a result of the steady and large advance in the price of wheat, much of which is still in farmers' hands and to the large amount of building operations anticipated in Winnipeg and throughout almost every section of the West.

* * *

The Winnipeg Paint and Glass Co., 313 Donald street, Winnipeg, have moved into their new offices at 179-181 Notre Dame street, Winnipeg, and would be pleased to have their customers and other business friends take note of the fact.

* * *

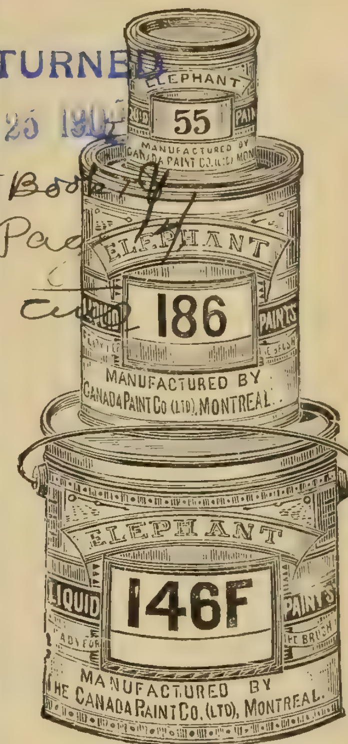
Prices are steady throughout. We quote :

Barbed wire, 100 lb.	$3 15
Plain galvanized ... 6 to 8	3 39
" ... 9	2 50
Plain galvanized ... 10	3 50
" ... 12	3 10
" ... 13	3 20
" ... 14	3 90
" ... 15	4 45
" ... 16	4 60
Barbed wire, 100 lb.	3 25
Plain twist	3 25
Staples	3 65
Oiled annealed wire ... 10	3 42
" ... 11	3 48
" ... 12	3 56
" ... 13	3 66
" ... 14	3 76
" ... 15	3 91
Annealed wires (unoiled) 10c. less.	
Horsenails, 40 per cent. discount.	
Horseshoes, iron, No. 0 to No 1	$4 75
No. 2 and larger	4 45
Snow shoes, No. 0 to No. 1	4 60
No. 2 and larger	4 45
Steel, No. 0 to No. 1	4 45
No. 2 and larger	4 20

Cut Nails—		Wire Nails—	
2d 1 in.	$4 10	1 in.	4 15
3d Fin. 1⅛ in.	4 10	1⅛ in.	4 10
3d 1¼ in.	3 75	1¼ "	3 70
4d 1½ in.	3 50	1½ "	3 50
5d 1¾ in.	3 50	1¾ "	3 50
6d 2 in.	3 40	2 "	3 40
8d 2½ in.	3 25	2½ "	3 25
10d 3 in.	3 20	3 "	3 20
20d 4 in.	3 15	3½ "	3 15
30d 4½ in.	3 10	4 "	3 10
40d 5 in.	3 10	4½ "	3 10
50d 5½ in.	3 10	5 "	3 10
60d 6 in.	3 10	5½ "	3 10
		6 "	3 10

Bar iron (basis)	2 50
Swedish iron (basis)	4 75
Sleigh shoe steel	2 85
Spring steel	3 25
Machinery steel	3 50
Tool steel, Black Diamond, 100 lb	8 50
Jessop	13 00
Sheet iron, black, 10 to 16 gauge, 100 lb.	3 50
18 to 22 gauge	3 75
24 gauge	3 90
26 gauge	4 00
28 gauge	4 10
Galvanized Iron, Apollo, 16 gauge	4 00
18 and 20 gauge	4 00
22 and 24 gauge	4 25
26 gauge	4 25
28 gauge	4 50
30 gauge or 10¾ oz	4 75
Extra sheets, 36 in. wide an advance of 25 p.c. per 100 lb.	
Queen's Head, 24 gauge	4 25
26 gauge	4 50
28 "	4 75
Extra sheets, 36-in. wide, an advance of 25 p.c. per 100 lb.	
Genuine Russian, per lb	11
Imitation " "	07 to 08
Tinned, 24 gauge, 100 lb	8 00
26 gauge	8 50
Tinplate, IC charcoal, 20 x 28, box	10 00
" IX "	12 00
" IXX "	14 00
Ingot tin	35
Canada plate, 18 x 21, 18 x 24 and 20 x 28.	3 25
Canada plate, full polished	4 00
Sheet zinc, cask lots, 100 lb	7 00
Broken lots	7 50
Pig lead, 100 lb	5 50
Black iron pipe, ⅛ inch	3 30
" ¼ "	3 30
" ⅜ "	3 40
" ½ "	3 70
Black iron pipe, ¾ inch	4 35
" 1 "	6 25
" 1¼ "	8 70
" 1½ "	10 50
" 2 "	14 50
Rope, sisal, 7-16 and larger, basis	11 75
Manila, 7-16 and larger, basis	15 25
Lathyarn	11 25
Solder	20
Axes, chopping	$ 6 75 to 12 00
" double bitts	12 00 to 18 00
Bluestone	5 50
Screws, flat head, iron, bright	85 and 10 p.c.
Round " "	80 p.c.
Flat " brass	75 and 10 p.c.
Round " "	70 and 10 p.c.
Coach	70 p.c.
Bolts, carriage, 3-16 and ¼	60 p.c.
" 5-16 and ⅜	55 and 5 p.c.
" 7-16 and up	55 p.c.
Bolts, machine, ⅜ and under	50 and 5 p.c.
" 7-16 and over	55 and 5 p.c.
Bolts, tire	60 and 5 p.c.
Bolt ends	55 and 5 p.c.
Sleigh shoe bolts	70 p.c.
Machine screws	70 p.c.
Plough bolts	55 and 5 p.c.
Square nuts, case lots	3c. discount.
" " small lots	2½c. "
Hex " case lots	3c. "
" " smaller lots	2½c. "
Rivets, iron	50 and 10 p.c.
Copper, No. 8	32
" No. 12	36
Coil chain, 3-16 inch	9½
" ¼ inch	7¼
" 5-16 inch	5¾
" ⅜ inch	5
" 7-16 inch	4⅞
" ½ inch	4¾
" ⅝ and ¾ inch	4½
Spades and shovels	40 and 5 p.c.
Harvest tools	60 p.c.
Axe handles, turned, s. g. hickory, doz.	$3 15
No. 1	1 90
No. 2	1 60
Octagon extra	2 30
No. 1	1 60
Files common	70 and 10 p.c.
Diamond	60 p.c.
Building paper :	
Anchor, plain	65c.
" tarred	70c.
Pure fibre, plain	65c.
" " tarred	80c.
Ammunition, cartridges, Dominion R.F.	50 p.c.
Dominion, C.F., pistol	30 p.c.
" military	15 p.c.
American R.F.	30 p.c.
C.F. pistol	5 p.c.
C.F. military	10 p.c. advance.
Loaded shells :	
Eley's soft, 12 gauge black	15 00
chilled, 12 gauge	16 50
soft, 10 gauge	19 50
chilled, 10 gauge	21 50
Shot, Ordinary, per 100 lb	6 00
Chilled	6 50
Powder, F.F., keg	4 75
F.F.G.	5 00

RETURNED
MAY 25 190



Buyers
OF
Mixed Paints

are invited to correspond with us before buying their spring stock. While "Elephant Paint" is now better known to the consumers in the Northwest than any other, we propose to advertise it in a manner that will sell the goods for our customers, of which we can convince you by letter.

They are prepared in 43 selected shades, together with Outside and Inside White and Black. Guaranteed to give perfect satisfaction; will not crack, flake or chalk off.

We claim them to be unequalled by any paints in the market for beauty and durability.

One Agent Wanted in Every Town.

MERRICK, ANDERSON & CO.
Northwest Distributors,
WINNIPEG.

Tinware, pressed, retinned	70 and 10 p.c.
" " plain	75 and 2½ p.c.
" pieced	
Japanned ware	37½ p.c.
Enamelled ware, white	45 p.c.
" Famous	50 and 10 p.c.
" Imperial	50 and 10 p.c.
Green Wire Cloth	1 55

PETROLEUM.

Water white American	27½c.
Prime white American	25½c.
Water white Canadian	25½c.
Prime white Canadian	24½c.

SCRAP.

No. 1 cast iron	$14 to 15
No. 2 "	7
Wrought iron scrap	5
Copper (heavy)	8½c. per lb.
Yellow brass (heavy)	7½c. "
Light brass	5c. to 6c. "
Lead pipe, or tea lead	2c. to 2½c. "
Zinc scrap	1c. "

PAINTS, OILS AND GLASS.

White lead	$6 00 to $6 50
Putty in bladder, 2½ lb., in keg of 100 lbs.	0 02¾
Turpentine, pure in barrels	$ 0 90
Less than barrel lots	0 95
Linseed oil, raw	0 57
Boiled	0 60
Lubricating oils, Eldorado castor	0 28½
Eldorado engine	0 27½
Atlantic red	0 33½
Renown engine	0 42
Black oil, per gal	25 to 30
Cylinder oil (according to grade)	53 to 78
Harness oil	0 65
Neatsfoot oil	1 00
Steam refined oil	0 85
Sperm oil	2 00
Pure castor oil, first pressure	0 11½
Lubricating oil	0 11½

WINDOW GLASS.

Single 1st break, up to 25 miled inches, $3.75; 26 to 40, $4; 41 to 50, $4.50; 51 to 60, $5; 61 to 70, 5.50, in 100-ft. boxes.

The U. S. Steel Plate Situation.

The week opens with a little increase in the demand for steel plates, the Delaware, Lackawanna & Western Railroad having placed an order for four ferryboats with the Newport News Shipbuilding Company. These boats will require about 2,000 tons of plates for hulls and boilers and other structural material to a moderate amount. There is also better inquiry for tank plates for delivery in New Jersey and a fair inquiry from Canada. In all, between 300 and 400 tons will be placed within the next few days for this work, but few if any changes are reported in other steel products, only moderate business offering, for which full prices are demanded. The pipe interest continues to be the most active branch of the industry concerning steel, wrought iron and cast iron. It is reported that a recent purchase of 4,000 tons of skelp was made at about $24 by Eastern pipe works. Reports from the wire and steel industry continue favorable and there is less cutting on sheets, heavy gauges being especially well maintained. Concessions are being made on hoops and bands, but prices are very irregular, although a larger business is being placed at the lower prices. Further small sales of billets are reported at prices within 50c. of official quotations.—New York Journal of Commerce, Feb. 24.

THE FOREIGN METAL MARKETS.

Pittsburg Iron Markets.

THE ore people will hold a meeting in Cleveland next Monday, following the meeting in New York last Thursday and Friday, says a Pittsburg despatch to the Metal Market, Feb. 24. They expect to settle prices at a moderate decline from last year. The pig iron market continues erratic, there being a wide range of ideas. We hear definitely as low as $13 Pittsburg, for foundry, although most furnaces will not come near this. We note one sale of foundry at $13.60 Pittsburgh, and a carload at equivalent to $14.10.

New York Copper Situation.

The National Conduit and Cable Co. say under date of Feb. 20: "Until lately the copper market has acted rather erratically, but at present there are indications of improvement as regards both demand and price. Manufacturers are giving more attention to the market, and the placing of new orders recently has been effective in bringing about an advance.

A month ago the trading basis was 13 cents, and with copper then leaving the country for foreign parts in quantities hitherto unheard of, it was hardly to be expected that the market would be liable to show a loss of strength at such a time. But while Europe had been buying heavily in this market, the comparative inactivity experienced on this side, and the competition for domestic business among rival sellers partially offset the influence of large exports, and prices reacted.

During the last of January, Electrolytic wire bars were at the level of 12½ cents and later continued to decline until the wholesale value reached 12¼c. At that time it was plainly apparent that export houses were using a little adroit manipulation on the market in the endeavor to secure the most favorable terms possible. A certain element has been quite energetic lately in seeking to give the impression that the market was weaker than the actual facts warranted, but these tactics were carried to a point where they lost their force, and the entrance a few days ago of domestic buyers in the market with orders for several million pounds gave a firmer tone to the market by the material increase in the volume of business.

At present the offerings are more reserved and the tone decidedly firmer at 12½ to 12⅝ for Electrolytic bars. It is good opinion that consumers generally are rather lightly supplied, with possibly some exceptions, and with trade requirements large and a good manufacturing business in progress in important departments the outlook is regarded as encouraging.

The consumption of copper is certain to increase in the future, and present market values are low enough to stimulate its wide and growing use. In view of a large domestic demand for copper this year, and continued export buying, coupled with the probability of new requirements for ammunition and armament, the present copper situation seems to be in a decidedly healthy state. Within the past few days there has been increased activity to the trading, and the tendency of the market is again in the direction of higher prices. Large sales have been made of Electrolytic and Lake, thereby altering the current of the market, and imparting to it a firm tone.—The Metal Market.

Pig Iron at New York.

REPORTS concerning the pig iron situation are conflicting. The general temper of the market is evidently bearish, but there are many facts that substantiate the position of furnaces which refuse to make concessions, and taking all the distributive centres East and West there is quite a fair volume of business in the aggregate. It is evident, however, that several Eastern furnaces are quite willing to fill their order books for the second quarter on the basis of $13.00 for No. 2 plain, $13.50 for No. 2 X and a shade under $13.00 for basic, but single cars and a few hundred ton lots continue to be sold at $13.50 for No. 2 plain and $13.75 to $14.15 for No. 2 X at the furnace.

Some little increase in the demand for Bessemer iron is reported in the Pittsburg district, with sales within the last day or two of 5,000 tons standard at $13.15 at the furnace, equivalent to about $12.65 in the Valleys. A sale of 1,500 tons of malleable Bessemer is reported to have been made at $14.00 Michigan City, equivalent to about $13.30 at the Western furnace.

Southern iron continues quiet and is easier in tone, among the more recent sales being 3,000 tons of No. 3 foundry and gray forge, said to have been on the basis of $9.50 No. 2, Birmingham. But other sales of lower grades have been made at prices which indicate a lower No. 2 basis, gray forge selling between $8.00 and $8.25 at Birmingham, and more tonnage is under negotiation at the inside price.

One of the largest distributors of iron in the country reports that current sales are running slightly ahead of current production of furnaces represented, and with only moderate stocks on any of the furnace banks.

No definite information has been received as to prices of ore, but an open market is generally anticipated. It is claimed by the mining interests, however, that even Mesaba ore cannot be sold at a reduction of 75c. per ton without wiping out all profit.—New York Journal of Commerce, Feb. 24.

TRADE CONDITIONS IN BRITISH COLUMBIA.

By Regular Correspondent of HARDWARE AND METAL.

THERE is every possibility of some success attending efforts now being made to locate and develop a source of petroleum supply in this province. At the present moment there are two different propositions on foot close to the City of Vancouver, each of which has succeeded in getting capital and expert assistance interested. One in North Vancouver, across the inlet from this city, was mentioned a few weeks ago as being in the preliminary stages of formation, instructions having been received by local solicitors from New York capitalists who are in the deal, to go ahead with the work of getting the company formed.

The other proposition is that of the Richmond Oil and Gas Co., operating on Lulu Island, near Steveston, the fishing town to the mouth of the Fraser river twelve miles from Vancouver. For several months past preliminary tests have been made, under an expert, Thos. Davis, who has been associated in the industry at Beaumont, Texas. That gentleman went back to Beaumont some weeks ago and placed an order for a large equipment of machinery which has been shipped and is now due to arrive here. Mr. Davis himself has returned.

The gentleman says he has convinced himself that gas and oil will be found when the work of boring has been carried on far enough. The oil indications, he says, are that it is of sulphurous base and the gas pressure is apt to be even stronger than that yet found in the Texas fields. Mr. Davis' estimate is that he will have to bore 1,200 to 1,500 feet to reach oil. A rotary drill and 10-inch pipe will be used. None but expert oil well men will be employed at first until there is sufficient development to require a larger force. Active operations will be begun in three weeks.

Other Vancouver parties interested in the oil prospecting in Southern Alberta have received very encouraging reports from there. One well is down 1,350 feet and for the last 300 feet gas pockets with considerable pressure have been encountered. The bottom of the borehole has been found to be saturated with oil each day when the change of shift is made and the boring cleaned out.

The Yukon government engineer, Mr. A. J. Beaudette, arrived from the North on Sunday last en route to San Francisco, where he will spend some time in the gold fields of California, gathering information on the best methods of carrying on hydraulic mining. This information will be put to service for the public benefit when the gentleman returns. He will also look into the most modern practical installation of stamp mill machinery for the crushing of free-milling ore. This is also with a view to developing the potentially rich field in the free-gold quartz veins of the Yukon district.

* * *

The mines of the Boundary district of the interior of British Columbia, have since the beginning of 1904 shipped out over 100,000 tons of ore. The Granby smelter, the largest in the interior, has treated over 77,080 tons already this year.

While these magnificent returns show the vast advancement in the production of ore in the mines of the interior, there is also some very good work being done with coast properties, of which as a rule very little is heard. Thos. Kiddie, manager of the Ladysmith smelter, was in Vancouver this week and he said their smelter was handling 275 to 300 tons per day, running very close up to its full capacity. The ores treated are all from cats and White Horse properties. From the coast the Tyee is the principal shipper to the Ladysmith smelter, the Gribbell Island mines of the Canadian-American Mining Co. being another contributor. From Van Anda also there is a fair quantity of copper ore being sent to Ladysmith from the Copper Queen mine.

The mines at White Horse are badly handicapped by location and high transportation rates, the ores sent out having to be shipped by rail on the White Pass road from White Horse to Skagway and then brought down on the C. P. R. Northern steamers. All the ore being sent from there is going to the Ladysmith smelter, Mr. Whitney, an American operator, having sent considerable. Capt. Irving's mine, the Arctic Chief, is also to begin shipment soon.

In addition to the Ladysmith smelter, the Lenora smelter at Crofton is working on coast ore. The Lenora mine sends 150 tons daily and outside of that 100 tons per day of customs ore are sent. Taken all in all, there must be over 500 tons of copper ore from coast properties treated by the two smelters on the coast of this province.

* * *

The land tax, as it is called, or the new export lumber tax recently imposed by the B. C. Government is causing great annoyance to some timber owners, especially the holders of large grants crown-granted before April, 1887. Whether by accident or design, these lands have to pay the export tax on lumber and other lands are free. Of course the timber from lands still held by the Crown and merely leased or logged under license, is prohibited from exportation.

The big owners, among whom are Jas. Dunsmuir and the Merrills, big lumbermen of Wisconsin, are said to be determined to break the clause of the act. The new act puts a tax of from $1 to $5, according to scale and grade of timber cut and exported without being manufactured into lumber.

* * *

The delegates from the B. C. Lumbermen's Association have returned from the Winnipeg meeting, where representatives of the Retail Lumbermen's Association and of the C. P. R. met the manufacturers and a conference was held on lumber and freight rates. It is now understood that there is to be a slight reduction in the freight rate from 40 to 38 cents per hundred pounds, so that with a reduction of $1 per thousand the manufacturers have agreed to give, the retail dealers of the Northwest and Manitoba will be better able to compete with the rates quoted from mills in the United States. The attitude of the C. P. R. towards the lumbermen seems to have been rather over drawn in former telegraphic accounts of Vice-President Whyte's remarks on the company going into the lumber business. Evidently that gentleman was speaking in general terms of the desire of the company to foster immigration in the Northwest by looking after the welfare of the settlers. He was reported somewhat literally, and the lumbermen therefore understood that the railway company was going into the saw mill business. One result of the conference is to show very clearly that there is not the enormous profit in lumber which is popularly supposed to be got, when judgment is formed from the large retail prices quoted in Manitoba and the Northwest Territories. That in itself is patently absurd when the freight rates are roughly two-thirds the total retail cost.

* * *

Regarding local hardware markets, there is nothing to be noted this week in the way of changes of prices. Condition of trade for the time of year is very satisfactory.

Vancouver, Feb. 20, 1904.

EASTERN BAR IRON ASSOCIATION.

New York, Feb. 23.—The Eastern Bar Iron Association has been reorganized with all of the old members and several new mills added. Business is reported to be picking up and the first busines of the new association was to advance prices $1 a ton.—The Metal Market.

Window and Interior Displays

Timely Hints and Suggestions

Use Your Own Window.

WITH their window space at their disposal to use as they please, the merchant is too apt to place too low an estimate on its value. Perhaps from a sense of its object, he uses some endeavor to fill the space with the goods he is selling. or it may be from the knowledge that his competitors are doing so. He may dress his window simply because it is there and must be filled, or he may have some faith in its selling powers. But whatever his reason, he too often treats it in a half-hearted way, as though it was a disagreeable necessity rather than a valuable opportunity.

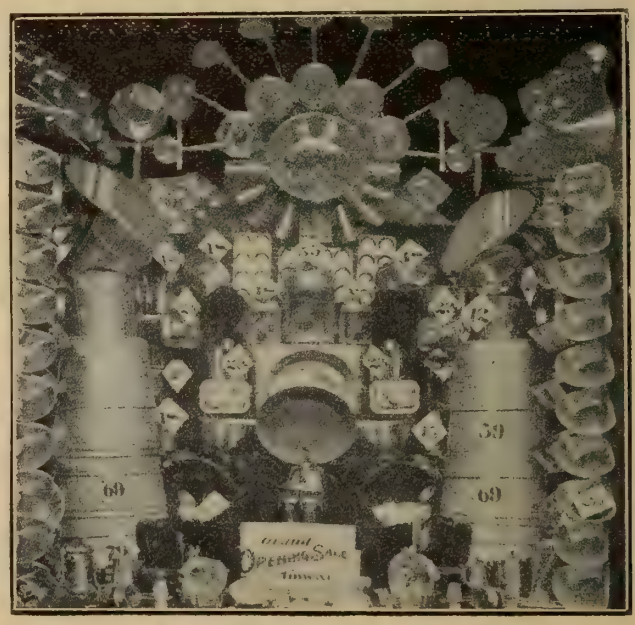
But if a circus is coming to town, or the theatre is engaged for the week, or the church is giving a social, or a lacrosse match is coming off, those who have the advertising of the event to look after are not slow to show how great a value they attach to a couple of square feet of the window space. They know that there is scarcely any method of advertising that is so effective as these few feet they can secure from the local merchants. Almost the first thing they do is to solicit the stores for their permission to post up a few dodgers or bills that tell when and where the event occurs, and a few details in connection with it. They know that there is no spot in town more likely to attract the eyes of the citizens than the show window.

The inconsiderable value placed on the window by the merchant is taken advantage of by these advertising agents, and in most cases they find it of little difficulty to obtain the desired space, providing it is not too large, and the event of such a nature as to interest the merchant himself. The bribe offered is almost always a free ticket in the case of a circus or play, but in local entertainments and games, there is nothing given at all, the agent counting upon the storekeeper's unwillingness to refuse the insertion of such a bill. In fact the poor merchant is in such cases usually held up for a few tickets at the same time.

If the merchant starts to allow this setting up of advertising bills and posters in his window, he will, in some towns, find that he is seldom without one or two defacing his store front. There are many who allow only the insertion of announcements of events of particular local interest, such as a church entertainment or a game, and this is much to be preferred to a promiscuous permission, where a choir concert and a melo drama are advertised side by side. But the only safe method is to forbid the placing of a bill or dodger of any kind. The window belongs to the merchant and is his most useful advertisement,—accordingly it should not be sold at any price, nor given away for any cause. By establishing the precedent of refusing all advertising matter the annoyance of petitioners for a small space will soon be stopped.

If it were for no other reason than that very few of these bills are works of art, and none of them improve the window, it would be sufficient to warrant a refusal. But there is in addition to this the fact that the more space that is occupied by a poster the less space there is to show goods, and the less they are to be seen. Circus and theatre dodgers are invariably an eye sore and no store can afford to have its front defaced with unsightly bits of paper covered with vari-colored pictures that are offensive to the eyes of most of the townspeople.

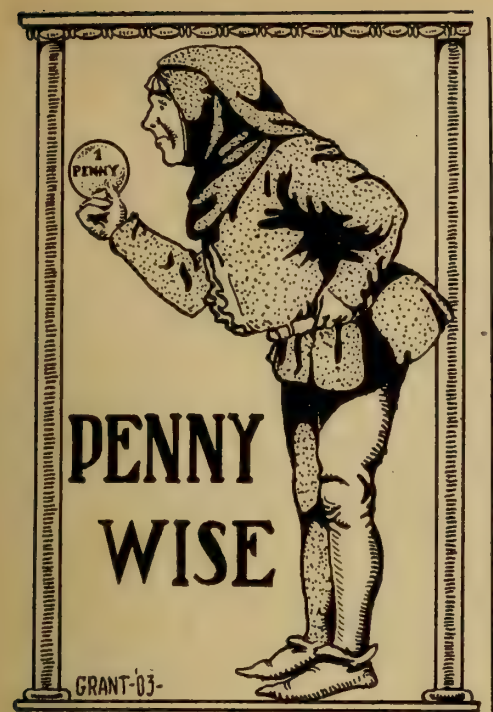
And one of the most serious objections to this disposal of the window space is the losing of caste which results to any store that allows it. No first-class place of business in any town or city will hesitate to refuse any and every agent that calls, for they are well aware of the "cheap" impression given by a window filled with bills. A customer is going to deal where business is business, and where interest in business is displayed at every turn. He will trade where an effort to obtain his trade is apparent, and where events outside of the business circle of the store are kept outside. A store that retains its window space for the purpose for which it was built, will have far greater prestige among the residents of the town than the one that thinks so little of this space that it is willing to dispose of it to any advertising agent that asks forit.



A House Furnishing Window.

This Week's Illustration.

Everything included in the display shown is of particular interest to the housekeeper. Pans, pails, dippers, cake tins, kettles, jelly moulds, etc., are all so closely connected with every woman's housework that she is not very likely to pass the window without a look. The arrangement is quite attractive, and yet simply made. The principal feature is the symmetry observed in the stacking of the timware, this alone being so noticeable as to draw attention. The position of the dippers in the circle at the top is a good finish. Price tickets are lavishly used but not with a poor effect. They are small and neatly printed and not carelessly placed to spoil the general effect. It will soon be the season when every woman will be purchasing largely in everything pertaining to house furnishings, and her kitchen will not be neglected in the attention paid to other lines. Such a window as this can be altered every two or three days without much trouble and yet sufficiently to impress itself upon the public. In such a display price tickets are the main point to remember. Their omission would mean a far less profitable window.



Hold a dime close to your eye with your right hand and a bright silver dollar a few inches away with your left; you cannot see the dollar because the smaller coin obscures your vision.

So it is with some people; in their eagerness to save a dollar they often lose sight of the fifty within their reach.

They would rather have a penny than a pound — if it meant spending the penny to get the pound.

Does the illustration apply?

Are you saving (?) money by not advertising in HARDWARE AND METAL?

IS CONCENTRATED LYE A HARDWARE LINE?

IN a great many towns and cities in Canada hardware merchants are now selling concentrated lye, but there are yet too many hardware dealers who think this is a line that should be handled by grocers entirely. This, we are convinced, is a mistaken idea and while lye is not a heavy line, it is a staple, and is used every day in most homes, factories and offices in Canada.

Besides the many uses for concentrated lye in the household, it is used largely by merchants, butchers, bolt and nut makers, as well as by engineers and painters, any of whom will naturally buy their supplies from a hardware dealer.

Fruit growers use large quantities of lye for spraying trees. They buy their sprayer in a hardware store. Why send them to a grocery store for the lye they require to use in it?

Concentrated lye is put up in neat packages, is a good staple seller, showing a good profit. The natural conclusion, therefore, is that lye is not only a hardware line but a very profitable one.

RUBBER TIRES FOR CARRIAGES.

HARDWARE men should study the value of rubber tires. The great trouble in the past with rubber vehicle tires has not been in the quality of the rubber but in the methods employed in fastening the rubber tire to the wheel. The old method of passing a wire through the centre of the tire was not entirely satisfactory, because the retaining wire eats through the rubber and leaves the tire loose.

The patent controlled by the Dunlop Tire Company is known as the side wire device. Cross bars are vulcanized in the rubber tire, three-quarters of an inch apart. The ends of these cross bars are engaged by a side wire which grips the tire upon the outside, close to the rim of the wheel. This arrangement gives an absolu[illegible]ible fastening, and thus insures good wearing qualities for the rubber by preventing gravel and sand from working in between the rim of the wheel and the inner side of the tire.

REPORTED TIN DISCOVERY IN BURMA.

Loodon, Feb. 22.—Special cablegram to the New York Times: A dispatch from Colombo to the Times says: Col. K. M. Foss stated yesterday that he had been working northward from Mergui, in Lower Burma, to the Siamese frontier, with engineers, and that he discovered deposits of tin equal to those in the Straits Settlements, and likely to add largely to the world's output. There is excellent coal in the vicinity of the deposits.

CONDENSED OR "WANT" ADVERTISEMENTS.

Advertisements under this heading, 2c. a word first insertion; 1c. a word each subsequent insertion.

Contractions count as one word, but five figures (as $1,000) are allowed as one word.

Cash remittance to cover cost **must** accompany all advertisements. **In no case** can this rule be overlooked. Advertisements received without remittance cannot be acknowledged.

Where replies come to our care to be forwarded, five cents must be added to cost to cover postage, etc.

SITUATIONS VACANT.

WANTED — Experienced Hardware traveller. To cover Manitoba for firm having good connection. Best of references required. Good opening. Apply Box 103, HARDWARE AND METAL, Toronto. (7 t f)

CLERK—With some experience in hardware business; give age and salary expected. F. Hamilton Co., Limited, Hamilton. (9)

SITUATIONS WANTED.

AS clerk in hardware or general store; 5 years' experience; good references. Apply to Box 105, HARDWARE AND METAL, Toronto. (9)

AGENCY or traveller for hardware, heating, plumbing or sanitary engineers' supplies; 20 years experience; references. Box 107, HARDWARE AND METAL, Toronto. (9)

AGENT — Travelling through Canada, to carry, as a side line, table fancy glass and china. Apply Box 108, HARDWARE AND METAL, Toronto. (9)

TWO experienced hardware travellers wanted to cover Quebec and Maritime Provinces, with good connection with hardware trade.. Apply, Wilcox Mfg. Co., of Ontario, Limited, London, Ont. (9)

BUSINESS FOR SALE.

HARDWARE BUSINESS for sale in Manitoba. Stock will invoice about $4,500; owner engaged in other lines. For full particulars write Marshall-Wells Company, wholesale hardware, Winnipeg. (10)

PARTNER WANTED.

WANTED—Partner, active or silent, with some capital to invest in well-established business subject to great expansion. Highest references exchanged. Only acceptable parties need apply. Box 101, HARDWARE AND METAL, Montreal. (10)

AGENCY WANTED.

AN established Manufacturers' Agent in Montreal representing several large American houses, with representatives covering all Canadian territory, wishes to secure a good Canadian manufacturer's line in Hardware or Specialties. Address Box 102, HARDWARE AND METAL, Montreal. 20

TO EMPLOYERS.

The undersigned labor agent is prepared to forward help to employers who are short-handed. Picked hands of any trade procured on shortest notice, paying own passage. Over 800 registered, Term moderate. F. C. SMITH, 22 Penton street, London, Eng. (14)

R. E. THORNE, 768 Craig St., **MONTREAL**
Wholesale Agent and Importer
Dry Colors, Ochres, Bronze Powders, Aluminum Powder, Schlag Metal, Bronze Liquids and Varnishes.
Toronto Office—29 Melinda St.

$5 CHEQUE PERFORATOR
perforates and indelibly inks the amount. Five dollars only. Express paid. Sent on approval.
Canadian General Purchasing Agency
MONTREAL.

PAINT, OIL AND BRUSH TRADES

THE present condition of the paint and oil market will give the retail hardware man good reason to exercise great care in his buying during the next few weeks.

Prices on several lines seem to be demoralized, as may be judged from the range shown in our Toronto turpentine and linseed oil quotations.

White lead, putty, Paris green all show an unsteadiness which betokens a disposition on the part of wholesalers to get trade even at the expense of their margin of profit.

The various houses questioned give no evidence of unusual competition, but it is clear that, in some degree at least, there has been a wide difference of opinion as to the market.

In such a condition it is always well to be able to look for the best prices available, but it is well to be careful to avoid the dealer who under such conditions seeks to get rid of inferior goods at "bargain prices."

Intelligent Painting.

CANADA'S towns and villages present a much more pleasing aspect to the travelling public than they did fifteen or twenty years ago. The variety of tint is for the most part tasteful, but there is still much room for improvement.

The Canada Paint Co. offers the suggestion that the tens of thousands who intend to paint exteriors this season that they have regard, not only to their immediate surroundings,, but, in addition, make their selection from the combinations suggested in their color cards. In this way the user is sure to have a pleasing effect with a certainty of harmony of color.

The present is the thirteenth season since our amalgamated company took up in a vigorous manner the manufacture of prepared tinted paints with suggestions for blending, and every year the demand upon us has exceeded the previous. Our present tonnage represents the equivalent of a gallon of paint yearly to every family in the Dominion. This means paint sufficient to cover the exteriors of 2,000 average sized residences every week. Seeing the work of beautifying goes on so rapidly, the Canada Paint Company venture this hint as to the free use of their suggested color combinations.

Canada Paint Co. Souvenirs.

In the reference in last week's issue to the exhibit of the Canada Paint Co. attention was not directed to the souvenirs which they gave away, an elegant silver elephant to the ladies and a Wostenholme palette knife to the Canadian painters attending the convention. There was a rush for these souvenirs but they were early exhausted.

S. W. P. Representatives.

A typographical error rather mixed things up in our reference to the display made by the Sherwin-Williams Company at the Master Painters' Convention. The representatives of the firm present were: C. C. Ballantyne, Canadian manager; L. J. Fasquelle, manager of the varnish sales department, headquarters, Cleveland; J. W. Benson, Toronto; R. C. Misson and H. C. Lavery, representatives.

Office Improvements.

P. D. Dods & Co., Montreal, have been making some extensive improvements in their offices on McGill street, Montreal. "Island City" paints have been used freely and as the brush has been wielded by a skilful workman the result has been some very artistic decorative work. The feature which catches the eye is the company's trade mark in colors on the ceiling above the manager's desk.

LINSEED OIL

Raw and Boiled

"GUARANTEED PURE"

MANUFACTURED BY

Canada Linseed Oil Mills, LIMITED,

MONTREAL.

☞ **BARRELS WANTED!!**

We are open to **buy good sound, oak** Linseed Oil, Turpentine, Varnish, and Machine Oil Barrels.

McArthur, Corneille & Co.

MONTREAL

Glue and Gelatine

An extensive assortment, to suit all requirements.
WILL BE PLEASED TO SUBMIT SAMPLES AND PRICES

MANUFACTURERS AND IMPORTERS OF . . .

White Lead, Oils and Colors, Prepared Paints, Window Glass, Varnishes, Etc.

SELLING AGENTS IN CANADA

For the GENUINE
Imperial French Green
of JOHN LUCAS & CO., PHILADELPHIA.

And CELEBRATED
English Varnishes
of CHAS. TURNER & SON, LONDON.

Please mention HARDWARE AND METAL when writing.

TO INTRODUCE OUR

Ornamental Glass

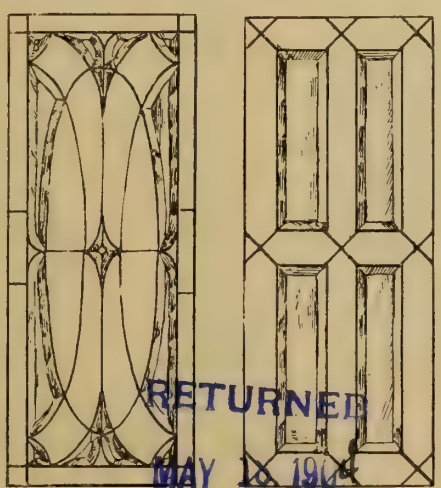
more fully to the the public **through** the Trade, we make this "special:"

We will show a series of fine **BEVEL PLATE** designs in

Door and Window Panels.

PRICES:
$1.50 per ft. Panels less than 3 square feet 10 per cent. additional.

DISCOUNT TO TRADE.



RETURNED
MAY 18 1904

104.

LUXFER PRISM CO.,

TORONTO and MONTREAL.

GILLETT'S

PURE POWDERED

LYE

Ready for Use in Any Quantity.
For making SOAP, softening water, removing old paint, disinfecting sinks, closets and drains and for many other purposes. A can equals 20 pounds Sal Soda.

SOLD EVERYWHERE.

E.W. GILLETT COMPANY LIMITED
TORONTO, ONT.

Paint and Oil Markets

Quebec.

Office of HARDWARE AND METAL,
232 McGill Street.
Montreal, February 25, 1904.

THE turpentine market is still full of surprises and once again the unexpected has happened, viz., a sharp falling off in quotations. There active condition. This time it appears seems to be no stability to the market and the quotations have been so changeable as the weather. Linseed oil is firmer in England as also is dry white lead, but not sufficiently so to affect actual quotations here. The larger factories are running at their full capacity and stock is being piled up owing to the inability of the railways to make deliveries. "If only navigation were opened," remarked a well known paint maker, "we could easily load up a few barges and we would be glad to do so to relieve our warehouses." There have been some fair bookings of Paris green and kalsomine and the demand for liquid paints bids fair to exceed anything known in previous seasons. We quote:

Ground White Lead--Best brands, Government standard, $4.60 to $4.75; No. 1, $4.25 to $4.40; No. 2, $4 to $4.10; No. 3, $3.67 1-2 to $3.77 1-2; No. 4, $3.30 to $3.40, all f.o.b. Montreal.

Dry White Lead.—$4.25 in casks, and in kegs $4.50.

Dry White Zinc.—Pure dry, in casks, 6 1-4c.; in 100-lb. kegs, 6 3-4c.; No. 1, zinc, in casks, 5 1-4c.; in 100-lb kegs, 5 3-4c.

White Zinc (ground in oil)—Pure, 25-lb. irons, 8c.; No. 1, 7c.; No. 2, 6c.

Putty.—We quote: Bulk, in barrels, $1.50; in 25-lb. tins and irons, $1.85; bladded putty in barrels, $1.75.

Orange Mineral.—Casks, 7c.; 100-lb. kegs, 7 1-4c.; smaller quantities, 8 1-4c.

Red Leads.—Genuine red lead, in casks, $4.25; in 100-lb. kegs, $4.50; in less quantities, $5.50 per 100 lb. No. 1 red lead, casks $3; kegs, $4.25, and smaller quantities, $5.25.

Litharge.—Ground, casks, 5c.; in less quantities, 5 1-2c.; flake litharge, casks, $5; smalls, $5.50 per 100 lb.

Linseed Oil—Raw, 1 to 4 barrels, 47c.; 5 to 9 barrels, 46c.; boiled, 1 to 4 barrels, 50c.; 5 to 9 barrels, 49c. Delivered in Ontario between Montreal and Oshawa at 2c. per gallon advance.

Turpentine—Single barrels, 93 1-2c.; 2 to 4 barrels, 92 1-2c. Standard gallon of 8.6 pounds.

Benzine.—25 to 26c.

Shellac Varnish.—Pure white, $2.60 to $2.80; pure orange, $2.60 to $2.80; No. 1 orange shellac, $2.40 to $2.60.

Mixed Paints.—$1.20 to $1.40 per gallon.

Castor Oil.—8 3-4 to 9 1-4c. in wholesale lots, and 1-2c. additional for small lots.

Canadian Paris Green — Barrels, 14 1-4c.; arsenic kegs, 14 1-2c.; 50 and 100 lb. drums, 15c.; 25-lb. drums, 15 1-4c; 1-lb. packages, 16c.; 1-2-lb. packages, 18c.; 1-lb. tins, 17c. Terms 2 per cent. discount for cash in 30 days or 90 days net.

English Paris Green.—50 and 100 lb. drums, 15c. per lb.; 25 lb. drums, 15 1-2c; 1-lb. paper boxes, 16c.; 1-lb. tin boxes, 17c. Terms, 2 per cent. 30 days; 90 days net.

Ontario.

Office of HARDWARE AND METAL,
10 Front Street E.
Toronto, February 26 1904.

The paint and oil jobbers seem to be taking the advantage of the quiet weeks of February to rearrange their prices to best advantage. Some dealers are making a feature of white lead and quotations as low as $4.35 have been heard, though this is not officially announced. The general quotations are about $4.50 but some houses claim to be getting $4.65. Dry white lead is selling at $4.50. One house is making a feature of its discounts, offering 2 per cent. off at 30 days. This in some cases puts their quotations on a distinct basis. Paris green is 1c. lower all round.

White Lead—Ex-Toronto, pure white lead, $4.50 to $4.65; No. 1, $4.05 to $4.20; No. 2, $3.75 to $3.90; No. 3, $3.35 to $3.50; No. 4, $3.25 in packages of 25 lb. and upwards; 1-2c. per lb. extra will be charged for 12 1-2-lb. packages; genuine dry white lead, in casks, $4.50.

Red Lead—Genuine, in casks of 560 lb., $4.25; ditto, in kegs of 100 lb., $4.50; No. 1, in casks of 560 lb. $3.75. ditto, in kegs of 100 lb., $4.25.

Litharge—Genuine, 5 1-2c.

White Zinc—Genuine, French V.M., in casks, $6 to $6.25; Lehigh, in casks, $6 to $6.25.

Shingle Stain—In 5-gallon lots, 60 to 85c. per gallon.

Paris White—90c. to $1 per 100 lb.

Whiting—60 to 65c. per 100 lb.; Gilders' whiting, 75c.

Shellac—Pure orange, in barrels, $2.50; white, $2.50 per gallon; No. 1, $2.37 1-2, including price of can.

Pumice Stone—Powdered, $2.50 per 15c. less; in less quantities 30c. extra, cwt. in bbls., and 4 to 5c. per lb. in less quantity; lump, 10c. in smal lots and 8c. in bbls.

Linseed Oil—Raw, 1 to 2 bbls, 48c.; boiled, 51c.; 3 to 5 bbls, raw, 47c.; boiled, 50c.; 6 to 9 bbls., raw 46c.; boiled, 49c., delivered, Toronto, Hamilton, London and Guelph. One firm is quoting raw, 1 to 2 bbls., 47c.; boiled, 50c.; 3 to

Send us a post card and let us tell you all about it.

ANCHOR LIQUID PAINT

Introduce it to your customers and it will make its own way. For years it has been on the Canadian market and has always given satisfaction.

The only white lead used in its manufacture is the world's standard —BRANDRAM'S B.B. GENUINE.

Made in Canadian factories by Canadian workmen, with Canadian capital.

HENDERSON & POTTS, Limited, Halifax.
HENDERSON & POTTS CO., Limited, Montreal.

A Word to Hardware and Paint Dealers.

A writer in one of the leading trade papers states it about right when he says: "There is no loss which is more serious, more discouraging than the loss ensuing from unsalable goods, or from the sale of goods which are so inferior as to annoy and even drive away customers buying them."

That is one point we have been trying for years to impress on the minds of Canadian Hardware and Paint Dealers, and yet occasionally a dealer is pursuaded to stock goods that have no record of merit nor proof of origin, and for which there is absolutely no call. Why do this, when

Church's Cold Water

ALABASTINE

so well and favorably known, and for which there is a large and growing demand, can be had from all hardware and paint jobbers, and at a price that affords a fair margin of profit? No danger of loss on account of unsalable goods when you stock ALABASTINE. The sale of it to a customer is an invitation to come again, and the results of the purchase are so pleasing that it establishes in the mind of such customer THAT YOURS IS THE PLACE to buy goods that are all right.

Plain talk to practical people, but do not our statements conform to your experience? Stock ALABASTINE—We help you to sell it!

THE ALABASTINE CO., Limited, PARIS, ONT.

STANDARD PAINT & VARNISH WORKS, LIMITED

Makers of High-Grade Varnishes, Japans, Paints, Colors and Enamels.

Windsor, Ont.

TRADE NOBLES & HOARE NH LONDON MARK

Nobles & Hoare,

CORNWALL ROAD STAMFORD STREET.

LONDON, ENG.

Manufacturers of

HIGH-CLASS VARNISHES ONLY

Which can be obtained direct from the works or from the principal Color Dealers in Canada.

GABRIEL & SCHALL,

205 Pearl St., NEW YORK.

IMPORTERS

LITHOPONE, Red and Green Seal
OXIDE OF ZINC, " " "
SULPHATE OF BARYTES (CRUDE and POWDERED)
CARBONATE OF BARYTES (PRECIPITATED)
BLANC FIXE (DRY and PULP).
DRY COLORS,
DRIERS, for PAINT AND VARNISH

"BRUNSWICK" ASPHALTMASTIC AND **BITUMEN**

Galt Carpet Stretcher

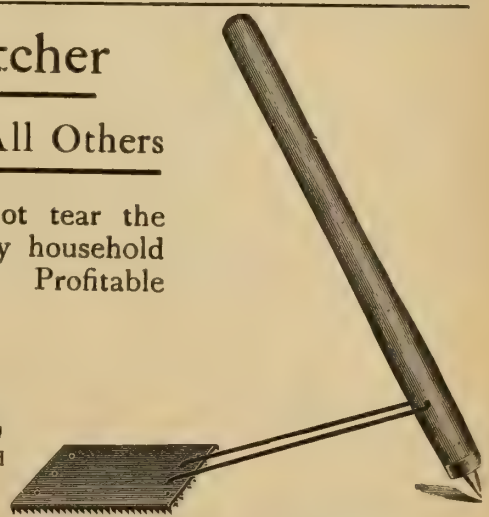
Away Ahead of All Others

Simple, Effective. Will not tear the finest carpet. Will sell to every household on the score of price and utility. Profitable to dealer.

SEND FOR BOOKLET.

Grand River Metal Works, Limited

Galt, - Ont.



"Island City" Paint and Varnish Works

Our "Island City" Enamel Paints are the best in the market—17 artistic shades.

Our "Island City" Aluminum, Gold and Silver Paints can be used with great satisfaction on Furnaces, Radiators, all sorts of Furniture and Ornaments that require renovating.

P. D. DODS & CO., Proprietors, **Montreal, Toronto, Vancouver.**

WHY?

WHY DO I BUY THE CANADA PAINT COMPANY'S PAINTS?

BECAUSE their Paints will make the house bright and wholesome.

BECAUSE they will improve and add to the value of my customers' property.

BECAUSE they are made in the latest and most artistic shades.

BECAUSE they are easy to apply, being well ground to work smooth and easy.

BECAUSE each tin is tested before shipment and contents are fully guaranteed.

BECAUSE they have an established reputation, and their sale is steadily increasing.

BECAUSE **The CANADA PAINT COMPANY** are prompt and careful in shipping.

5 bbls., raw, 46c.; boiled, 49c., ex-Toronto, 2 per cent. off 30 days.

Turpentine—Single bbls., 94c.; 2 to 4 bbls., 93c.; 5 bbls. and over, open, Toronto, Hamilton, London and Guelph, with 2c. extra for delivery outside. One firm quotes: Single bbls., 91 1-2c.; 2 to 4 bbls, 90 1-2c., delivered; 5 bbls. and over, open, ex-Toronto, with 2 per cent. off 30 days. For less quantities than barrels, 5c. per gallon extra will be added, and for 5-gallon packages, 50c. and 10-gallon packages, 80c. will be charged.

Glues—Broken sheet, in 200-lb. bbls., 8 to 8 1-2c. per lb.; cabinet glue, in bbls., 11 1-2 to 12c.; emery glue, in bbls., 17c.; bookbinders', ground, 10 1-2c.; finest American, white, 19c.; No. 1 American white, 15c. per lb.

Putty—Common, $1.65; pure, bladders in barrels $1.75; bladders, in 100-lb. kegs, $1.90; bulk in barrels, $1.50; bulk, less than barrels and up to 100 lb., $2.10.

Plaster Paris—New Brunswick, $2 per bbl.

Liquid Paints—Pure, $1.20 to $1.40 per gallon; No. 1, $1.10 per gallon.

Barn Paints—65 to 70c. per gallon.

Castor Oil—English, in cases, 7 1-2 to 8c. per pound, and 8 1-2 to 9c. for single tins.

English Paris Green—Petroleum bbls., 13 1-4c.; arsenic kegs, 13 1-2c.; 50 to 100-lb. drums, 14c.; 1-lb. packages, 15c.; 1-lb. tins, 16c.; 1-2-lb. tins, 18c.

Canadian Paris Green (present delivery)—Petroleumn bbls., 13 1-4c.; arsenic kegs 13 1-2c.; 50 and 100-lb. drums, 14c.; 1-2-lb. tins, 18c.

Exhibit of The Canada Paint Co.

Shown at the recent convention of the National Master House Painters' and Decorators' Association, held in Toronto.

Window Glass.

MONTREAL.

The remarks made in our last issue still apply. There has been no change in price and trade continues on the quiet side. We quote as follows: First break, 50 feet, $1.70; second break, $1.80 for 50 feet. First break, 100 feet, $3.25; second break, $3.45; third break, $3.95; fourth break, $4.20.

O. C. Smith, general merchant, Deloraine, has sold out to S. K. Colquhoun.

DEPARTMENT OF ADVERTISING SUGGESTION AND CRITICISM

Edited by John C. Kirkwood, TORONTO.

NOTE—Herein are discussed the principles and practice of advertising. Subscribers are invited to send Mr. Kirkwood specimens of their newspaper and other advertising, for the purpose of review in this department. Address care of Department of Advertising, HARDWARE AND METAL.

Advertising Success and Failure.

EVERY succeeding year sees a growth in the volume of advertising. Some of those who can't or won't see the business side of advertising now will have their eyes opened next year. Advertising is a new force in getting business and it is not to be expected that it will be employed by everybody straightway. There was a time when the coal stove was looked at askance; when the self-binder was an experiment; when the stem-winding watch was regarded with distrust. The conversion of men to new things is a slow process, and perhaps it is well that it is so.

The men whom it is the most difficult to persuade to take up advertising as a business force are those who have memories of the "good old days" before the advent of modern advertising, and with a fine loyalty to the customs of the past they hold out against the newer order of things.

It must not be thought, however, that it is only the older men who see only waste in using printers' ink to get business. There are many young men who have made up their minds on the subject, and who wouldn't give a snap of the fingers for all the newspaper advertising in the land. To both these classes arguments to support the efficacy and value of advertising are vain.

There are others who are open-minded, willing to be educated in the matter of advertising, with legitimate doubts, with inquiries that as yet have not been answered, and who are not advertising simply because they have not seen that advertising is all that is claimed for it as a business factor. Such men constitute a hopeful class.

There are yet others who have advertised, so they assert, and who have obtained no results; therefore, they say, advertising is "no good." There were men who tried some centuries ago to find a passage to the Far East by way of the Atlantic Ocean. Many of these navigators failed in their efforts, yet Columbus succeeded where they failed,—did not succeed in finding a highway to the Orient, but nevertheless succeeded, and discovered a new world. Because some fail is no reason why there should be failure. Why men fail is a subject for study, for inquiry.

The failures in advertising are traceable. It may be that the newspaper is at fault, in not providing an adequate circulation; it may be that the advertisement inserted in the newspaper was of such a character that results from it could not be expected. Possibly the advertisement remained unchanged week after week, month after month. I have before me an advertisement in an Eastern Ontario newspaper that contains an announcement that a certain hardware dealer is supplying ice cream freezers and fly screens. This advertisement has been running so for months past. In the town where this man does business is another firm in the same general line of business who are known for many miles beyond their natural territory and whose business has grown into wholesale proportions. This latter firm advertise,—a fresh statement each week, and one timed to the needs of each particular season.

Some advertising does not pay because it is not trusted. The merchant who writes the advertising is able, it may be, to prepare a most tempting advertisement; it fairly bristles with well said and well set news; it suggests needs that before were not felt; it crystalizes indecision into action. The buyer finds alas! upon going to this store to make a purchase that the advertisement deceived him; that his expectations are far from being realized; that misrepresentations were made. Confidence is lost not to be restored, and the sinning merchant may use whole pages and a barrel full of adjectives, red ink and pictures, without avail.

Advertising to prove effective must be persistent. The occasional announcement is not impressive. If advertising is good at all, it is good all the time. The man whom one meets and listens to oftenest is the one who is heard and heeded. There are other reasons why advertising does not pay, but there are few reasons, if any, why advertising cannot be made to pay. If this business factor is to be productive, it must be attended to. Neglect in this direction is not only folly,—it is worse, for it is waste. The man in business should work with all his might at his business quite as much as the toilers in other directions. And one of the mighty engines at his command and set for his use is advertising.

——

Trouble Saved by Not Advertising.

The modern merchant who never advertises escapes a lot of trouble, says the Retailer and Advertiser. He may keep out of some of it without intending to do anything of the sort, but he escapes it just the same. He gets rid of the trouble of preparing advertisements, and, of course, has no worry about changing them and keeping them fresh and up-to-date. He is not bothered about the way his advertisements are printed, nor the position they occupy. He can say, with much truthfulness, that it is no trouble to show goods, for he is seldom asked to show any. But his greatest saving of trouble is in not having to sell goods to people who stay away, but who would come to his store if he advertised. Then, as he sells few goods, he has few goods to buy, and there is more trouble saved. He never has the trouble of selecting and paying a large staff of assistants. He gets rid of the trouble of having to pay for advertising. Finally he never has the trouble of enlarging his store, or of removing to a bigger one, and it is very little trouble to count his money. Strange, what a lot of trouble a merchant makes for himself by advertising!

STOVES AND TINWARE.

Soldering and Plating Aluminum.

BURGESS & HAMBUECHEN show the great influence which the ever present thin, invisible film on an aluminum surface has upon the success of various operations, says an electrical paper quoted in the Journal of the Franklin Institute. The film is supposed to have considerable strength and continuity, and if it is broken or removed by mechanical means the aluminum immediately forms a new one. In soldering aluminum the principal difficulty seems to be due to the failure of the alloy used as a solder to adher to the aluminum, a condition attributable to the protective film, which must be eliminated before the metals can unite. A successful solder consists of about 21 per cent. of zinc, 76 per cent. of tin and 3 per cent. of aluminum; it may be applied directly to a cleaned aluminum surface without the use of a flux, and at a temperature but little above that which is necessary for soldering copper or iron.

There are certain advantages in the apparent complication which the use of a flux involves; a suitable solvent for the oxide film increases the rapidity of the soldering process, increases the certaintv of adhesion and enables cheaper soldering mixtures to be used. The requirement for such a flux is that it should dissolve the coating and leave a clean surface for the solder to unite with, upon application of heat; it seems that water cannot be a component of a suitable flux. A material which, for certain solders, forms an admirable flux, is stearic acid; by applying it to a freshly scraped aluminum surface and then applving a tin-lead-zinc alloy, the matter of soldering aluminum presents scarcelv greater difficulties than does the soldering of other metals.

This almost ever present coating upon aluminum is also the source of difficulty in the deposition of a permanent coating of other metals upon aluminum surfaces; while it is very easy to deposit a layer of metal upon aluminum from almost any plating solution, in the great majority of operations the resulting coating can readily be removed, sometimes in remarkably thin and continuous layers. The prime requisite in successful depositions on aluminum is the complete removal of the protective film, so that the electro-deposited metal may be applied over the complete surface of and in intimate contact with the aluminum; if this condition is fulfilled, and the coating is nonporous, it will be durable.

The converse of this operation—i. e., the electro-deposition of aluminum upon other metals—appears to be impossible from aqueous solution. From the fact that, for equal weights, aluminum possesses about four times the energy as does zinc, considerable attention has been given to the problem of substituting aluminum for zinc in primary cells; but as a matter of fact aluminum does not behave well as the electro-positive metal of a battery and attempts to use it in practice have almost universally failed. The results of measurements made bv Mott of the potential of aluminum in various electroytes (measured against a normal electrode) are given in diagrams and tables. It appears that, of the various materials tested, ammonium fluoride would be the best material to use in connection with aluminum for battery purposes.

A Point of Honor in Buying.

THE following story was told before a meeting of retail hardware men by a Southern traveller: "I wish to relate a circumstance which occurred during the time the St. Louis graniteware wasselling at the contract price of 40 and 10 per cent., this price not to be cut under any circumstances. I was taking an order for a bill of these goods, when, in the midst of it, the buyer stopped and said: 'By the way, Jones, what price do I get on this ware?' I told him it was all in at 40 and 10 per cent., it being contract price, and the house would not bill it at less than that? He said he had been getting an extra 5 per cent., the salesman giving same and paying it out of his own pocket. I said to him: 'Is it not a fact that you are a leading member and deacon of the Methodist church, also superintendent of the Sunday school?' He replied that he was, but wanted to know what that had to do with buying graniteware. I told him that it was just such deals as that he was telling me of that sent many a good fellow to the pen. By rebating out of their pockets they gave away their salarv and when their wife needed a little money, were obliged to get colorblind and not be able to tell the firm's money from their own. The first thing they knew they were short with their firm, and must either make the shortage good, go to Canada and leave their happy home, or to the pen for a season.

"After listening to this heart-rending speech the merchant said he had never looked at it in that light, but since I had mentioned it he remembered of one good fellow who had done that kind of work and travelled the route I had mentioned, and gave me the order."

Extending Their Lines.

The Western Foundry Co., Wingham, Ont., are adding to their lines for this year several new patterns, including both cooking and heating goods. These lines they hope to have completed in a few weeks and they invite the trade to write for full information re them before buying for fall requirements.

CHECK PERFORATOR.

ATTENTION is called to the advertisement in another column of the Canadian General Purchasing Agency. This firm are advertising a simple and inexpensive indelible check perforator which makes it impossible for a check to be raised. In these days when so great a proportion of accounts are settled by check some such machine is not merely useful, it is really indispensable to the great majority of business men. A man may know and trust another to whom he pays a check, but he cannot know through how many different hands his check may go before it reaches the bank. This check perforator is, therefore, an insurance of one's bank account and surely one's bank account is as well worth insuring as one's life, therefore, an insurance of one's bank account and surely a bank account should be insured as well as one's property or life.

The machine is very simply operated. A half minute's time is all that is required to make a check perfectly safe. The machine will indicate the amount of the check with perforated figures and will ink the holes through the fibre of the paper with an indelible acid proof ink absolutely preventing any change of the amount. Absolute protection is afforded by this machine at small cost. Full particulars may be obtained by writing the Canadian General Purchasing Agency, Montreal.

Have you tried it?

Tried what?

SELLING MANTELS.

This is in your line of business, and it will pay you.

The Batty Stove & Hardware Co

76 YORK ST., TORONTO.

If you have the goods; We can Sell Them.

COLTART & CAMERON CO., Limited, WINNIPEG.

Manufacturers and Shippers of Hardware Specialties.

LOOKING TO THE WEST FOR TRADE?

COMMUNICATE WITH

COLTART & CAMERON CO., Limited

Manufacturers' Agents and Warehousemen,

WINNIPEG, CAN.

To Manufacturers' Agents

HARDWARE AND METAL has inquiries from time to time from manufacturers and others wanting representatives in the leading business centres here and abroad.

Firms or individuals open for agencies in Canada or abroad may have their names and addresses placed on a special list kept for the information of inquirers in our various offices throughout Canada and in Great Britain without charge.

Address

Business Manager

HARDWARE AND METAL

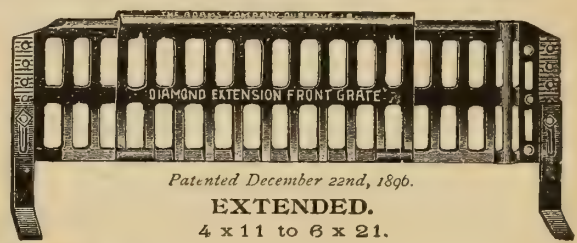
Montreal and Toronto

DIAMOND EXTENSION FRONT GRATE.

Ends Slide in Dovetails similar to Diamond Stove Back.

Diamond Adjustable Cook Stove Damper

Patented March 14th, 1893.



Patented December 22nd, 1896.

EXTENDED.

4 x 11 to 6 x 21.

For Sale by Jobbers of Hardware.

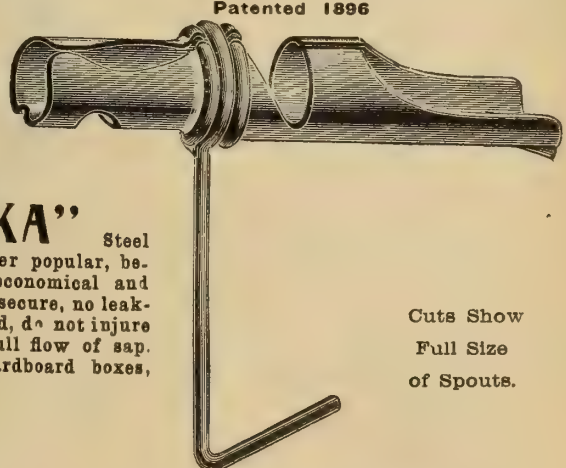
Manufactured by THE ADAMS COMPANY, Dubuque, Iowa, U.S.A

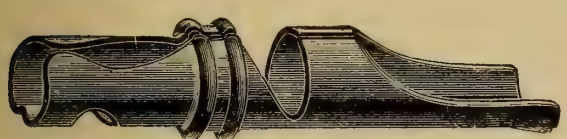
" TAYLOR-FORBES CO., Limited, Guelph, Ontario.

SAP SPOUTS

STEEL

Patented 1896





Supplied with or without hooks

THE **"EUREKA"** Steel Sap Spouts are ever popular, because they are economical and durable, safe and secure, no leakage, easily inserted, do not injure the tree, secure full flow of sap. All packed in cardboard boxes, 100 each.

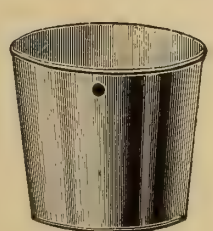
Cuts Show Full Size of Spouts.

SAP BUCKETS

Long Pattern.

SUBSTANTIALLY MADE

PRACTICAL and DURABLE.

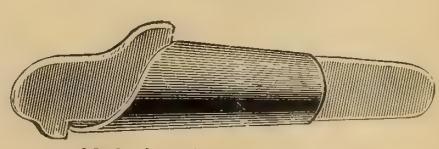


Western Pattern.

Prices and Samples on Application.

"IMPERIAL"

TAPERED.



Made from heavy tinned sheets, specially adapted for . . .

COVERED SAP BUCKETS.

SLIGHTLY FLARING, FITS CLOSELY TO THE TREE AND WILL NOT OVERFLOW UNTIL NEARLY FULL.

The THOS. DAVIDSON MFG. CO., Limited. . . . MONTREAL

HEATING AND PLUMBING

PLUMBING PRACTICE UP-TO-DATE.

By Lewis Le Grow, Toronto.

THE plumber has always stood for one who works in lead; the name stands for the same to-day, but it has advanced to a position where it not only represents one who works in lead but also one who is responsible for the health of the community more so than any other, and as it has been stated that there is nothing new under the sun, plumbing as we find it to-day is a contradiction of that statement.

It is not long since that plumbing was looked upon as the least important part of a house. It was considered quite up-to-date to have a 4-inch tile drain, extending from sewer on street to the most convenient point and then to run branches to different houses without respect to what basements it went through, or how complicated it might be constructed. Once an obstruction occurred in main drain all properties dependent on it suffered in consequence. To-day every house must have its own drain carried outside of foundation walls.

Light soil pipe was universally used to bath room, then extended with galvanized iron through roof with slip joints. Every fixture in the bath room would be connected into heel of closet bend and it often connected to soil pipe with a putty or rust joint. Then for the finishing of the job, Pan-Hopper or Demerst closet was considered quite a luxury, but on no condition was any part of it to be exposed that might allow the free circulation of pure air which in the opinion of many was not so important as every thing boxed in and painted so that microbes and other parasites might the better increase.

With the advance of practical and technical education, laws have been adopted to compel people to appreciate good plumbing. Our improvements have affected all fixtures and condition of work, the most important being our system of backventing and syphon jet closet.

We will briefly notice the most important article of plumbing construction, namely, traps. A great many have been placed on the market, but from experience I find that traps with internal partitions are most dangerous. A flaw may exist in this partition above the water line and allow gas to enter the house. When we consider that it is not the depth of seal that offers the most resistence to syphonage, but the amount of water and that it is the depth of seal and not the amount of water that offers the greatest resistence to sewer gas, it is very important that the trap should be well made and work on the centrifugal principal with a back vent to relieve the trap from the pressure of sewer gas. The main trap in the sewer in my opinion should not

Lewis Le Grow, Toronto.

be tolerated, it prevents the ventilating of sewer through the main stack and it also acts as an impediment to the flow of sewerage.

House drains should carry waste out of the house—not much nor little, but all—and do it promptly, when that which is intended for the street sewer is started on its journey it should be afforded a means of reaching its destination at once and without interruption, not a particle of filth should be allowed to cling to the sides of waste pipes nor be held in solution in some trap until it begins to decompole and give off its dangerous gases.

Kitchens of hotels and restaurants should have a grease trap situated in an open space and easily to clean out, all back vents on bath traps should rise perpendicular through the floor and not be bent so low on the trap as would allow any particles of waste matter to accumulate around its opening and stop the free ingress of air. When this occurs there is danger of syphoning. Where vent from traps connect with wrought iron pipes square elbows should not be used, angle fitting are the only perfect connection. Water closets such as the Richelieu and improved Sanitary should not be used on sanitary work owing to the vent being made a part of the trap and crockery is not a safe thing to connect with lead, the vent being rigid any settling of the floor or movement of the fixtures is likely to break off the vent horn. And to prevent any settlement of soil pipe, it should rest on a foundation of brick or stone properly built by a mason. There are too many stacks of soil pipe connected with the tile drain allowed to rest on a bed of sand supported only with iron hangers. We have all had experiences of a very unpleasant nature from hoar frost accumulating at top of 4-inch soil pipe above roof, stopping the ventilation of the fixtures and causing syphonage, allowing sewer gas to saturate the room in a short time. All soil pipe passing through the roof should be increased to 5-inch from underside of same.

Another part of very great importance to the health of the people is the proper construction of a cesspool. It should be so placed that the liquid from it into the surrounding soil may not affect the water supply or leak into the cellar of the house. It should be located at a lower point than either the house or the well. When properly built of brick or stone with loose joints, with drain tiles to distribute the water, leaving behind the solid matter which should be removed when necessary, we will find the sanitary arrangements equal to our city sewerage system.

The improvements of water closets have been remarkable, thanks to the energy of our manufacturers and the healthy competition amongst us to introduce to our customers the very best appliances. The syphon water closet takes first place to date. The energy of the flush is exerted without loss under atmosphere pressure; it produces complete syphonage. In the washout closet before the trap is reached much of the energy is wasted. Water closets constructed in basements should be arranged with a due regard for the effects of the sun, for there is no disinfectant so

HE WANTS TO KNOW if you are selling a paint you are willing to guarantee—Are you?

Everyman selling paint without a reputation sells it for to-day only. The customer never comes back, and he never sends anybody.

RAMSAY'S PAINTS

are paints you can guarantee—your customer is pleased, he tells the other man.

With Ramsay's Paints we are definite. We assist you to get buyers. We give it to you at a price that pays. We give you the best that goes.

Ramsay's Paints are for money and business.

Will you try it?

A. RAMSAY & SON **EST'D** **THE PAINT**
MONTREAL **1842** **MAKERS**

The New Century Ball-Bearing Washing Machine.

Not the cheapest but decidedly the best Washing Machine made.

Five to seven minutes only required for a tubful.
The operator need not stand when using it, and there is practically no wear on garments.
Full information given on application.

THE DOWSWELL MANUFACTURING CO.,
Hamilton, Ont. Limited.
W. L. HALDIMAND & SON, Montreal, - Eastern Agents.

Skill, good material and scientific exactness have made

Oxford Radiators

the most perfect on the market. The uniformity of the castings prevent expansion cracks. Each loop and each assembled radiator is carefully tested. They leave our foundry perfect in every detail.

Oxford Hot Water and Steam Boilers

are built of the best cast iron—they will not rust.

They are acknowledged the very best in use, combining every latest improvement.

Write us for full details.

The Gurney Foundry Company, Limited,

Toronto Winnipeg Vancouver

The Gurney-Massey Company, Limited,

Montreal.

"Dominion Brand" Tarred Felt.
THE BEST THAT MONEY CAN BUY.
"Shield Brand" Ready Roofing, 2 and 3-ply.
QUICK SELLERS.
MANUFACTURED ONLY BY
Lockerby & McComb, 65 Shannon St., Montreal
Bell Telephone Main 1989.

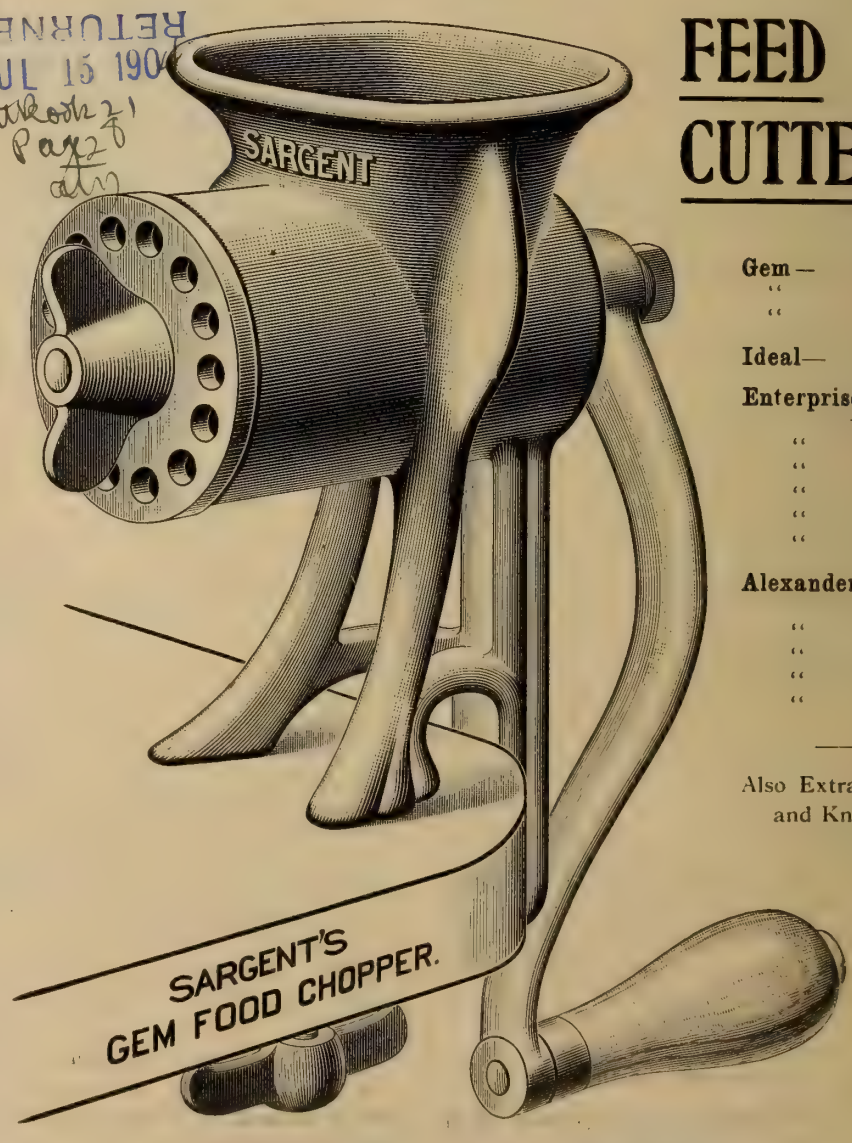
sure as sunlight and ventilation. Local vents should always be connected directly with the closet bowl to be of the most practical benefit, and where it connects with the chimney it should run into a piece of iron pipe as galvanized iron in time will become rusted.

A great source of trouble in our homes which we fail to be conscious of is the refrigerator. Into it is placed the important things of life and it is surprising how little attention is paid to the proper disposal of the waste water. It should be conducted into an open pan or sink, placed some distance from the end of the waste pipe, with a good air space. This fixture properly trapped and vented and supplied with faucet would remove a great source of unpleasantness.

House drainage at the present time consists of two parts, soil and waste pipe above ground, and tile drains under ground. For each part there are different tradesmen, the plumber taking care of work above ground, the drain men that below the ground. The connection of soil pipe with the system of drainage belongs to the plumber, and he is responsible for the same. This connection has to be made with cement, and the most important of all, for it is covered up and not likely to be seen again until trouble occurs in the drainage. If then it is admitted that iron pipe free from all defects is necessary above ground, is it not of more importance that the same soil pipe should continue uninterrupted to a point outside of the foundation walls.

In this city materials out of which house drains have been constructed have remained the same while other improvements were being made, and it is time that we should take the initiative and have our drainage system placed in a proper position and constructed of material that the first cost will be the only one, and that the interest of men engaged in the building business and the men engaged in the manufacture of tile pipe must take second place to the

The John Bowman Hardware and Coal Co.,
LONDON, = = ONT.



FEED CUTTERS

Gem— No. 20.
" " 22.
" " 24.
Ideal— No. 25.
Enterprise—
No. 5.
" " 10.
" " 12.
" " 22.
" " 32.
" " 100.
Alexander—
No. 5.
" " 10.
" " 12.
" " 22.
" " 32

Also Extra Plates and Knives.

SEND US YOUR ORDERS.

RETURNED JUL 15 1904

health of the people. The ordinary tile drains must be discarded since they cannot be secured against breaking and defective joints. Perfect joints and not mere increasers must be used between sections of drains and soil pipes inside of any building. The removal of main traps and the purification of sewer gas that is the most poisonous, namely, sulphureted hydrogen and sulphride of ammonium.

It is not extravagant to talk about a perfect system of drainage since lasting material can be used. There is no more reason why there should be perishable material used and defective joints made in house drains than in the pipes which convey the gas. The latter are air tight and gas tight; so should the former be. House drains should be recognized as a part of a house, not as something that will be covered up and not of so much importance. The supervision and the construction of house drainage should be put under the direction of the responsible and practical plumber, and not as at present to any man who can do it the cheapest.

It appears very simple to those who take no further thought of it that the essential element in plumbing is the ventilation of the sewers, but conditions and details of actions require to be studied, taking into consideration the disregard many people have for the plumbing fraternity, and it will be necessary for us to use scientific knowlege and practical experience to improve the sanitary comforts for all conditions. A united co-operation between the medical, architectural and engineering societies, lead on by our own professional plumbing and heating engineers, we might yet see the day when we will fully realize that an Omnipotent Providence has placed on us a responsibility of educating the indifferent to an understanding that the highest material things in life are cleanly surroundings and a pure system of ventilation.

Toronto Master Plumbers Meet.

THE regular open monthly meeting of the Toronto Master Plumbers' Association was held on the evening of February 22, in the rooms of the association, Richmond street, West.

The feature of the evening was the reading of a valuable paper by L. LeGrow on "Plumbing up-to-date," which, on account of its comprehensiveness and wealth of suggestions, has been reproduced elsewhere in this issue of Hardware and Metal.

Among the manufacturers and supply men represented were :

A. A. McMichael, of the James Robertson Co.

P. McMichael, of the Dominion Radiator Co.

H. W. Anthes, of the Toronto Foundry Co.

W. L. Helliwell, of the Gurney Foundry Co.

R. J. Means, of Cullen & Johnson.

W. L. Spence, of the Ontario Lead & Wire Co.

W. Linton, of the Standard Ideal Co., Port Hope.

W. S. Jackson, of the Ideal Co

All these gentlemen gave expression to the utmost felicity existing at present between the master plumbers and the supply men. One speaker remarked that the manufacturer and plumber had no grievances; the lion and the lamb might lie down together with absolute impunity.

A. A. McMichael, on behalf of the manufacturers and supply men, extended an invitation to the master plumbers to pay them a return visit one month hence when he promised the manufacturers would recite for their benefit the "Story of Life." The acceptance of this invitation by the master plumbers was moved by Mr. Mansell, seconded by Mr. Meredith.

It was hinted that the meeting might assume the form of a debate on some subject pertinent to the plumbing trade, but the final arrangements were placed in the hands of a committee comprised of representative plumbers and supply men and manufacturers.

The evening was pleasantly interspersed with songs and recitations and was not brought to a conclusion until a late hour.

Ottawa Master Plumbers Meet.

The regular annual meeting of the Ottawa Master Plumbers' Association was held recently. In order that the requirements of the times may be better served the organization has revised its code. The retiring officers were :

President—F. G. Johnston.
Vice-President—Gil Julien.
Secretary—H. A. Knox.

The retiring president, on behalf of the association, presented the retiring secretary with a smokers' set as a mark of esteem of the ability with which he has carried on his duties. The following officers were elected for the ensuing year :

President—Gil Julien.
1st Vice-President—D. O'Connor.
2nd Vice-President—A. Langelier.
Treasurer—Wm. Northwood.
Secretary—T. Blyth.
Sanitary Committee—J. Livock, J. R. McLennan, J. McKinley, Mr. Martel, Mr. Normand.
Auditors—C. Watt, H. A. Knox.
Tyler—P. I. Bois.

Will Hold a Conference.

At the meeting of the executive of the Provincial Association of Master Plumbers on February 18, it was decided to ask the supply men to meet the executive committee of the Provincial Association in Hamilton, the day before the annual convention, which begins there on Good Friday next, April 1. The secretary, Mr. Meredith, was instructed to draft a letter to this effect and to forward the same to the supply men. The convention will last two days; Friday and the Saturday following.

Building Notes.

A four-room brick school is to be built in Sarnia. J. W. Smith is chairman of the management committee.

Tenders are being called for the erection of a brick church in the Township of Charlotteville, Ont., by H. W. Cook, Atherton, Ont.

Tenders are being called by P. McAra, Jr., for the erection of a Presbyterian church at Regina, N. W. T. The building will be of brick on stone foundation; the seating capacity is to be 1,000.

Building Permits Issued.

MONTREAL.

Joseph Villeneuve, 298a Meutana, for alterations to 1951 Labelle, to cost $700.

A. Robertson, Dufresne Ave. and Lalonde, for alterations to same building to cost $900.

Dr. D. C. McCallum, 57 Union ave., for alterations to 45 Union avenue, to cost $6,000.

Mrs. F. A. Dubuque, 1171 Sanguinet, for alterations to 80 St. Felix, to cost $500.

TORONTO.

Dr. Taker, a two storey and attic brick dwelling on Dundas street, near Arthur street, to cost $3,000.

E. Ockley, a pair of semi-detached two storey brick dwellings, on Lansdowne avenue, to cost $4,500.

H. G. Muntz, a pair of semi-detached two storey brick dwellings on Concord avenue, to cost $3,000.

Mrs. S. J. Graydon, a pair of two storey and attic brick dwellings on Huron street, to cost $7,000.

Mrs. S. J. Graydon, a two storey and attic stone dwelling on Huron street, to cost $4,000.

Joseph S. Montgomery, three attached dwellings on the corner of Euclid avenue and Harbord street, to cost $8,000.

Geo. Wallis, a two storey and mansard addition to store on College street, to cost $2,000.

BUILDING AND CONTRACTING NOTES

HARDWARE AND METAL would be pleased to receive from any authoritative source industrial news of any sort, the formation or incorporation of companies, establishment or enlargement of mills, factories foundries or other works, railway or mining news, etc. All such correspondence will be treated as confidential when desired.

THE National Typewriter Company, Limited, Toronto, have been incorporated with a capital of $40,000, to manufacture and deal in typewriting and other machines, office furniture and office supplies. The directors are: F. H. Hurlburt, W. A. Mills and Wm. York, all of Toronto.

The Department of Public Works, through Fred. Gelinas, secretary, is calling for tenders, to be received up to March 11, for the construction of an extension to the government wharf at Sault Ste Marie, Ont. The plans and specifications may be seen at the office of H. A. Gray, Confederation Life Building, Toronto.

Cement, Stone & Building Co., Limited, Toronto, have been incorporated with a capital of $50,000, to manufacture and deal in all kinds of building materials and builders' supplies, and to erect all kinds of buildings. The directors are: W. D. McVey, H. H. Thompson, R. Taggart, R. M. Young, and Wm. McBean, all of Toronto.

The Deep Oil & Gas Co., Limited, London, Ont., have been incorporated with a capital of $100,000, to produce, manufacture and deal in crude or refined petroleum oil, other oils and natural gas. The directors are: L. Teskey, Toronto; C. E. J. Smith, and L. E. Smith, A. Elliott, A. T. McMahen, all of London; and E. C. Teskey, St. Thomas.

Vermilion, Assiniboine & Saskatchewan Land Co., Limited, Toronto, have been incorporated with a capital of $200,000, to carry on a real estate business. The directors are: Col. S. Hughes, Lindsay, Ont.; Hon. R. P. Roblin, and E. L. Taylor, both of Winnipeg; J. J. Main, L. C. Bull, W. P. Bull and T. H. Hamilton, all of Toronto.

Notes.

The Carter-Crume Co., Limited., have increased their capital from $1,975,000 to $2,050,000.

Petrolia Torpedo Co., Limited, incorporated by the Dominion Government, have been granted a license to carry on their business in Ontario.

The Canadian Elevator Co. will erect an elevator at Fort William, Ont., with a capacity of 1,500,000 bushels.

The John Goodison Thresher Co., of Sarnia, Limited., have increased their capital from the sum of $99,000 to the sum of $300,000.

Novi-Modi Costume Co., Limited, incorporated by the Dominion Government, have been granted a license to carry on their business in Ontario.

J. H. New, of Toronto, has purchased the entire capital stock of the Hamilton & Toronto Sewer Pipe Co., Limited, of Hamilton, Ont. The price paid was $112,000.

The National Cash Register Co., incorporated in the United States, have been granted a license to deal in cash registers in Ontario, provided that they do not use a larger capital than $40,000.

The annual meeting of the National Cement Co., Limited, of Durham, Ont., was held in the Temple Building, Toronto, recently. The reports showed the liabilities to be in excess of the assets by $86,936.75.

Osgoode Dairy, Limited Toronto, have been incorporated with a capital of $40,000, to carry on a dairy business in all its branches. The directors are A. Graham, F. J. Ferguson, and Geo. R. Geary, all of Toronto.

E. G. E. Folkes, manager of the Wilkinson Plow Works, Toronto Junction, proposes to organize a company for the manufacture of wagons at the Junction, the site to be next that of the plow works. He contemplates having the company organized by Spring.

The Bailey Cutlery Works, Brantford, Ont., have been closed down for good, and the machinery has been sold. The industry was forced to close down about two months ago, because, it is said, of the slaughter prices of American firms, and it has not been reopened.

Hennepin Securities Co., Limited, incorporated in the States, have been granted a license to carry on in Ontario a real estate business, provided that in doing so the company do not use a capital larger than the sum of $50,000.

Jas. Ross, president, J. R. Watson and F. L. Franklyn, both directors, of the Dominion Coal Co., were in Sydney recently in order to inspect the company's collieries, one of the chief objects being to look over the site of the new mines the company propose to open in the Summer.

Geigy Aniline & Extract Co., incorporated in the United States, have been granted a license to manufacture and deal in anilines, dyestuffs, colors and chemicals, in Ontario, provided that in so doing they shall not use a larger capital than $40,000.

The Tuf Sole Shoe Co., Limited, Toronto, have been incorporated with a capital of $50,000, to manufacture and deal in shoes, boots and rubber goods. The directors are: B. L. Kennedy, P. M. Goff, J. W. Phillips, and S. I. Kennedy, all of Toronto.

A. B. Ormsby, Limited, Toronto, have been incorporated with a capital of 100,000, to carry on the business of a building contractor, and also that of a manufacturer and engineer. The directors are: S. N. Ormsby, A. B. Ormsby, T. A. Rowan, N. S. Lackie, and E. Lackie, all of Toronto.

The Double Use Mitten Co., Limited, Dundas, Ont., have been incorporated with a capital of $100,000, to manufacture and sell all kinds of gloves and mittens. The directors are: H. G. Smith, C. H. Frost and H. C. Gwyn, all of Dundas, Ont.

The Toronto Furniture & Supply Co., Limited, Toronto, have been incorporated with a capital of $100,000, to manufacture and deal in all kinds of house furnishings and supplies. The directors are: T. Clarke, T. Walker, and W. H. George, all of Toronto.

The Barnett & Record Co., Limited, incorporated in the United States, have been granted a license to carry on in Ontario a general contracting, building and mechanical engineering business, provided that the company do not use a larger capital than $25,000.

It is reported that a strong syndicate of Canadian and American capitalists, headed by H. M. Whitney of Boston, have been formed to develop and operate the extensive sub-marine coal areas at South Head, Port Morien, N. S.

The smelting works of the Canadian Copper Co., Copper Cliff, Ont., have been damaged by fire to the extent of $150,000. Arrangements have been made to use the mond smelter at the Victoria mines until the works can be repaired.

. . FULL STOCK . .

Salt Glazed Vitrified

SEWER PIPE

Double Strength Culvert Pipe a Specialty.

THE CANADIAN SEWER PIPE CO.

HAMILTON, ONT. TORONTO, ONT.
ST. JOHNS, QUE.

Permanent, Economical, Handsome.

Arrow Brand Asphalt Ready Roofing

Comes in rolls, ready to lay, with nails and cement.
All ready covered with white sea gravel. No further attention after laid.

A. C. JENKING, Sole Agent,
Room 215 Coristine Building, - - MONTREAL.
Sun, Frost, Water, Fumes DO NOT affect it. Write to-day for agency.

Will Hold Up a Shelf!

That's what a shelf bracket is for.

For this purpose there can be NOTHING BETTER, NOTHING CHEAPER than the BRADLEY STEEL BRACKET. It is well Japanned, Strong and Light. The saving in freight is a good profit, aside from the lower price at which the goods are sold. Order direct or through your jobber.

ATLAS MFG. CO.,
New Haven, Conn., U.S.A.

MADE IN ENGLAND.

HACK SAW BLADE

MADE BY
CHAS. BAYNES
KNUZDEN BROOK
BLACKBURN

The Hanover Portland Cement Co., Limited

HANOVER, ONTARIO.

Manufacturers of the Celebrated **"Saugeen Brand"** OF PORTLAND CEMENT.

Prices on application.

PORTLAND CEMENTS

Best German, Belgian and English Brands.

FIRE BRICKS
FIRE CLAY
FLUE LININGS
DRAIN PIPES
HARD WALL PLASTER
CALCINED PLASTER
WHEELBARROWS
MORTAR STAINS.

A Full Stock of Builders' and Contractors' Supplies.

W. McNALLY & CO.

40 to 52 McGill St. (Cor. Wellington St.)
MONTREAL.
Write for our quotations.

"THE EMLYN" SAW BENCH

Made in 6 sizes. Best value obtainable. Specially designed for export With or without "Emlyn" Patent Guard. Sole maker—

CHARLES D. PHILLIPS,

Cables— "Machinery," Newport.
Emlyn Engineering Works NEWPORT, MON., ENGLAND

\$ \$ \$ \$ \$ \$ \$ \$ \$

CONTRACTS

mean dollars for the pockets of contractors. The weekly reports in the

CANADIAN CONTRACT RECORD

tell where contracts may be had.
$2 per year buys them. Address

THE CONTRACT RECORD
Toronto and Montreal

DO YOU KNOW US?
Get Acquainted.

We cut BRASS AND COPPER SHEETS AND TUBING to any size.
Promptly, too.

The Booth Copper Co.,
LIMITED,
119-123 Queen St. East,
TORONTO.

THE ROOF

the eaves, the siding; the inner walls and ceilings,—we are interested in them all; for we supply

Corrugated Iron,
Metallic Walls,
Metallic Ceilings, and
The Ormsby Skylight.

WRITE US.

A. B. ORMSBY & CO.,
Cor. Queen and George Streets,
TORONTO, ONT.

You needn't worry about your parcels when they are wrapped in our brown or manilla

Wrapping Papers

because they will arrive at their destination in a respectable condition. Full count, full weight in in every order we send out.

CANADA PAPER CO.
Limited
Toronto Montreal and Windsor Mills, Que.

ATKINS HIGH-GRADE, CROSS-CUT SAWS ARE SUPERIOR TO ALL OTHERS IN MATERIAL, TEMPER, WORKMANSHIP FINISH AND CUTTING QUALITIES.

OUR VICTOR, TUTTLE TOOTH AND SEGMENT GROUND SAWS ARE THE FAVORITES IN THE CAMPS

E. C. ATKINS & CO.,
INCORPORATED.
Factories and Home Office: INDIANAPOLIS, IND., U.S.A.

LEADING MANUFACTURERS OF HIGH-GRADE, CROSS-CUT, HAND, BAND, CIRCULAR, HACK, BACK, WOOD AND SMALL SAWS OF ALL KINDS

Write for Catalogue and Prices

C. D. TEN EYCK, Sales Agent for Canada. Toronto Office; 30 Front St. East. Tel. Main 1896.

A Change Mat

of Felt as per cut along side will be mailed to any merchant who writes and encloses two cent stamp (for postage) to the agents of

H. BOKER & CO.

P. O. Box 366 - - MONTREAL.

CURRENT MARKET QUOTATIONS.

February 26, 1904.

These prices are for such qualities and quantities as are usually ordered by retail dealers on the usual terms of credit, the lowest figures being for larger quantities and prompt pay. Large cash buyers can frequently make purchases at better prices. The Editor is anxious to be informed at once of any apparent errors in this list, as the desire is to make it perfectly accurate.

METALS.

TIN.

Lamb and Flag and Straits—		
56 and 28-lb. ingots, 100 lb.	$30 00	$31 00

TINPLATES.

Charcoal Plates—Bright.

	Per box
M.L.S., equal to Bradley—	
I C, usual sizes	$6 50
I X "	8 00
I X X "	9 50
Famous, equal to Bradley	
I C	6 75
I X	8 25
I X X	9 75
Raven and Vulture Grades—	
I C, usual sizes	4 25
I X "	5 00
I X X "	5 75
I X X X "	6 50

"Dominion Crown Best"—Double Coated, Tissued.

	Per box.
I C	5 50
I X	6 50
I X X	7 50

"Allaway's Best"—Standard Quality.

I C	4 50
I X	5 50
I X X	6 50

Coke Plates—Bright.

Bessemer Steel—	
I.C., usual size, 14x20	3 50
I.C., special sizes, base	3 75
20x28	7 50

Charcoal Plates—Terne

Dean or J. G. Grade—	
I.C., 20x28, 112 sheets	7 50
IX., Terne Tin	10 50

Charcoal Tin Boiler Plates.

Cookley Grade—	
X X, 14x56, 50 sheet bxs. } " 14x60, " } " 14x65, " }	7 00

Tinned Sheets.

72x30 up to 24 gauge	7 25	7 50
" " 26 "	7 75	8 00

IRON AND STEEL.

Common bar, per 100 lb		2 00
Refined " "		2 40
Horseshoe Iron "		2 40
Hoop steel, 1½ to 3-in. base		2 75
Sleigh shoe steel, "		2 10
Tire steel	2 30	2 50
Reeled machinery		3 00
Toe calk steel	2 85	3 00
T. Firth&Co.'s tool steel, per lb	0 12½	0 13
Jessop's tool steel		0 14
Morton's tool steel	0 12½	0 13
Black Diamond and "B.C." tool steel	0 10	0 11
Chas. Leonard's tool steel	0 08	0 09
Jonas & Colver's tool steel	0 10	0 20
" "Air Hardening"		0 70
Drill steel, per lb	0 08	0 10
Russia Iron		
Genuine		0 11
Imitation Dom. Crown		0 06

STEEL BOILER PLATE.

¼ in	2 50	2 60
3-16 in	2 60	2 70
⅜ in. and thicker	2 50	2 60

BABBIT METAL.

"Tandem," A per lb.	0 27
" B "	0 21
" C "	0 11½
Frictionless Metal "	0 23
Syracuse Smelting Works:	
Aluminum, genuine	0 45
Government, "	0 44
Tough, "	0 40
Hard, "	0 40
Dynamo	0 30
Special	0 25
Harmony	0 22
Car Box	0 20
Extra	0 15
The Canada Metal Co.:	
Imperial, genuine,	0 40
Metallic	0 30
Hercules	0 20
Star	0 15
No. 1	0 12
No. 2	0 10
No. 3	0 06
No. 4	0 05
Geo. Langwell & Son.	
No. 1	0 08
No. 2	0 07
No. 3	0 05½
Extra	0 09½

BLACK SHEETS.

	Montreal.	Toronto
10 and 16 gauge	2 25	2 50
18 gauge	2 30	2 50
20 "	2 30	2 50
22 to 24 gauge	2 35	2 70
26 "	2 40	2 80
28	2 40	2 90

COPPER WIRE.

Discount, 50 per cent.

CANADA PLATES.

Ordinary		2 60
All bright		3 50
Galvanized Canada Plates—	Ordinary.	Dom. Crown
18x24x52	4 25	4 35
" 60	4 50	4 60
20x28x80	8 50	8 70
" 94	9 00	9 20

GALVANIZED SHEETS.

	Fleur-de-Lis.	Gordon Crown.	Comet	Queen's Bell. Head
16 gauge	3 65	....	....	....
18 to 24 gauge	3 75	3 75	3 75	3 75
26 "	4 00	4 00	3 90	4 00
28 "	4 25	4 25	4 05	4 25

American brands, $4.00 for 28 gauge.
Less than case lots 10 to 15c. extra.

CHAIN.

Proof coil, 3-16 in., per 100 lb.	....
" ¼ "	6 10
" 5-16 "	4 70
" ⅜ "	4 00
" 7-16 "	3 80
" ½ "	3 70
" 9-16 "	3 55
" ⅝ "	3 35
" ¾ "	3 30

Halter, kennel and post chains, 40 to 40 and 5 per cent.

Cow ties	40 p.c.
Tie out chains	65 p.c.
Stall fixtures	35 p.c.
Trace chain	45 p.c.

Jack chain, iron, single and double, discount 35 p.c.
Jack chain, brass, single and double, discount 40 p.c.

COPPER.

	Ingot.	Per 100 lb.
Casting, car lots		13 75

Bars.

Cut lengths, round, ½ to ⅞ in.	21 00	23 00
" round and square, 1 to 2 inches	21 00	23 00

Sheet.

Plain, 16 oz., 14x48 and 14x60	20 00
Plain, 14 oz.,	21 00
Tinned copper sheet	24 00
Planished	32 00

Braziers' (in sheets).

4x6 ft., 25 to 30 lb. each, per lb.	0 22
" 35 to 45 " "	0 21
" 50-lb. and above "	0 20

BOILER AND T.K. PITTS.

Plain tinned, per lb	0 28
Spun, per lb	0 32

BRASS.

Rod and Sheet, 14 to 30 gauge, 15 per cent

Sheets, hard-rolled, 2x4	0 23
Tubing, base, per lb	0 23½

ZINC SPELTER.

Foreign, per 100 lb	6 00	6 25
Domestic " "	..	....

ZINC SHEET.

5-cwt. casks	6 15	6 50
Part casks	6 50	7 00

LEAD.

Imported Pig, per 100 lb.	3 20	3 30
Bar, per lb	....	0 05
Sheets, 2½ lb. sq. ft., by roll	....	0 06½
Sheets, 3 to 6 lb. "	....	0 06

NOTE.—Cut sheets ½c. per lb., extra. Pipe, by the roll, usual weights per yard, lists at 7c. per lb. and 35 p.c dis. f.o.b. Toronto.

NOTE.—Cut lengths, net price, waste pipe 8-ft. lengths, lists at 8c.

ANTIMONY.

Cookson's per lb.	7 50	8 00

SHOT.

Common, $6.50 per 100 lb.; chilled, $7.00 per 100 lb.; buck, seal and ball, $7.50. Discount, 17½ p.c. Prices are f.o.b. Toronto, Hamilton, Montreal, St. John and Halifax. Terms, 3 p.c. cash, freights equalized.

PLUMBING GOODS.

BATH TUBS.

Zinc	6 00

Copper, discount 20 per cent. off revised list.

BATHS.

Standard Enameled.

5½-ft. rolled rim, 1st quality	23 00
5½ " " " 2nd "	20 00

CLOSETS.

	Net.
Plain York or Ontario Sypnon Jet	$9 60
Emb. " " "	10 20
Fittings	1 00
Plain Simplex Syphon Jet	9 00
Emb. " " "	7 50
Fittings	1 25
Low Down Elgin or Teutonic, plain	6 00
Low " " " emb.	6 50
Plain Richelieu	4 25
Emb. "	4 50
Connections	1 25
Closet connection	1 25
Basins, P.O., 14-in	0 63
Basins, oval, 17 x 14-in.	1 50
Basins, " 19 x 15-in.	2 0[illegible]

IRON PIPE.

Black pipe	Per 100 feet.
⅛ inch	2 93
¼ "	2 07
⅜ "	2 27
½ "	2 51
¾ "	3 22
1 "	4 58
1¼ "	6 47
1½ "	7 88
2 "	11 05
2½ "	19 25
3 "	22 75
3½ "	28 75
4 "	35 25
4½ "	41 00
5 "	44 00
6 "	57 50

Galvanized pipe—	
¼ inch	3 20
⅜ "	3 45
½ "	3 90
¾ "	5 00
1 "	7 20
1¼ "	10 05
1½ "	12 20
2 "	16 85

Malleable Fittings—Discount 15 p.c.
Cast Iron Fittings—
On unions, 55 per. cent.; on nipples, 60 per cent.; headers and flanged unions, 52½ per cent.; bushings, plugs and other than standard 57½ per cent.

PLUMBERS' BRASS GOODS.

Standard Compression work, dis. 60 per cent.
Cushion work, discount 50 per cent.
Fuller work, discount 65 per cent.
6 dozen lots and over of the above, extra discount 10 per cent.
Lever handle Stops and Waste, discount 60 per cent. With, in lots of 2 dozen and over, an extra discount of 10 per cent.
Globe, Angle and Check Valves, discount 55 per cent.
Standard Globe, Angle and Check Valves, discount 60 per cent.
J. M. T. Radiator Valves discount 55 per cent.
Standard Radiator Valves, discount 60 per cent.
Patent Quick-Opening Valves, discount 65 per cent.

No. 1 compression bath cock net	1 75
No. 4 " " "	2 00
No. 7 Fuller's "	2 20
No. 4½, " "	2 35
Patent Compression Cushion, basin cock, hot and cold per doz.	15 00
Patent Compression Cushion, bath cock, No. 2208	2 25

Square head brass cocks, discount 55 per cent
" " iron " " 50 to 60 "
Competition Globe, Angle and Check Valves discount 65 per cent.
Thompson Smoke-test Machine $25.00

RANGE BOILERS.

Dominion, 30 gallon net	5 50
" 35 " "	6 50
" 40 " "	7 50
Ronald's Galvanized, 30 gallon, "	7 40
" " 35 " "	8 40
" " 40 " "	9 60
Copper, 30 gallon "	22 00
" 35 " "	24 00
" 40 " "	28

Discount off copper boilers 15 per cent.

SOIL PIPE AND FITTINGS.

Light soil pipe, discount, 50 per cent.
" " fittings, discount 50 and 10 p.c.
Med. and Extra heavy pipe and fittings, dis. 60 per cent.
7 and 8-in. pipe, discount 40 and 5 per cent.

SOLDER.

	Per lb
Bar, half-and-half, guaranteed	0 19
Bar, half-and-half, commercial	0 18
Refined	0 18
Wiping	0

PAINTS AND OILS.

BLUESTONE.

Casks, for spraying,	5 50
100-lb. lots do per lb.	0 06

COLORS IN OIL.

25-lb. tins, Standard Quality.

Venetian red, per lb.	0 03½	0 05
Chrome yellow	0 12	0 14
Golden ochre	0 07	0 10
French "		0 06
Marine black		0 04
Chrome green		0 10
French Imperial green		0 14
Signwriters' black		0 16
Umber	0 04	0 06
Sienna	0 04	0 07

JOSEPH RODGERS & SONS
Limited
SHEFFIELD, ENGLAND.

Each blade of our Goods bears the exact mark here represented.

REGISTERED TRADE MARK. GRANTED 1682

JAMES HUTTON & CO., MONTREAL SOLE AGENTS IN CANADA.

COLORS, DRY.

Common ochre, bbls.........	1 15	1 30
Yellow ochre (J.F.L.S) bbls.,	....	2 00
Brussels ochre..............	....	2 00
Venetian red, bbl............	1 50	2 25
English oxides, per cwt	3 00	3 25
American oxides, bbls........	1 25	2 75
Canadian oxides, bbls........	1 25	1 75
Super magnetic oxides, 93 p.c.	2 00	2 25
Burnt sienna, pure, per lb....	....	0 10
" umber, " "	0 08	0 10
Raw umber	0 08	0 10
Drop black, pure	....	0 10
Chrome yellow, pure	....	0 18
Chrome greens, pure per lb ..	0 09	0 10
Golden ochre	0 03	0 04
Ultramarine blue, in 28-lb. boxes, per lb.	0 06	0 12
Fire proof mineral, per 100 lb.	....	1 00
Genunie Eng. Litharge, per lb	....	0 07
Mortar color, per 100 lb	1 25	1 5[illegible]
Pure Indian red, No. 45, lb...	0 08	0 1[illegible]
Whiting (common), bbl	0 55	0 70
English vermilion in 30-lb. bgs.	...	0 85

CASTOR OIL.

British, 1st. qual, in cases, per lb	0 08½	0 09½
" " small lots	0 10	0 10½

COD OIL, ETC.

Cod oil, per gal	0 50	0 55
Pure olive..................	....	1 40
" neatsfoot	....	0 90

WHITE LEAD.

		Per 100 lb.
Pure........................	....	4 75
No. 1	....	4 50
No. 2	....	4 25
No. 3	....	3 87½
No. 4	....	3 50
Munro's Select Flake White..	....	4 75
Elephant and Decorators' Pure	....	4 75
Monarch	....	5 00
Decorator's Pure	....	4 75
Essex Genuine	....	4 25
Sterling Pure	....	5 00
Island City Pure	....	5 00
Ramsay's Pure Lead	4 75	5 00
Ramsay's Exterior	4 50	4 75

RED LEAD.

Genuine, 560 lb. casks, per cwt	$4 25	$4 50
Genuine, 100 lb. kegs, "	....	4 75
No. 1, 560 lb. casks, per cwt ...	....	4 00
No. 1, 100 lb. kegs, per cwt ..	....	4 25

WHITE ZINC.

Extra Red Seal	0 06	0 08
French V. M.................	0 06	0 06½
Lehigh......................	0 06	0 06½

DRY WHITE LEAD.

Pure, casks	4 50
Pure, kegs..................	4 75
No. 1, casks	4 25
No. 1, kegs.................	4 50

PREPARED PAINTS.

In ¼, ½ and 1-gallon tins.

Pure, per gallon............	....	1 20
Second qualities, per gallon ..	....	1 00
Barn (in bbls.).............	0 60	0 90
The Sherwin-Williams paints	....	1 40
Canada Paint Co.'s pure......	....	1 25
Toronto Lead & Color Co's pure	....	1 25
Sanderson Pearcy's pure	....	1 20
Standard Co.'s "New Era."..	...	1 30
"Globe" barn	60	70
Francis-Frost Co.'s "Ark" B'd	....	1 25
" British Navy deck	....	1 50
Henderson & Potts's "Anchor"	....	1 35
Globe Paint Co.'s mixed.....	....	1 30
" barn and bridge	....	0 75
Ramsay's paints, Pure, per gal.	....	1 20
" Thistle, "	....	1 00
" Outside, bbls	0 55	0 65
Island City House Paint	....	1 25
" Floor "	....	1 25
Sterling House Paint........	....	1 20
" Floor "	....	1 10
National		1 05

PUTTY.

Bulk in bbls................	2 05
Bulk in less quantity	2 25
Bladders in bbls............	2 25
Bladders in kegs, boxes or loose......	2 40
25-lb. tins.................	2 25
12½ lb. tins	2 50
Bladders in bulk or tins less than 100 lb.	2 50

VARNISHES.

In 5-gal. lots.	Per gal.	Net.
Carriage, No. 1	1 50	1 60
Pale durable body...........	4 10	4 25
" rubbing	2 85	3 20
Gold size, japan............	1 50	1 60
No. 1 brown japan...........	0 85	0 90
Elastic oak	....	1 50
Furniture, extra............	1 10	1 25
" No. 1............	0 90	1 00
Hard oil finish.............	1 35	1 50
Light oil finish............	1 60	1 70
Damar.......................	1 75	2 00
Shellac, white	2 40	2 50
" orange	2 30	2 40
Turpentine, brown japan	1 10	1 20
" black japan......	1 10	1 20
" " No. 1.	0 85	0 90
Elastilite varnish, 1 gal. can, each..		2 00
Granitine floor finish, per gal		2 75

Maple Leaf coach enamels; size 1, $1.20; size 2, 70c.; size 3, 40c. each.
Sherwin-Williams' kopal varnish, assorted case, from to 1 gal., $2.50.

GLUE.

Common	0 08	0 08½
French medal................	0 10	0 14
White, extra................	0 18	0 22
Gelatine....................	....	....
Strip	0 18	0 20
Coopers	0 19	0 20
Huttner	....	....
Ground......................	0 12	0 16
Cologne, genuine	....	

HARDWARE.

AMMUNITION.

Cartridges.

B. B. Caps Dominion, 50 and 5 per cent.
Rim Fire Pistol, discount 40 p.c., American.
Rim Fire Cartridges, Dominion, 50 and 5 p.c.
Central Fire Pistol and Rifle, 10 p.c., Amer.
Central Fire Cartridges, pistol sizes, Dominion, 30 per cent.
Central Fire Cartridges, Sporting and Military, Dominion, 15 per cent.
Central Fire, Military and Sporting, American, add 5 per cent. to list. B.B. Caps, discount 40 per cent., American.
Loaded and empty Shells, "Trap" and "Dominion" grades, 25 per cent. Rival and Nitro, 10 per cent. advance on list.
Brass Shot Shells, 55 per cent.
Primers, Dom., 30 per cent.; American, $1.60.

Wads.	per lb.
Best thick white felt wadding, in ½-bags..........................	$ 00
Best thick brown or grey felt wads, in ½-lb. bags	0 70
Best thick white card wads, in boxes of 500 each, 12 and smaller gauges	0 99
Best thick white card wads, in boxes of 500 each, 10 gauge...........	0 35
Best thick white card wads, in boxes of 500 each, 8 gauge............	0 55
Thin card wads, in boxes of 1,000 each, 12 and smaller gauges	0 20
Thin card wads, in boxes of 1,000 each, 10 gauge....................	0 25
Thin card wads, in boxes of 1,000 each, 8 auge	...

Chemically prepared black edge grey cloth wads, in boxes of 250 each—	Per M.
11 and smaller gauge	0 60
9 and 10 gauges..................	0 70
7 and 8 "	0 90
5 and 6 "	1 10

Superior chemically prepared pink edge, best white cloth wads, in boxes of 250 each—	
11 and smaller gauge	1 15
9 and 10 gauges	1 40
7 and 8 "	1 65
5 and 6 "	1 90

ADZES.

Discount 20 per cent.

ANVILS.

Wright's, 80-lb. and over..............	0 10½
Hay Budden, 80-lb. and over	0 09½
Brook's, 80-lb. and over	0 11½

AUGERS.

Gilmour's, discount 65 and 5 per cent. off list.

AXES.

Chopping Axes		
Single bit, per doz.	7 00	10 00
Double bit, "	10 00	18 00
Bench Axes, 40 per cent.		
Broad Axes, 25 per cent.		
Hunters' Axes..............	5 50	6 00
Boys' Axes	6 25	7 00
Splitting Axes	7 00	12 00
Handled Axes	7 50	10 00

AMERICAN AXE AND TOOL CO.

Red Ridge, boys', handled. ...	....	5 75
" hunters...........	....	5 25

AXLE GREASE.

Ordinary, per gross	5 75	6 00
Best quality	13 00	15 00

BELLS.

Hand.

Brass, 60 per cent.
Nickel, 55 per cent.

Cow.

American make, discount 63⅓ per cent.
Canadian, discount 45 and 50 per cent.

Door.

Gongs, Sargant's	5 50	8 00
" Peterboro', discount 46 per cent.		

Farm.

American, each	1 25	3 00

House.

American, per lb.	0 35	0 40

BELLOWS.

Hand, per doz...............	3 35	4 75
Moulders', per doz..........	7 50	10 00

Blacksmiths', discount '0 per cent.

BELTING.

Extra, 60 per cent.
Standard, 60 and 10 per cent.
No. 1, not wider than 6 in., 60, 10 and 10 per cent.
Agricultural, not wider than 4 in., 75 per cent.

BITS.

Auger.

Gilmour's, discount 60 and 5 per cent.
Rockford, discount 50 and 10 per cent
Jennings' Gen., net list.

Car.

Gilmour's, 47½ to 50 per cent.

Expansive.

Clark's, 40 per cent.

Gimlet.

Clark's, per doz	0 65	0 90
Diamond, Shell, per doz......	1 00	1 50
Nail and Spike, per gross.....	2 25	5 20

BLIND AND BED STAPLES.

All sizes, per lb..............	0 07½	0 12

BOLTS AND NUTS

	Per cent.
Carriage Bolts, common ($1 list)	
" " 3-16 and ½......	60
" " 3-16 and ⅜......	55 and 5
" " 7-16 and up	55
" " full sq. ($2.40 list)	60
" " Norway Iron ($3 list)	60
Machine Bolts, all sizes, ⅜ and less	60
Machine Bolts, 7-16 and up....	55 and 5
Plough Bolts	55 and 5
Blank Bolts..................	55 and 5
Bolt Ends....................	55 and 5
Sleigh Shoe Bolts............	70
Coach Screws, cone point......	70

Nuts, square, all sizes, 4c. per lb. off.
Nuts, hexagon, all sizes, 4½c. per lb. off.
Stove Rods, per lb., 5½ to 6c.

BOOT CALKS.

Small and medium, ball ....per M.	4 25
Small heel .... "	4 50

BRIGHT WIRE GOODS.

Discount 62½ per cen

BROILERS.

Light, discount 65 to 67½ per cent.
Reversible, discount 65 to 67½ per cent.
Vegetable, per doz., discount 37½ per cent.

Henis, No. 8............per doz.....	6 00
Henis, No. 9............ "	7 00
Queen City .... "	7 50

BUTCHERS' CLEAVERS.

German............per doz.	6 00	11 00
American.......... "	12 00	20 00

BUTCHER KNIVES.

Bailey's ....per doz.	0 60	6 30

BUILDING PAPER, ETC.

Tarred Felt, per 100 lb.			1 85
Ready roofing, 2-ply, not under 45 lb. per roll			0 90
Ready roofing, 3-ply, not under 65 lb., per roll....			1 15
Carpet Felt...................per ton			45 00
Heavy Straw Sheathing.......per ton			35 00
Dry Sheathing.....per roll,	400	sq. ft.	0 40
Tar " ..... "	400	"	0 50
Dry Fibre.......... "	400	"	0 55
Tarred Fibre ...... "	400	"	0 65
O. K. & I. X. L.... "	400	"	0 70
Resin-sized .... "	400	"	0 45
Oiled Sheathing.... "	600	"	1 00
Oiled " .... "	400	"	0 70
Roof Coating, in barrels.. ...per gal.			0 17
Roof " small packages "			0 25
Refined Tar................per barrel			5 00
Coal Tar .... "			4 00
Coal Tar, less than barrels....per gal.			0 15
Roofing Pitch.............per 100 lb.			1 10

BULL RINGS.

Copper, $2.00 for 2½-inch, and $1.90 for 2-inch.

BUTTS.

Wrought Brass, net revised list.

Cast Iron.

Loose Pin, discount 60 per cent

Wrought Steel.

Fast Joint, discount 65, 10 and 2½ per cent.
Loose Pin, discount 65, 10 and 2½ per cent.
Berlin Bronzed, discount 70, 70 and 5 per cent

Gen. Bronzed ....per pair	0 40	0 65

CARPET STRETCHERS.

American ....per doz.	1 00	1 50
Bullard's............ "	....	6 50

CASTORS.

Bed, new list, discount 55 to 57½ per cent.
Plate, discount 52½ to 57½ per cent.

CATTLE LEADERS.

Nos. 32 and 33 .. ...per gross	7 50	8 50

CHALK.

Carpenters' Colored, per gross	0 45	0 75
White lump..........per cwt.	0 60	0 65
Red	0 05	0 06
Crayon.............per gross	0 14	0 18

CHISELS.

Socket, Framing and Firmer.

Broad's, discount 60 and 10 per cent.
Warnock's, discount 50 and 10 per cent.
P. S. & W. Extra, discount 60 and 10 per cen

FOOD—STOCKS.

International Stock Foods, $1 packages, per doz.	$8 00
International Stock Foods, per pail	2 75
" " " per bbl	10 50
" Poultry " $1 pkgs., per dz.	8 00
" Worm Powders 50c pkgs. "	4 00
" Pine Healing Oil, per doz ...	8 00
" Pheno-Chloro. $1 pkgs., per doz	8 00
" Hoof Ointment..............	8 00
" Compound Absorbent.... ...	16 00

Also 25c. pkgs. at $2 per doz.; 50c. pkgs. at 4 per doz.

CLIPS

Axle, discount 65 per cent

There's Nothing in a Name

unless it's a good one. Paterson's Building Papers, Roofing Felts and Wire-Edged Ready Roofing have a GOOD NAME all over the Dominion, and that's why you can't make any mistake in handling goods of our manufacture.

The Paterson Mfg. Co., Limited

Toronto and Montreal.

COMPASSES, DIVIDERS, ETC.

American, discount 62½ to 65 per cent.

CONDUCTOR PIPE.

Plain or Corrugated.

2-inch	per 100 feet	3 00
3 "	" "	4 00
4 "	" "	5 25
5 "	" "	6 75
6 "	" "	9 00

CRADLES, GRAIN.

Canadian, discount 20 to 25 per cent.

CROSSCUT SAW HANDLES.

S. & D., No. 3	per pair	0 17½
S. & D., " 5	"	0 22½
S. & D., " 6	"	0 15
Boynton pattern	"	0 20

DOOR SPRINGS.

Torrey's Rod	per doz.	....	80
Coil, 9 to 11 in.	"	0 95	1 65
English	"	2 00	4 00

DRAW KNIVES.

Coach and Wagon, discount 50 and 0 per cent.
Carpenters' discount 60 and 10 per cent.

DRILLS.

Hand and Breast.

Millar's Falls, per doz., net list.

DRILL BITS.

Morse, discount 37½ to 40 per cent.
Standard, discount 50 and 5 to 55 per cent.

FAUCETS.

Common, cork-lined, discount 35 per cent.

EAVETROUGHS.

10-inch ....per 100 ft. 10

ELBOWS (stovepipe.)

5 and 6-inch, common	per doz.	1 20
7-inch	"	1 35

Polished, 15c. per dozen extra.

ESCUTCHEONS.

Discount 40 per cent.

ESCUTCHEON PINS.

Iron, discount 40 per cent.

FACTORY MILK CANS.

Discount off revised list, 40 per cent.

FILES AND RASPS.

Great Western	70 and 10 per cent.
Arcade	70 " 10 "
Kearney & Foot	70 " 10 "
Disston's	70 " 10 "
American	70 " 10 "
J. Barton Smith	70 " 10 "
McClellan	70 " 10 "
Eagle	70 " 10 "
Nicholson, 60 and 10 to 60, 10 and 5	"
Royal	80 "
Globe	70 to 75 "

Black Diamond, 60 and 10 to 60, 10 and 5 per cent.
Jowitt's, English list, 25 to 27½ per cent.
Nicholson File Co.'s "Simplicity" file handle, per gross 85c. to $1.50

GLASS.

Window. Box Price.

Size United Inches.	Star Per 50 ft.	Star Per 100 ft.	D. Diamond Per 50 ft.	D. Diamond Per 100 ft.
Under 26	....	3 10	....	6 75
26 to 40	....	3 30	....	7 25
41 to 50	....	3 70	....	8 75
51 to 60	....	4 00	....	10 00
61 to 70	....	5 00	....	11 50
71 to 80	....	5 30	....	12 50
81 to 85	....	....	....	14 00
86 to 90	....	....	....	16 50
91 to 95	....	....	....	18 00
96 to 100	....	....	....	20 00

A discount of 25 per cent. is offered on "Double Diamond."

GAUGES.

Marking, Mortise, Etc.

Stanley's, discount 50 to 55 per cent.

Wire Gauges.

Winn's, Nos. 26 to 33 ....each 1 65 2 40

HALTERS.

Rope, ⅜-inch	per gross	....	....
Rope, ½ "	"	....	9 00
Rope, ⅝ to ¾-inch	"	....	14 00
Leather, 1-inch	per doz.	3 87½	4 00
Leather, 1¼ "	"	5 15	5 20
Web	"	1 87	2 45

HAMMERS.

Nail.

Maydole's, discount 5 to 10 per cent. Canadian discount 25 to 27½ per cent.

Tack.

Magnetic ....per doz. 1 10 1 20

Sledge.

Canadian.............per lb. 0 07½ 0 08½

Ball Pean.

English and Canadian, per lb. 0 22 0 25

HANDLES.

Axe, 2nd growth, per doz. net	3 00	4 00
Store door ...per doz.	1 00	1 50

Fork.

C. & B., discount 40 per cent., revised list.

Hoe.

C. & B., discount 40 per cent., revised list.

Saw.

American...........per doz 1 00 1 25

Plane.

American .... per gross 3 15 3 75

Hammer and Hatchet.

Canadian, discount 40 per cent.

Cross-Cut Saws.

Canadian...........per pair 0 13¾

HANGERS.		doz. pairs.
Steel barn door	6 00	8 00
Stearns, 4-inch	....	4 50
" 5-inch	....	6 00
Zenith	....	9 00
Lane's covered—		
No. 11, 5-foot run	....	8 40
No. 11½, 10-foot run	....	10 80
No. 12, 10-foot run	....	12 60
No. 14, 15-foot run	....	21 00
Steel, covered	4 00	11 00
" track, 1 x 3-16 in	....	3 90
" " 1½ x 3-16 in	....	5 60

HARVEST TOOLS.

Discount 60 per cent.

HATCHETS.

Canadian, discount 40 to 42½ per cent.

HAT ENAMEL.

Henderson & Potts' "Anchor Brand"

HINGES.

Blind, Parker's, discount 16⅔ per cent.

Heavy T and strap, 4-in., per lb.	0 06½
" " 5-in., "	0 06¼
" " 6-in., "	0 06
" " 8-in., "	0 05¾
" " 10-in., "	0 05½

Light T and strap, discount 65 and 5 per cent.
Screw hook and hinge—

6 to 10 in. per 100 lb.	....	4 50
12 in. up "	....	3 25
Spring, No. 20, per gro. pairs	....	10 50

HOES.

Garden, Mortar, etc., discount 60 per cent.
Planter.............. per doz. 4 00 4 50

HOLLOW WARE.

Tinned cast, 35 per cent.

HOOKS.

Cast Iron.

Bird cage	per doz.	0 50	1 10
Clothes line, No. 61	"	0 00	0 70
Harness	"	0 60	12 00
Hat and coat	per gro.	1 10	10 00
Chandelier	per doz.	0 50	1 00

Wrought Iron.

Wrought hooks and staples Canadian discount 47½ per cent.

Wire.

Hat and coat, discount 45 per cent.
Belt ....per 1,000 .... 0 60
Screw, bright, discount 55 per cent.

HORSE NAILS.

"C" brand, 40, 10 and 7½ per cent. off list } Oval
"M" brand, 55, per cent. } head
Countersunk, 55 per cent.
"Monarch," 50 and 7½ per cent.
"Peerless" 50 per cent. dis.

HORSESHOES.

Iron Shoes.	F.O.B. Montreal No. 2 and larger.	No. 1 and smaller.
Light, medium and heavy	3 65	3 90
Snow shoes	3 90	4 15
Steel Shoes.		
XL, sizes 1 to 5	....	5 35
Light, No. 2 and larger	....	3 80
No. 1 and smaller	....	4 05
Featherweight, all sizes 0 to 4.	....	5 35
Toeweight, all sizes 1 to 4	....	6 60

JAPANNED WARE.

Discount 50 per cent.

ICE PICKS.

Star.............per doz. 00 3 25

KETTLES.

Brass spun 7½ per cent. discount off new list.
Copper............... per lb. 0 30 0 50
American, 60 and 10 to 65 and 5 per cent.

KEYS.

Lock, Canadian dis. 40 to 40 and 10 per cent.
Cabinet, trunk and padlock, American .... per gross 0 60

KNOBS.

Door, japanned and N.P., per doz.	1 50	2 50
Bronze, Berlin....... per doz.	2 75	3 25
Bronze, Genuine .... "	6 00	9 00
Shutter, porcelain, F. & L. screw .... per gross	1 30	4 00
White door knobs....per doz.	....	1 00

HAY KNIVES.

Net prices.

LAMP WICKS.

Discount, 60 per cent.

LANTERNS.

Cold Blast	per doz.	7 00
No. 3, "Wright's"	"	8 50
Ordinary, with O burner.	"	4 00
Dashboard, cold blast	"	9 00
No. 0	"	5 75

Japanning, 50c. per doz. extra.

LEMON SQUEEZERS.

Porcelain lined	per doz.	2 20	5 60
Galvanized	"	1 87	3 85
King, wood	"	2 75	2 90
King, glass	"	4 00	4 50
All glass	"	0 50	0 90

LINES.

Fish	per gross	1 05	2 50
Chalk	"	1 90	7 40

LAWN MOWERS.

Woodyatt, 12-in. wheel	8 50
Star "	6 25
Daisy " (net)	2 45
Philadelphia, 12-in. wheel	7 00
Ontario, "	14 25
King Edward, 12 in	9 00

Discount, 50 per cent., with freight concessions in quantity shipments.

Maxwell & Sons:

10½-in. high wheel	7 50	10 00
9-in.	5 50	6 25
8-in.	4 90	5 50

Discount 50 per cent.

LOCKS.

Canadian, 40 to 40 and 10 per cent.
Russell & Erwin......per doz.

Cabinet.

Eagle, discount 30 per cent.

Padlocks.

English and Am..... per doz. 0 50 6 00
Eagle, discount 20 to 25 per cent.

MACHINE SCREWS.

Iron and Brass.

Flat head, discount 25 per cent.
Round head, discount 20 per cent.

MALLETS.

Tinsmiths'	per doz.	1 25	1 50
Carpenters', hickory,	"	1 25	3 75
Lignum Vitae	"	3 85	5 00
Caulking, each		0 60	2 00

MATTOCKS.

Canadian............ per doz. 5 50 6 50

MEAT CUTTERS.

American, discount 33⅓ per cent.
German, 15 per cent.
Gem ....each 1 15

MILK CAN TRIMMINGS.

Discount 25 per cent.

NAILS.	Cut.	Wire.
2d and 3d	3 30	3 45
3d	2 95	3 12
4 and 5d	2 70	2 95
6 and 7d	2 60	2 80
8 and 9d	2 45	2 60
10 and 12d	2 40	2 55
16 and 20d	2 35	2 50
30, 40, 50 and 60d (base)	2 30	2 45

Cut nails in carlots 5c. less.
Wire nails in carlots are $2.40.
Steel cut nails 10c. extra.
Miscellaneous wire nails, discount 75 per cent.
Coopers' nails, discount 30 per cent.

NAIL PULLERS.

German and American 1 75 50

NAIL SETS.

Square, round and octagon, per gross	3 38	
Diamond	1 00	?

POULTRY NETTING.

2-in. Mesh, 19 w.g., dis. 60 per cent.
2-in. Mesh, 16 w.g. and heavier, 50 p.c.

OAKUM.

U. S. Navy	per 100 lb.	....	6 75
Plumbers	"	....	3 00

OILERS.

McClary's Model galvanized oil can, with pump, 5 gallon, per dozen 10 00
Davidson oilers, discount 40 per cent.
Zinc and tin, discount 50, 50 and 10 per cent.

Copper	per doz.	1 25	3 50
Brass	"	1 50	3 50

Malleable, discount 25 per cent

GALVANIZED PAILS.

Dufferin pattern pails, discount 45 per cent
Flaring pattern, discount 45 per cent.
Galvanized washtubs, discount 45 per cent

PIECED WARE.

Discount 40 per cent off list, June, 1899.
10-qt. flaring sap buckets, discount 40 per cent
6, 10 and 14-qt. flaring pails dis. 40 per cent.
Creamer cans, discount 40 per cent.

PICKS.

Per dozen 6 00 9 00

PICTURE NAILS.

Porcelain head	per gross	1 35	1 50
Brass head	"	0 40	1 00

PICTURE WIRE.

Tin and gilt, discount 75 per cent.

PINE TAR.

½ pint in tins	per gross	...	7 80
1 " "	"	....	9 60

PLANES.

Wood bench, Canadian discount 40 per cent., American discount 50 per cent.
Wood, fancy Canadian or American, 37½ to 40 per cent.

Remington Double Hammer Guns
ARE PREFERRED

Because they retail at a moderate price.

Because of their wearing and shooting qualities.

Because they have the reputation of "Standing the Racket."

REMINGTON ARMS CO., ILION, N.Y.

Agency: 313 Broadway, New York. Depot: 86-88 First St., San Francisco, Cal.

PLANE IRONS.

English ....per doz. 2 00 5 00

PLIERS AND NIPPERS.

Button's genuine, per doz. pairs, discount 37½ to 40 per cent.
Button's imitation....per doz. 5 00 9 00
German .... " 0 60 60

PRESSED SPIKES.

Discount 20 per cent.

PULLEYS.

Hothouse ....per doz.	0 55	1 00
Axle	"	0 22	0 33
Screw	"	0 27	1 00
Awning	"	0 35	2 50

PUMPS.

Canadian cistern 1 80 3 60
Canadian pitcher spout 1 40 2 10

PUNCHES.

Saddler's .. ..per doz. 1 00 1 85
Conductor's.......... " 9 00 15 00
Tinners', solid..........per set 0 72
" hollow......per inch 1 00

RAKES.

Wood........... per doz. net 1 20 up.

RAZORS. per doz.

Elliot's	4 00	18 00
Geo. Butler's & Co.'s..........	4 00	18 00
Boker's	7 50	11 00
" King Cutter	12 50	15 00
Wade & Butcher's............	3 60	10 00
Theile & Quack's	7 00	12 00
Bailey's	6 00	12 00
Bailey's Brantford	10 00	11 00
Carbo Magnetic..............	....	15 00
Griffon Barber's Favorite	....	10 75
Griffon No. 65................	....	13 00
Griffon Safety Razors........	....	13 50
Griffon Stropping Machines..	....	13 50
Lewis Bros.' "Klean Kutter"	8 50	10 50

REGISTERS.

Discount 40 per cent.

RIVETS AND BURRS.

Iron Rivets, black and tinned, discount 60 and 10 per cent.
Iron Burrs, discount 55 per cent.
Extras on Iron Rivets in 1-lb. cartons, ½c. per lb.
Extras on Iron Rivets in ½-lb cartons, 1c. per lb.
Copper Rivets, with usual proportion burrs, 45 per cent. discount. Cartons, 1c. per lb. extra, net.
Copper Burrs only, discount 30 and 10 per cent.
Extras on Tinned or Coppered Rivets, ½-lb. cartons, 1c. per lb.

RIVET SETS.

Canadian, discount 35 to 37½ per cent.

ROPE, ETC.

Sisal..................................	0 11½
Pure Manilla	0 14½
"British" Manilla.....................	0 12
Cotton, 3-16 inch and larger	0 21
" 5-32 inch	0 25
" ⅛ inch	0 25
Russia Deep Sea	0 15
Jute..................................	0 08
Lath Yarn, single	0 11
" double	0 11½
Sisal bed cord, 48 feet........per doz.	0 65
" " 60 feet........ "	0 80
" " 72 feet........ "	0 95

RULES.

Boxwood, discount 55 per cent.
Ivory, discount 37½ to 40 per cent.

SAD IRONS.

Mrs. Potts, No. 55, polished....per set 0 80
" No. 50, nickle-plated, " 0 90
Common, plain......................... 4 50
" plated 5 50

SAND AND EMERY PAPER.

B. & A. sand, discount, 40 and 5 per cent
Emery, discount 40 per cent.
Garnet (Rurton's). 5 to 10 per cent. advance on list.

SAP SPOUTS.

Bronzed iron with hooks ....per 1,000 7 50
"Eureka" tinned steel, hooks " 8 00

SAWS.

Hand, Disston's, discount 12½ per cent.
S. & D., discount 40 per cent.
Crosscut, Disston's....per foot 0 35 0 55
S. & D., discount 35 per cent. on Nos. 2 and 3.
Hack, complete..........each 0 75 2 75
" frame only 0

SASH WEIGHTS.

Sectional..........per 100 lb. 2 25
Solid .... " 1 75

SASH CORD.

Per lb........................ 0 28 0 30

SAW SETS. per doz.

Lincoln and Whiting 4 75
Hand Sets, Perfect 4 00
X-Cut Sets, " 7 50

SCALES.

Gurney Standard, 40 per cent.
Gurney Champion, 50 per cent.
Burrow, Stewart & Milne—
Imperial Standard, discount 40 per cent.
Weigh Beams, discount 35 per cent.
Champion Scales, discount 50 per cent.
Fairbanks standard, discount 35 per cent.
" Dominion, discount 55 per cent.
" Richelieu, discount 55 per cent.
Warren's new Standard, discount 40 per cent.
" " Champion, discount 50 per cent.
" Weighbeams, discount 35 per cent.

SCREW DRIVERS.

Sargent's ....per doz. 0 65 1 00

SCREEN DOORS.

Common doors, 2 or 3 panel, walnut stained, 4-in. style..........per doz. 6 80
Common doors, 2 or 3 panel, yellow and green stained, 4-in. style....per doz. 7 00
Common doors, 2 or 3 panel, in natural colors, oil finish ....per doz. 8 15
3-in. style 20c. per dozen less.

SCREWS.

Wood, F. H., bright and steel, discount 87½ per cent.
Wood, R. H., bright, dis. 82½ per cent.
" F. H., brass, dis. 80 per cent.
" R. H., " dis. 75 per cent.
" F. H., bronze, dis. 75 per cent.
" R. H., " dis. 70 per cent.
Drive Screws, dis. 87½ per cent.
Bench, wood ....per doz. 3 25 4 00
" iron .... " 4 25 5 00
Set, case hardened, dis. 60 per cent.
Square Cap, dis. 50 and 5 per cent.
Hexagon Cap, dis. 45 per cent.

SCYTHES.

Per doz. net.................. 6 00 9 00

SCYTHE SNATHS.

Canadian, discount 40 per cent.

SHEARS.

Bailey Cutlery Co., full nickeled, discou and 2½ per cent.
Bailey Cutlery, Japan Handles, discount 67½ per cent.
Seymour's, discount 50 and 10 per cent.

SHOVELS AND SPADES.

Canadian, discount 45 per cent.

SINKS.

Cast iron, 16 x 24.............. .... 0 85
" 18 x 30.............. .... 1 00
" 18 x 36.............. .... 1 40

SNAPS.

Harness, German, discount 25 per cent.
Lock, Andrews' 4 50 11 50

SOLDERING IRONS.

1, 1½-lb................ per lb. 0 37
2-lb. or over .... " 0 34

SQUARES.

Iron, No. 493 ....per doz. 2 40 2 55
" No. 494 .... " 3 25 3 40
Steel, discount 60 to 60 and 5 per cent.
Try and Bevel, discount 50 to 52½ per cent.

STAMPED WARE.

Plain, discount 75 and 12½ per cent. off revised list.
Retinned, discount 75 per cent off revised list.

STAPLES.

Galvanized 3 00
Plain 2 80
Coopers', discount 45 per cent.
Poultry netting staples, discount 40 per cent.

STOCKS AND DIES.

American discount 25 per cent.

STONE.

Washita ....per lb.		0 28	0 60
Hindostan	"	0 06	0 07
" slip	"	0 09	0 09
Labrador......	"	....	0 13
" Axe..........	"	....	0 15
Turkey	"	....	0 50
Arkansas.............	"	....	1 50
Water-of-Ayr	"	....	0 10
Scythe ....per gross		3 50	5 00
Grind, 2-in., 40 to 200 lb., per ton		....	25 00
" " under 40 lb.,	"	....	28 00
" under 2 in. thick,	"	....	29 00

STOVEPIPES.

5 and 6 inch, per 100 lengths 7 00
7 inch........ " " 7 50

ENAMELINE STOVE POLISH.

No. 4, 3 doz. in case..net cash 4 80
No. 6, 3 doz. in case.. " 8 40

TACKS, BRADS, ETC.

Carpet tacks, blued	80 and 15
" " tinned............	80 and 20
" " (in kegs)..........	40
Cut tacks, blued, in dozens only	80
" ¼ weights	60
Swedes cut tacks, blued and tinned—	
In bulk........................	80 and 10
In dozens	75
Swedes, upholsterers', bulk....85,	12½ and 12½
" brush, blued and tinned bulk	70
Swedes, gimp, blued, tinned and japanned....................	75 and 12½
Zinc tacks	35
Leather carpet tacks..........	55
Copper tacks...................	50
Copper nails	52½
Trunk nails, black	65 and 5
Trunk nails, tinned..............	65 and 10
Clout nails, blued	65 and 5
Chair nails......................	35
Patent brads....................	40
Fine finishing...................	40
Lining tacks, in papers..........	10
" " in bulk............	15
" " solid heads, in bulk	75
Saddle nails, in papers..........	10
" " in bulk............	15
Tufting buttons, 22 line, in dozens only	60
Zinc glaziers' points	5
Double pointed tacks, papers..	90 and 10
" " " bulk....	40
Clinch and duck rivets..........	45

TAPE LINES.

English, ass skin .....per doz. 2 75 5 00
English, Patent Leather 5 50 9 75
Chesterman's ....each 0 90 2 85
" steel........each 0 80 8 00

TINNERS' SNIPS.

Bailey's, discount 25 per cent.

THERMOMETERS.

Tin case and dairy, discount 75 to 75 and 10 per cent.

TRAPS (steel.)

Game, Newhouse, discount 25 per cent.
Game, H. & N., P. S. & W., 65 per cent.
Game, steel, 72½, 75 per cent.

TROWELS.

Disston's, discount 10 per cent.
German..............per doz. 4 75 6 00
S. & D., discount 35 per cent.

TWINES.

Bag, Russian ....per lb. 0 27
Wrapping, cotton, 3-ply 0 24
" " 4-ply 0 27
Mattress ....per lb. 0 33 0 45
Staging................ " 0 27 0 35

VISES.

Wright's...................... .... 0 13½
Brook's...................... .... 0 12¾
Pipe Vise, Hinge, No. 1 .... 3 50
" " " No. 2...... .... 5 50
Saw Vise 4 50 9 00

Columbia Hardware Co.

Blacksmiths' (discount) 60 per cent.
" parallel (discount) 45 per cent.

ENAMELLED WARE.

White, Princess, Turquoise, Blue and White discount 50 per cent.......................
Diamond, Famous, Premier, discount 50 and 10 per cent...................... ....
Granite or Pearl, Imperial, Crescent, discount 50, 10 and 10 per cent.
Premier steel ware, 40 per cent.
"Star" decorated steel and decorated white, 25 per cent.

WIRE.

Smooth Steel Wire.

No. 0-9 gauge........................	$2 50
10 "	6c. extra.
11 "	12c. "
12 "	20c. "
13 "	30c. "
14 "	40c. "
15 "	55c. "
16 "	70c. "

Add 60c. for coppering and $2 for tinning.

Extra net per 100 lb.—Oiled wire 10c., spring wire $1.25, special hay baling wire 30c., best steel wire 75c., bright soft drawn 15c., charcoal (extra quality) $1.25, packed in casks or cases 15c., bagging and papering 10c., 50 and 100-lb. bundles 10c., in 25-lb. bundles 15c., in 5 and 10-lb. bundles 25c., in 1-lb. hanks, 50c., in ½-lb. hanks 75c., in ¼-lb. hanks $1.

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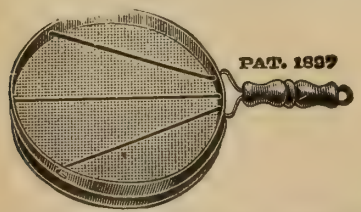

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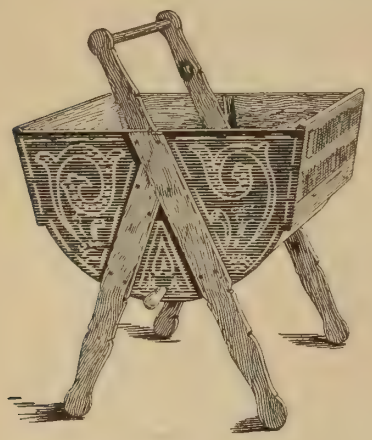

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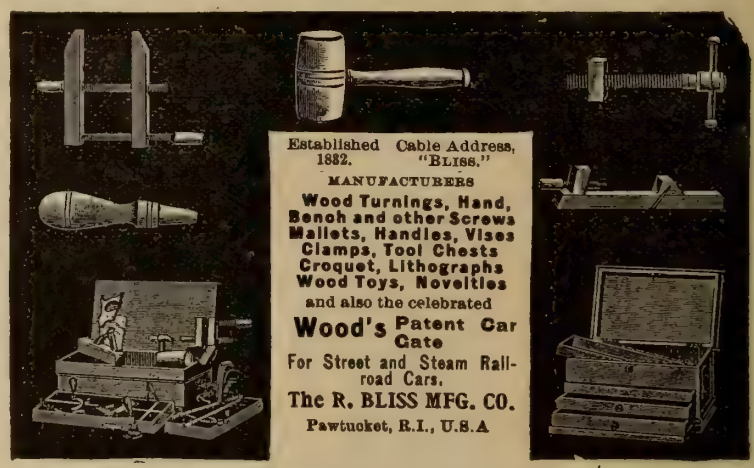

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Wood's Patent Car Gate

For Street and Steam Railroad Cars.

The R. BLISS MFG. CO.

Pawtucket, R.I., U.S.A

Canadian Representative: ALEXANDER GIBB, 13 St. John St., MONTREAL.
75 YEARS *ESTABLISHED 1825.* *75 YEARS*

WHY sell Old Style Cork Screws?

The People Want

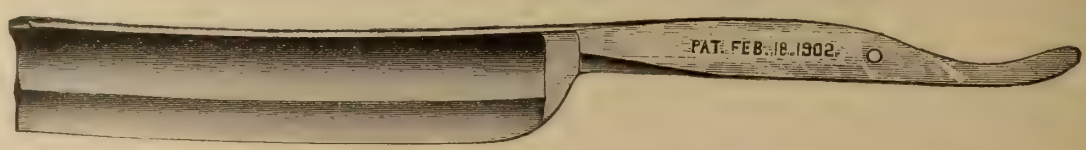
WALKER'S SELF-PULLING

which draws the cork, cuts the wire, removes crown, seal and aluminum stopper. Does the whole thing. Each one tested and guaranteed. We manufacture over 50 different styles.

ERIE SPECIALTY COMPANY, Erie, Pa., U.S.A.

EVOLUTION IN RAZOR GRINDING.

English full hollow ground.



German full concaved.

THE AMERICAN DOUBLE HOLLOW.

Have you ever seen a razor too good to be used on your face?

The old-fashioned way to grind a razor was the English full hollow, but it was found that, if ground thick, it was harsh on the face, if very thin it would vibrate or would not shave clean.

About 30 years ago a new style of grinding was invented, the German full concaved; this was found better; it had only one fault, being thick above the edge it cannot easily be kept sharp on a strop, you have to hone it very often. We are making a newly Patented Razor, the American Double Hollow, which has twodistinct hollows. This razor, if properly used on a strop, practically never needs honing, because it is so thin above the edge. Try it and you will be more than pleased.

AGENTS FOR CANADA {**Caverhill, Learmont & Co., Montreal.** **Rice Lewis & Son, Limited, Toronto.**

GEO. W. KORN RAZOR MFG. CO., *LITTLE VALLEY, N.Y. U.S.A.*

Want Ads.

In this paper cost 2 cents per word first insertion, 1 cent per word subsequent insertions. Contractions count as one word, but five figures (such as $1,000) may pass as one word. Cash remittance to cover cost **must in all cases** accompany orders, otherwise we cannot insert the advertisement. When replies come in our care 5 cents additional must be included for forwarding same. Many large business deals have been brought about through advertisements of 20 or 30 words. Clerks can be secured, articles sold and exchanged, at small expenditure.

MacLEAN PUBLISHING CO., Limited
Montreal and Toronto.

SOLID STEEL SCISSORS

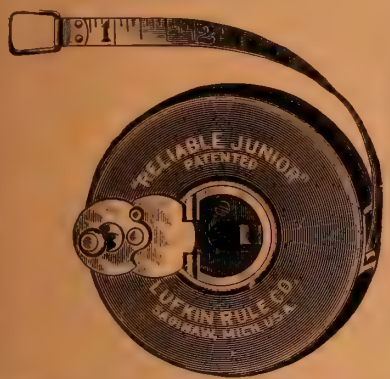
Made in Canada and fully warranted.

You will save money and give your customers better satisfaction by placing your cutlery orders with

BAILEY CUTLERY CO., Limited

BRANTFORD, ONTARIO.

Razors, Shears, Scissors, Tinners' Snips and Butcher Knives.



LUFKIN MEASURING TAPES

Steel, Metallic, Linen, Pocket, Ass Skin, Pat. Leather, Bend Leather, Etc.

ARE THE BEST AND MOST POPULAR TAPES IN THE WORLD.
YOUR STOCK IS NOT COMPLETE WITHOUT THEM.

LUFKIN RULE CO., Saginaw, Mich, U.S.A.

New York City Branch—250 Broadway.

For sale by ALL PROMINENT CANADIAN HARDWARE JOBBERS.

"QUALITY FIRST AND ALWAYS."

The Money-Maker

Among stoves is the stove that sells quickest and pleases best.

There are stoves and stoves, and many good stoves, but

"Crown Huron Ranges"

seem to have the argument.

Talk over the question of representing us in your section.

Send for our catalogue in any event.

HURON STOVES & RANGES
QUALITY FIRST ALWAYS

The Western Foundry Co., Limited, Wingham, Ont.

Est. 1868. Inc. 1895.

Black Diamond File Works

G. & H. Barnett Company

PHILADELPHIA

Twelve Medals

Awarded
By **JURORS** at
International Expositions
Special Prize
Gold Medal at Atlanta, 1895

"Redstone" Sheet Packing.

For use in highest pressures for Steam, hot or cold Water and Air. Packs equally well for all. No trouble with leaky joints when they are packed with **"REDSTONE."** The most satisfactory packing on the market. Try a sample lot and be convinced of its merits.

Manufactured solely by

The Gutta Percha and Rubber Mfg. Co.

OF TORONTO, LIMITED.

Head Office and Warerooms—
45-47-49 West Front St.

BRANCHES:
MONTREAL,
WINNIPEG.

TORONTO,
CANADA.

B. & S. H. THOMPSON & CO.

LIMITED

53 St. Sulpice Street, MONTREAL.

Dominion of Canada Sales Agents for

UNITED STATES STEEL PRODUCTS EXPORT CO.

American Sheet Steel and Tinplate Company Department.

Coke and Charcoal Tinplates
Terne Plates
Taggers
Black Plates
Canada Plates
Galvanized Canada Plates
"Apollo" Galvanized Sheets
Black Sheets all qualities
Polished Sheets

Shipments as required from the United States.

VARNISHES AND JAPANS

McCASKILL, DOUGALL & CO.

Manufacturers MONTREAL

Standard Railway and Carriage Varnishes
Standard Boat and Spar Varnishes
—Won't turn white from the effects of water and sun
Standard Piano, Furniture and Decorative Varnishes
Zanzerine Transparent Wood Finishes and Varnishes
Architectural Varnishes

OFFICES:

161 Summer St., BOSTON, Mass., U.S.A.
30 St. John St., MONTREAL

Classified List of Advertisements on page 63.

Neither Fictitious nor Exorbitant
Get LANGWELL'S BABBIT, MONTREAL.

HARDWARE AND METAL

A Weekly Newspaper devoted to the Hardware, Metal, Machinery, Heating and Plumbing Trades in Canada.

VOL. XVI. MONTREAL AND TORONTO, MARCH 5, 1904. NO. 10

ANVILS BITS
HENRY BOKER
MANUFACTURER OF
ARROW BRAND
REGISTERED TRADE MARK
HARDWARE
SPECIALITIES OF ALL DESCRIPTIONS
Pliers Vices
For Sale by Leading Wholesale Hardware Houses.

A QUESTION:

If other brands are "just as good," why do level headed buyers willingly pay a little more for

"QUEEN'S HEAD"?

JOHN LYSAGHT, Limited, Makers, BRISTOL, ENG.
A. C. LESLIE & CO., MONTREAL Managers Canadian Branch.

Before placing your orders elsewhere, secure our

New Prices

—on—

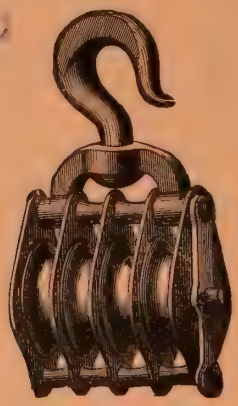
IRON PIPE, BLACK AND GALVANIZED.
CAST FITTINGS.
MALL FITTINGS.
GALVANIZED FITTINGS.
HEADERS.
BRASS VALVES.
IRON BODY VALVES.
STEAM SPECIALTIES AND ENGINEERS' SUPPLIES.

Large Stock. Prompt Shipment.

THE DOMINION RADIATOR CO., Limited
Head Office and Works—Dufferin St., TORONTO.
BRANCHES Montreal, Quebec, St. John, N. B., Winnipeg and Vancouver, B.C.

Ship Chandlery

GET OUR NEW PRICES ON BOAT FITTINGS.



IRON TACKLE BLOCKS.

ROPE

FLAGS

CHAIN

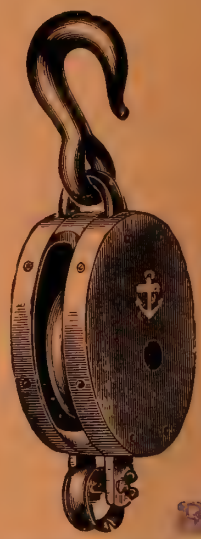
BLOCKS

IRON TACKLE BLOCKS.

ANCHORS.

ALL SIZES.

Black or Galvanized Iron.



WOOD TACKLE BLOCKS.

Write for Trade Prices.

RICE LEWIS & SON

LIMITED

COR. KING AND VICTORIA STS., TORONTO.

All in cut Book 16
Page 50

James Cartland & Son

Manufacturers of every description of Limited

CABINET BUILDERS' FURNISHING AND NAVAL BRASSFOUNDRY

BIRMINGHAM, ENGLAND.

London Showrooms: 57 Holborn Viaduct, E.C.

THE CANADIAN RUBBER CO.

of Montreal.

MANUFACTURERS OF

Rubber Belting, Hose, Packing, Valves, Gaskets,

ETC., ETC.

We make a specialty of

HORSE SHOE PADS

the best in the market.

Write for Prices and Circulars.

Head Office : : MONTREAL

BRANCHES—TORONTO, WINNIPEG and VANCOUVER

Other Tools are very good Tools, but

"YANKEE TOOLS"

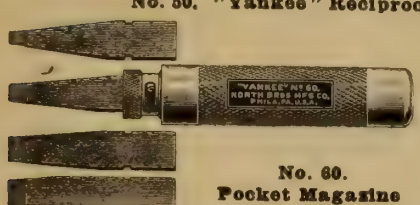
ARE BETTER

No. 15. "Yankee" Ratchet Screw Driver, with Finger Turn on Blade.

No. 30. "Yankee" Spiral-Ratchet Screw Driver, Right and Left Hand.

No. 41. "Yankee" Automatic Drill, Eight Drill Points in Handle.

No. 50. "Yankee" Reciprocating Drill for Iron, Steel, Brass, Wood, etc.



No. 60. Pocket Magazine Screw Driver.

Our "YANKEE" Tool Book tells all about them. Mailed free on application. . . . . .

Manufacturers also of

LIGHTNING, GEM and BLIZZARD Ice Cream Freezers.

Toy Freezers, Ice Shaves and Ice Chippers.

Fluting Machines, Hand Fluters.

Sold by Leading Jobbers in Canada.

NORTH BROS. MFG. CO.,

Philadelphia, Pa., U.S.A.

THOS. BIRKETT & SON CO., LIMITED

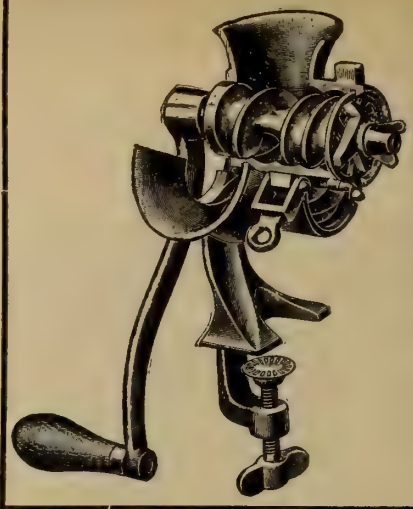
Wholesale Hardware Merchants,

OTTAWA, ONT.

Builders' Lumbermen's and Contractors' Supplies

A complete stock always on hand for prompt delivery.

Enquiries solicited. Mail orders filled with dispatch.



The Russwin Food Cutter.

CLEANLINESS.

There is no drip from the Russwin to soil clothing and floors. The gutter carries all juices to the dish—they are not deposited upon the floor. The machine itself is quickly cleaned with the least possible effort. Write for Booklets, Posters and Electrotypes to assist you.

Russell & Erwin Mfg. Co.
New Britain, Conn., U.S.A.

Tin

Lamb and Flag Straits

Lowest Prices

M. & L. SAMUEL, BENJAMIN & CO.

General Importers and Exporters and Metal Merchants

27 Wellington St. West, TORONTO, ONT.

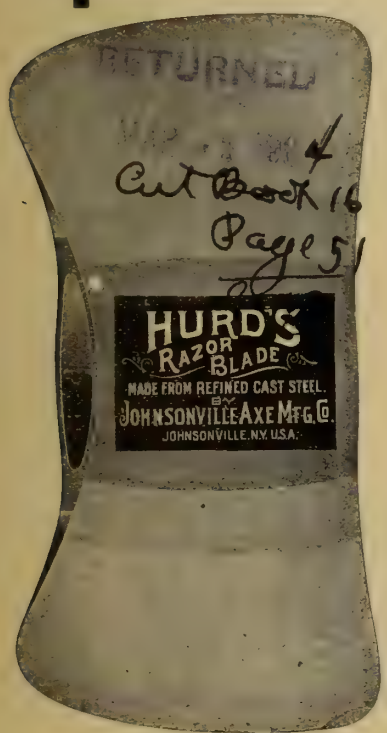
EUROPEAN HOUSE—16 PHILPOT LANE, LONDON, ENG.

Kwality Kounts

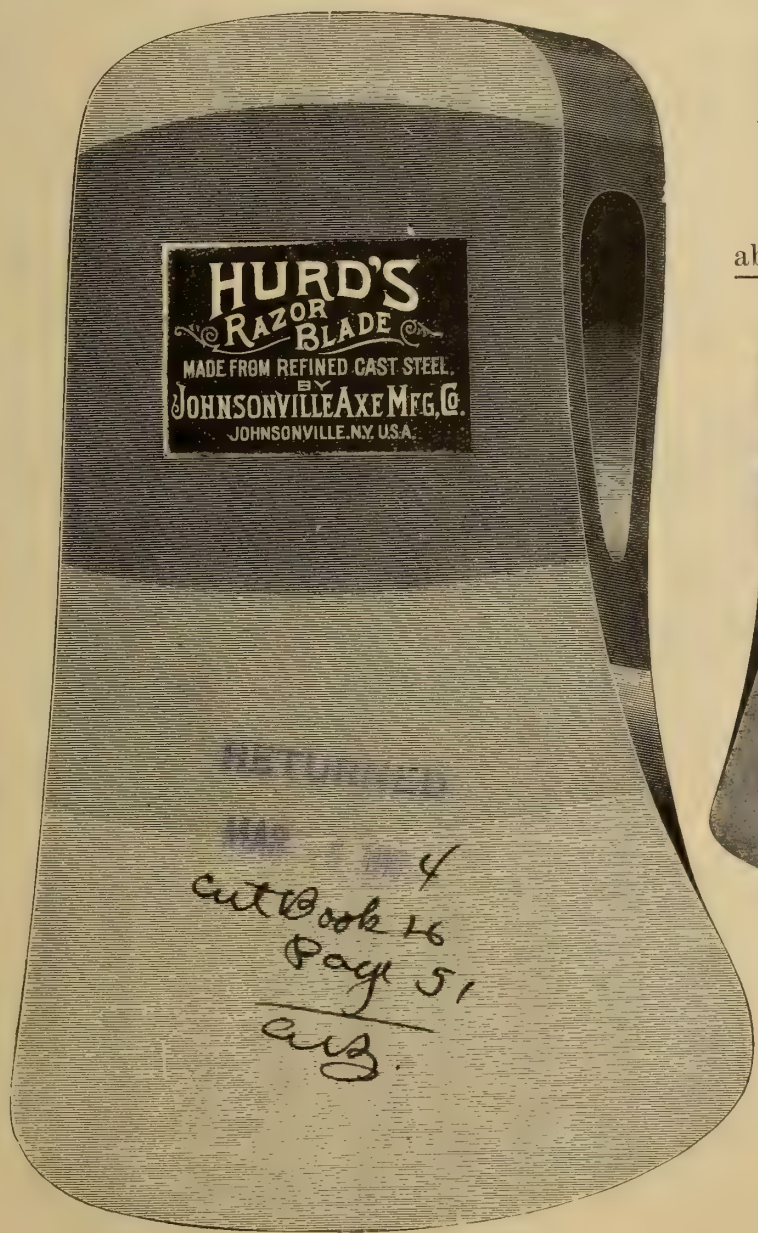
every time in Axe-making, first, lastly and always. The quality and finish of Hurd's Axes is not surpassed by any in America.

The name of **"HURD'S"** is a guarantee of quality, and what's more, we sell them at a price which makes them popular.

Popular
with the dealer
because they
are
easily sold.



WESTERN PATTERN



MICHIGAN PATTERN

Popular
with the chopper
because they
give
absolute satisfaction.

DAYTON PATTERN

All Patterns
Finishes
Weights

One Quality—
the Highest

QUOTE LOW

SHIP QUICK

Lewis Bros. & Co.

Importers and Distributors,

TORONTO, 87 YorK St. | OTTAWA, 54 Queen St. | VANCOUVER, 141 Water St.

Montreal.

Binder Twine

BLUE RIBBON,	650	feet	per	pound
RED CAP,	600	"	"	"
TIGER,	550	"	"	"
GOLDEN CROWN,	500	"	"	"
STANDARD,	500	"	"	"
SISAL,	500	"	"	"

Blue Ribbon is no doubt the Queen of Binder Twine. It runs six hundred and fifty feet to the pound, and is manufactured from most select Manila Fibre. Six hundred and fifty foot Twine is the only Twine manufactured entirely from Manila Fibre. Dealers should beware of so-called "Manila" Twines which are advertised to measure less than 650 feet to the pound. They are mixed Twines.

Write for samples.

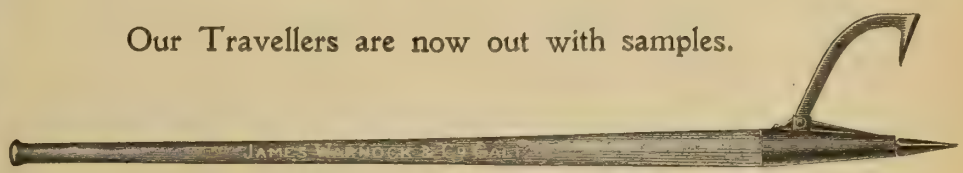
Consumers Cordage Company, Limited

Halifax, N. S. **Montreal, Que.**

AXES and . . .

LUMBERING TOOLS

Our Travellers are now out with samples.



Our prices are right and a Warnock Tool is the accepted standard of quality.

See our axe samples before buying.

JAMES WARNOCK & CO.

GALT, ONT.

ADVERTISING

We are not only advertising our Axes in trade papers, so that you will know what we can and will do to secure your trade, but we are also advertising them to your customers. From all parts of the country we are getting enquiries about our Crown Jewel Axe. The demand is growing and will continue to grow. Are you getting ready for it.

DUNDAS AXE WORKS,

DUNDAS, ONT.

Made in 4 widths, ½, ⅝, ¾ and 1 in.

Packed in cases of 20 reels each.

IMPROVED TROJAN BOX STRAP

A continuous band, **not riveted strips of sheet steel like others on the market.** So far ahead of other lines that it is in a class by itself.

Also plain TROJAN HOOP IRON. Made in different widths and gauges. Put up on coils of about 2,000 ft. each. Packed 500 lbs. to the barrel.

NO WASTE. STRONG and HANDY.

GET SAMPLES AND PRICES.

J. N. WARMINTON,

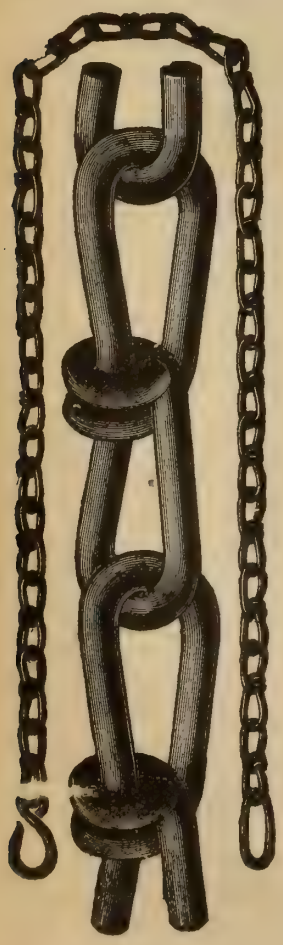
43 Scott St., TORONTO. 207 St. James St., MONTREAL.

American Steel & Wire Co.

New York Empire Building
Montreal N. Y. Life Building
Chicago The Rookery

BARBED WIRE GALVANIZED PLAIN WIRE
PLAIN TWIST CABLE FENCING

Telegraph and Telephone Wire; Mattress, Broom, Weaving Wires of every description; Rail Bonds, Bale Ties, Special Wires for all purposes, Springs, Horse Shoes, Wire Rope, Cold-drawn Steel Shafting.



IMPROVED STEEL WIRE Trace Chains.

Every Chain Guaranteed.

Gives Universal Satisfaction.

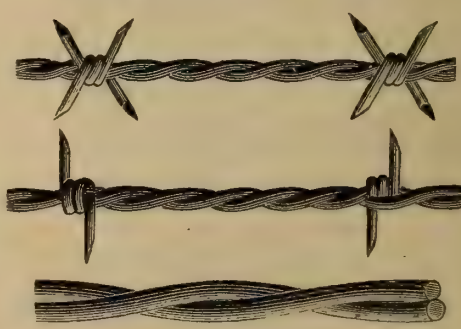
THE
B. GREENING WIRE CO.
LIMITED,
Hamilton, Ont.
MONTREAL, QUE.

FENCING

MANUFACTURED BY

Dominion Wire Manufacturing Co.
LIMITED

MONTREAL AND TORONTO.



4-barb 6-in.	352 lbs. per mile
4-barb 4-in.	384 lbs. per mile
2-barb 5-in.	352 lbs. per mile
2-barb 2½-in	384 lbs. per mile
Plain Twist 2 Wires.	288 lbs. per mile

Coiled SPRING Galvanized Fence.

BRIGHT and GALVANIZED FENCE STAPLES,
1¼ to 2 INCHES.

ANNEALED WIRE
FOR BALING

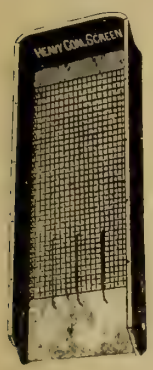
HAY — PULP — PAPER — RAGS — SHINGLES—ENC

BUY DOMINION GOODS

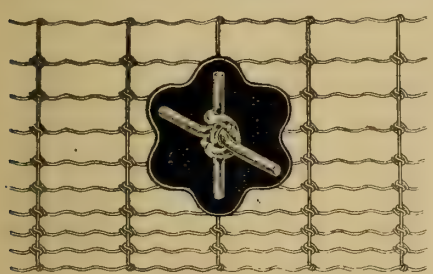
SATISFACTION GUARANTEED.

COVERT MFG. CO.
West Troy, N.Y
Auto Screw Jack
Harness Snaps, Chain, Rope and Web Goods, etc.
FOR SALE BY JOBBERS AT MFRS. PRICE.

PRIEST'S CLIPPERS
BALL BEARINGS
Largest Variety, Toilet, Hand, Electric Power
ARE THE BEST.
Highest Quality Grooming and Sheep-Shearing Machines.
WE MAKE THEM.
SEND FOR CATALOGUE TO
American Shearer Mfg. Co., Nashua, N.H., USA



Coal Screens
Sand Screens
Ash Screens
Dennis Wire & Iron Co.,
LONDON, Ont.
New Catalogue ready Feb. 1904. Send in your name.



Your customers, the farmers are looking for a fence, strong, serviceable and durable at a reasonable cost. You can supply it to them in the

IDEAL

It is strictly up-to-date and the best value to be had in wire fencing to-day.

A GOOD SELLER

We have a style for every purpose in either heavy or light fencing. Write for catalogue showing fencing and gates.

Coiled-Spring Wire

unexcelled in quality, shipped promptly.

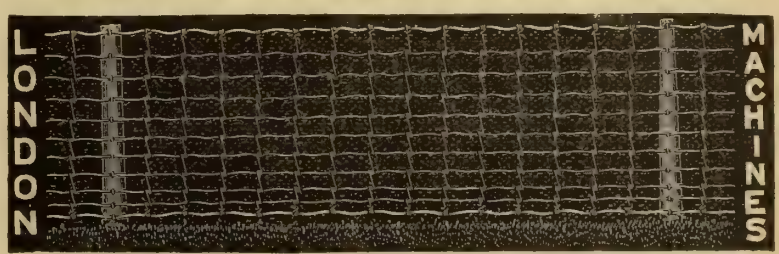
THE
McGregor-Banwell Fence Co., Limited
Walkerville, Ont.

IRONSIDE FOR IRON

Our Specialties are **British** and **Foreign Iron** and **Steel, Metals, Bars, Plates, Sheets, Bolts** and **Nuts, Tin Plates, etc.**
We are sole Licencees for **Page's Patent Wire Stretcher** and also for **Ironside's Paten Wire Cutters.**
We Publish Monthly a "CANADIAN METAL PRICE LIST," giving quotations in Dollars and Cents, (C.I.F.), also "WEEKLY MARKET REPORT."
Let us have your name and address for "PRICE LIST" and "MARKET REPORT."
IRONSIDE, SON & CO., 16 Water Lane, Great Tower St., E.C., **London, England.**

SPRINGS
FLAT—SPIRAL OR VOLUTE
INTERESTING CATALOG MAILED ON APPLICATION
THE WALLACE BARNES CO.
BRISTOL CONN.

LONDON HIGH-GRADE COILED SPRING WIRE
—and—



makes BEST FENCES ON EARTH.
London Fence Machines and London Wire make an A1 specialty for the trade. It pays to talk London Fencing Goods. Write us for Prices and Discounts. Our facilities for handling wire are better than ever and our goods have always been right in quality.
The London Fence Machine Company, Limited, London, Ontario.

DILLON HINGE STAY FIELD FENCE

Sold to the trade only

CAVERHILL & LEARMONT, Agents
at Montreal and Winnipeg.

Manufactured and sold by
OWEN SOUND WIRE FENCE CO., Limited
Owen Sound, Ont.

Hardware and Metal

Shake The Tree — There's Money In It

Different ways of getting fruit.

Some ripens and falls—just naturally.

Some is picked.

For the balance you must shake the tree.

Different ways of getting business, too.

Some just comes your way naturally—(nowadays very little comes this way).

Other business you send your travellers out to "pick."

A lot more of it you have to advertise in HARDWARE AND METAL to get.

This latter kind is worth having, too—there's money in it.

Shake !

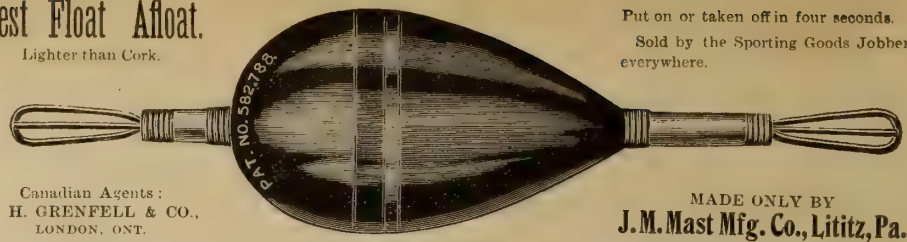
Hardware and Metal

Montreal and Toronto.

Dept. of Advertising Service

Best Float Afloat.

Lighter than Cork.



Put on or taken off in four seconds.

Sold by the Sporting Goods Jobber everywhere.

Canadian Agents:
E. H. GRENFELL & CO.,
LONDON, ONT.

MADE ONLY BY
J. M. Mast Mfg. Co., Lititz, Pa.

H. & R. SINGLE GUN AUTOMATIC AND NON-EJECTING

12, 16 and 20 Guage.
Steel and Twist Barrels
Superior in Design, Workmanship and Finish, and the most popular Gun on the Market.

Simplest "Take Down" Gun Made

HARRINGTON & RICHARDSON ARMS CO.
Also makers of H. & R. Revolvers.
Catalog on request. Worcester, Mass., U.S.A.

A Class By Itself.

We distinctly claim to offer in our Hamilton 22 "Take down" Rifle No. 19, an article that alike for "looks" and "doings" of necessity "flocks" quite alone. We know of nothing in metal with so much of absolute excellence for **$2.50** as this beautiful and effective little rifle. Wherever it is shown it sells itself, and no merchant bent on keeping "up with the times," can better spend any five minutes than the five required to digest our highly enlightening little folder.

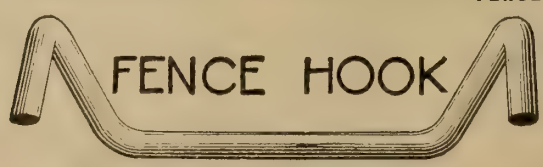
Shall we mail it to you ?

The HAMILTON RIFLE CO.,

Box No. 71. PLYMOUTH, MICH.

C. H. HENKELS' PHILA.

GALVANIZED FENCE HOOK FOR FASTENING WOODEN PICKET ON WIRE FENCE.



WIRE NAILS, COILED SPRING, BARB and PLAIN FENCE WIRE, OILED and ANNEALED, CLOTHES LINE WIRE, STAPLES, etc.

THE WESTERN WIRE & NAIL CO., Limited, LONDON, ONT.

HARDWARE AND METAL is the only journal in Canada concerning itself with the paint, oil and glass interests. Its markets are trustworthy and full.

BUY THEM NOW.

IVER JOHNSON

SINGLE TRIGGER, SEMI-HAMMERLESS, TOP SNAP and CHAMPION GUNS.

STEVENS' HAMMERLESS GUN.

Stevens'

HAMMERLESS GUNS.

BEST GOODS **RIGHT PRICES**

E. F. WALTER & CO., 166 and 168 McGill St., Montreal

THE LION BRAND.

Waterproof Clothing

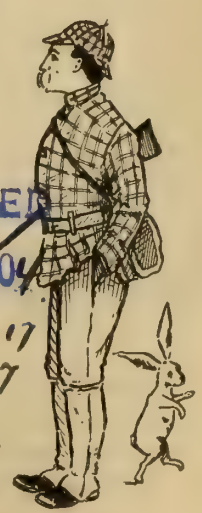
FISHERMEN'S TEAMSTERS'

Best Goods. **Right Prices.**

Branch Agencies: W. LOUIS HALDIMAND, Jr., 36 St. Dizier Street, MONTREAL, QUE.,
CHAS. THOMPSON, 430 Cordova St., VANCOUVER, B.C.

The Guelph Waterproof Clothing Co., Guelph, Ontario.

Keep the game in sight



You want lines that bring custom and are ready sellers.

"Comfort" lines of Bicycle Accessories will put money in your pocket and this is the season to investigate.

Our new attractive Catalogue is ready. Let us interest you. Write us to-day.

RETURNED
APR -8 1904
out Book 17
Page 77
Acc.

"Accessories Department"

Branches:
Winnipeg, Man.
Vancouver, B.C.

Canada Cycle & Motor Co., Limited
TORONTO JUNCTION.

P-H — Pipe that is Pipe

PIPE ECONOMY

Plumbers' Pipe has been for a long time very unsatisfactory, both from defects and from the waste accompanying the cutting. We have labored with the Pipe problem and are now offering the best Pipe, by any test, sold in Canada.

WRITE FOR QUOTATIONS.

Page-Hersey Iron & Tube Co., Limited

GUELPH, CANADA.

DAVID MAXWELL & SONS

ST. MARYS, ONT., CANADA.

Steel Frame Churn.

"Maxwell Favorite Churn"

PATENTED FEATURES: Improved Steel Stand, Roller Bearings, and Foot and Hand Lever Drive, and Detachable Driving Link. Improved for season of 1904. Steel or Wood Frame as desired.

Lawn Mowers. High and Low Wheels, from 12 in. to 20 in. widths. Cold Rolled Steel Shafting, Crucible Steel Knives and Cutting Plate.

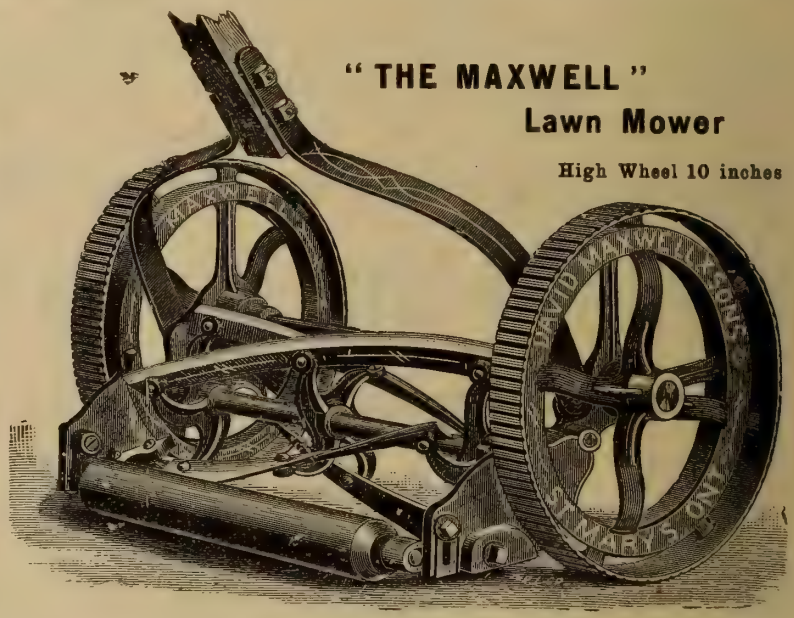
Wheelbarrows. In Four Different Sizes.

If your Wholesale House does not offer you these articles

SEND DIRECT TO US.

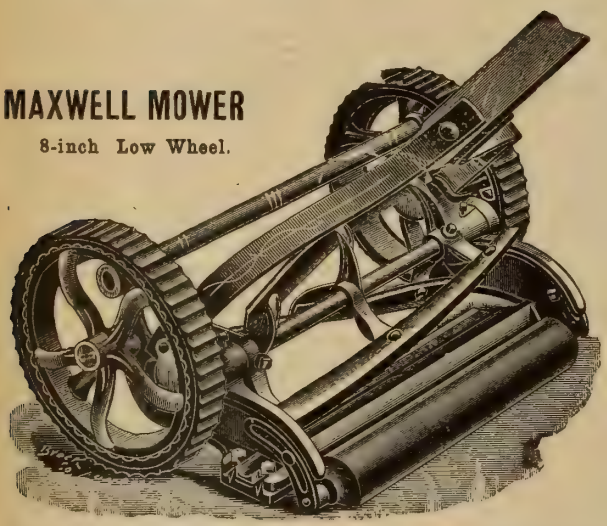
"THE MAXWELL" Lawn Mower

High Wheel 10 inches



MAXWELL MOWER

8-inch Low Wheel.



IRON — STEEL

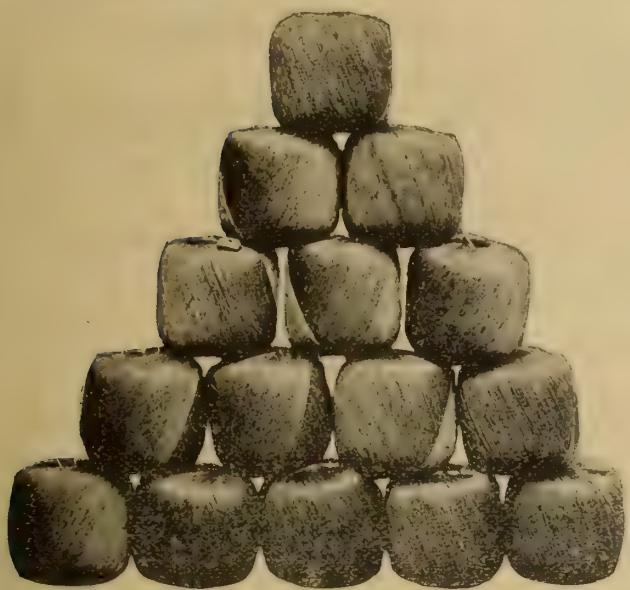
Bars in Flats, Rounds, Squares, Ovals, Half-Ovals, Half-Rounds and Bands. Also Wrought Washers.

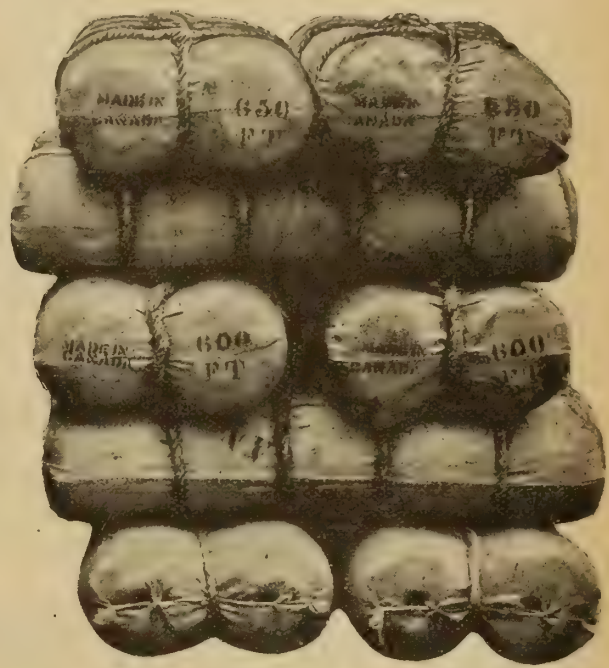
GOOD QUALITY. PROMPT SHIPMENT.

London Rolling Mill Co.
Limited,
LONDON, CANADA.

CANADIAN CORDAGE & MFG. CO., Limited.

BINDER TWINE.





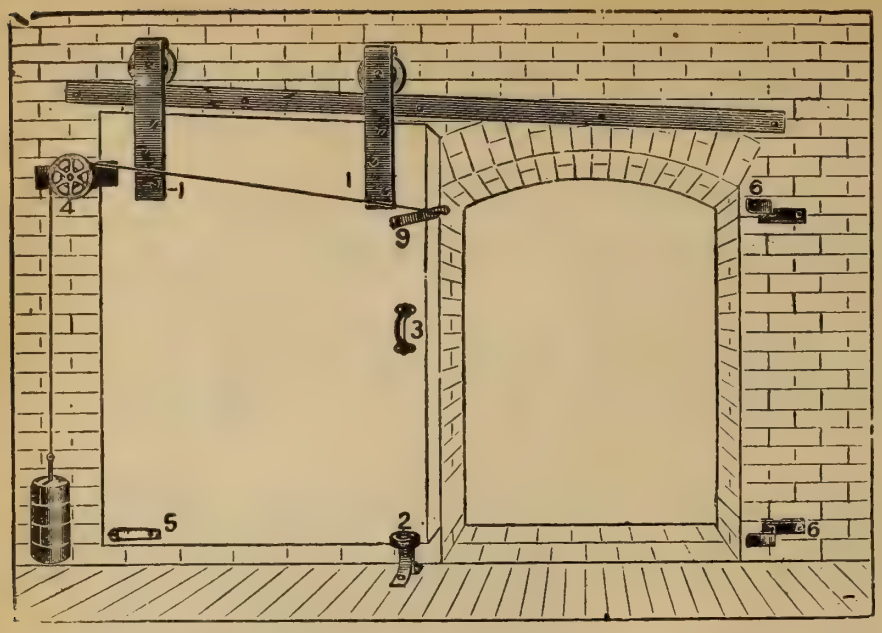
"ROYAL" MANILA, 650 ft. to the pound.
"ROYAL" MANILA, 600 ft. to the pound.
"ROYAL" MANILA, 550 ft. to the poun..
"ROYAL" MANILA, 500 ft. to the pound.
STANDARD, - 500 ft. to the pound.
SISAL, - - 500 ft. to the pound.

Our " ROYAL " Brand of Binder Twine is manufactured of the finest raw material that can be obtained, and with the utmost care. For length and strength we have no competitors. Our Twine is manufactured with the latest machinery, and dealers desiring to have exclusive agencies should apply at once. Will name lowest prices, or will enter contracts without price named until The International Harvester Co. announces prices.

Wire, Write or 'Phone.

CANADIAN CORDAGE & MFG. CO., Limited

Peterborough, Ont.



Somebody is Going to Build

who ought to have

Fire Door Fixtures

Approved by the Fire Underwriters. These Fixtures are Automatic Roller-Bearing.

For a quotation send **size of opening** and **thickness of wall.**

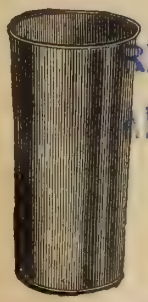
The Taylor-Forbes Co., Limited, Guelph, Ont.

Montreal Branch—9 De Bresoles St.

Maple Syrup Supplies

SYRUP CANS

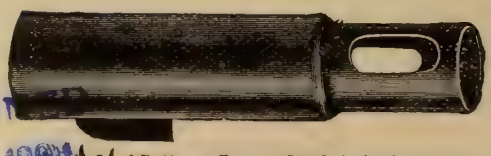
Round or Square. Plain or Decorated.
¼, ½ and 1 gallon sizes.
Wine or Imperial Measure.



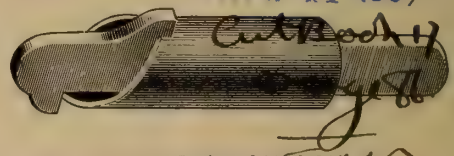
SAP BUCKETS

Straight and Flaring Patterns, 5 sizes.
Made so as to nest closely for shipping and storing purposes.
Covers supplied for Straight Pattern if required.

SAP SPOUTS.



Maple Leaf Pattern, Bronze Steel, ½-in. hole.



E. T. Pattern, Retinned Steel, ⅝-in. hole.

A FULL STOCK CARRIED IN ALL LINES. ORDERS SHIPPED PROMPTLY.

KEMP MANUFACTURING CO., TORONTO, CANADA.

Credits in the Hardware Store*

THIS matter of credits is one common interest that permeates every kind of merchandising in the State of Iowa, in the greatest degree. Every style of merchandising counts this its greatest burden and greatest contention. Further than this, it is perhaps the one item of our business that 95 out of ever 100 men cannot abolish, for reasons which are not asked for here. I expect there are 95 per cent. of the men here who could cut out the stove business and yet make the hardware business pay; 95 per cent. could discontinue the furnace business and yet make a living; 75 per cent. could close up the tin shop and make as much money, and so we could go on through the lines that make up our business, but can you eliminate that nightmare, credits? I don't believe in the State of Iowa one-fourth of the hardware dealers could cut out the credit business and live, do you?

Inasmuch as this subject is a universal part of the hardware dealer's stock in trade, the success or failure of its rank and file must, to a greater or less degree, be traced to its successful or unsuccessful management. I can hardly believe that a poor collector ever made a success in the hardware business; that is, a success worth speaking about, but I have had pointed out to me successful merchants, and invariably it was conceded, "He was a good collector," or "Wise on credits."

The merchant is in business to sell goods; that is his way of making money. In this age of high living and strenuous life every purchaser does not always have in hand the "Lady on Silver" to supply his requirements. Mr. Merchant looks into the future and carries his friend on his requirements, real or imaginary, expecting the coming of a settlement date. He does this for a number of reasons; first, he wants the business; second, he wants a big business; third, he wants a bigger business, and unless, just here, he tightens on the reins and cracks the whip in the right place the end of the year may find him with more business and less money than is really satisfactory to himself, to Mr. Dun or Mr. Bradstreet.

As business grows and clerks increase in number, dangers more hazardous creep into the hardware business, for every man that is a vender of merchandise for you has friends. Now that is good, for it means business; but in parentheses we must add, also, credits; and my experience is that few clerks or partners who have nothing to do with the last end of the credit business have commendable discretion at the front end. There should be rules laid down for clerks and partners, as to who and how much they may credit; also if they be allowed to open accounts. In passing, I might say that improper and incomplete charges cause misunderstandings and losses in accounts, also losses in patronage, which are altogether without excuse.

A charge should be entered plainly and complete, always stating, by a system of abreviations, when possible, who ordered or got the article. This is only a small item but classifies as starting right. Let us change an adage at this point: "Accounts well opened are half closed." I think this well taken. It is poor policy to hand over items of any amount promiscuously, saying nothing about a settlement date. This applies especially to items of size and to persons who have comparatively little knowledge or system in their business. Don't urge the man of lax business methods to buy on credit, and never, unless you make him understand that at a certain time you want the money. In this connection I might add that a lease or contract does not end or eliminate all the trouble. If you will visit the rear door of the installment house and watch them unload their wagons as they bring back articles of every description you will be convinced that a man's signature does not always collect the account, but you will find in many cases that your trouble has just begun; however, leases and contracts are good, and are one of the aids in the conducting of successful and safe credits.

Besides the education of your clerks and partners there is the education of the masses; and if every merchant would put his shoulder to the wheel on this problem collections would be easier for all of us. It is a mistake to carry the impression to your trade that you have lots of money, and they need not be in a hurry to settle their accounts. This is all right for a few of you rich men, but the sooner you quit this practice the easier it will be for the big majority of us, who need the money, to look after our collections. A regular system of statements should be put in force and scrupulously followed. This will soon educate your trade to know that they are expected to pay your account.

I wish at this point to add one item that I have not heard much agitated, although it may be old to some of you. You will agree with me when I state that the majority of successful hardwaremen are endowed with the sixth sense in the conduct of their business—namely, Anticipation. Do we not anticipate the market? Do we not anticipate the season's wants? Don't we sometimes anticipate financial crises? To all of these and more, you will answer, yes; but let me ask you what percentage of merchants anticipate credits? Why don't we anticipate and get early returns on a man's credit standing when we are introduced to the new arrival in the city? I believe that the biggest item of neglect in the management of the credit department of our business is that we don't seek out our customers beforehand. Let your clerk hand in the name of the young man he met on his last evening out in society. Look up the new lodge member, or the man who joined your church last Sunday. Make this list as large as your mailing list; yea, there is a good place to commence to seek out sources of accurate information; make the list to include men and women, young men and maidens, the hired man and the servant girl, as well as the corporation and partnership. Have a complete list at your desk; require your men in your

* Address by Frank R. Currie before the Iowa Retail Hardware Association.

employ, by study, to know your instruction on individual names and act accordingly. After this research has established a conviction and resolution stand by it. Don't let the desire for business, friendship, sympathy or any other motive cause you to go back on your research and best judgment.

In closing let me say, in my judgment the successful conduct of a credit business depends on its management in the sales department, as well as good methods in looking up and closing accounts. There are lots more fascinating books than our ledger, but sound business sense tells us that not only our bread and butter is there, but considerable pie and cake. I hope now that those of riper years and tried judgment can add practical experience to this hour which will give us all inspiration and good suggestions for the conduct of our business. While this edge of the business I take to be the least attractive of any, it must have attention.

THE TELEPHONE THAT REMEMBERS.

Mr. Ernest George Craven, an English civil engineer, who used to work for Mr. Edison, has invented a telephone which records its messages permanently. He started with the theory that the sound-giving diaphragms of telephone and phonograph are substantially alike. In both instruments, a diaphragm is set moving by sound-waves. In the phonograph, this motion is impressed on a wax cylinder, which preserves it and can give it back to the air as sound. In the telephone, the motion of the diaphragm is changed first into electrical impulses transmitted by a wire, and then changed at the other end into corresponding diaphragm movements, which reproduce the sound. Mr. Craven's problem was to make telephone and phonograph work in electrical unison. His instrument, called the electograph, has sent and recorded messages successfully over ordinary telephone wires, though as yet only at small distances. It needs some mechanical improvements, but these will be easy to make. The telephone that remembers—a good many persons may much prefer a telephone that forgets.

STOCK FOOD A GOOD LINE.

J. A. W. Allan & Co., hardware dealers, Newmarket, Ont., who handle "Colonial Stock Food," write: "We consider it a good move on our part when we introduced stock food into our business. Have sold a lot of it and our customers seem to be well pleased with it. It also pays as well as any part of our business."

CATALOGUES, BOOKLETS, ETC.

HARDWARE AND METAL would be pleased to review catalogues, booklets or other such publications issued by manufcturers or wholesale dealers selling to the hardware, plumbing, machinery or metal trades. Retailers desiring such publications may also have inserted a note to that effect. No charge will be made for these services.

GLOBE PAINTS.

The Globe Paint Co., Toronto, have booklets giving specific information regarding their machine paint filler, for all kinds of machinery and tools; Globe varnish stains for staining and varnishing at one operation; Globe implement paints, for wagons, trucks and other implements; Globe liquid coach colors; Globe agate floor finish, for staining and varnishing at one operation; Globe elastic carbon paint, for barns, bridges, roofs, and other ordinary painting; Globe superior floor paint, and Globe prepared paints, for general purposes. In addition to these they offer to the trade a booklet dealing with their quick drying coach colors and varnishes. Readers of Hardware and Metal are invited to send for these booklets.

ERIE SPECIALTY CO.

There is no part of the hardware trade that is more difficult to keep in touch with than the specialties. So many meritorious goods are introduced to the market each year by the more aggressive manufacturing houses that the retailer finds it no easy matter to be in touch with all the new lines. By securing the catalogues of the best houses as they are announced is probably the surest way to keep abreast the times. One of the latest catalogues issued is that of the Erie-Specialty Co., Erie, Pa., U. S. A. This firm makes cork pullers and screws in great variety, ice picks, lemon squeezers, chill shakers, ice shaves, picks and shredders, potato mashers, ice cream dishes, soda spoons, etc. Readers writing for this catalogue are requested to mention Hardware and Metal.

THE HOUSE OF THE HONEYMOON.

H. B. Wiggin's Sons Co., Bloomfield, N. J., are publishing one of the most unique novels ever received by Hardware and Metal, under the above title. It is a love story told under a cover of burlap and replete with interesting developments and valuable suggestions. Hardware dealers writing for this are requested to mention this paper.

THE LIGHTING OF NEW YORK.

The Canadian General Electric Co. issue two booklets which are standard works of reference on the subject of illuminating. One of these is entitled "The Lighting of New York City," and is replete with illustrations of famous scenes in New York. The widespread use of "General Electric" lamps of various kinds is demonstrated by these photographs in a striking manner. The book is in every sense an artistic publication and cannot fail to be of interest to all who see one. The other booklet is entitled "Light and Illuminating Engineering." This is a treatise by W. D. A. Ryan, dealing in a scientific manner with the comparative effects and value of the various lighting systems of the day. Hardware men who are interested in electrical supplies would do well to secure these works and to study them carefully.

A DAINTY MEMO BOOK.

The James Robertson Co., dealers in plumbers' supplies, white lead, varnishes, putty, lead pipe, solder, babbit metal and glues, Toronto, have prepared a dainty memo. book with celluloid covers, many pages of valuable hints and some hundreds of pages for notes. These books were prepared for customers and prospective customers, so any of the trade interested in the lines noted above can secure one of them on application.

TRAP SHOOTING RULES.

A booklet which should be appreciated by sportsmen has been issued by The Union Metallic Cartridge Co., New York. It is a vest pocket edition of "Trap Shooting Rules and Records" of the Interstate Association. As the work is authoritative it should be great service to all interested in trap shooting. Hardware dealers should have it in their library as a work of reference. Any of the trade can secure copies of it by mentioning Hardware and Metal in their request to Department "2," Union Metallic Cartridge Co., 313 Broadway, New York.

THE METALLIC ROOFING CO.

Hardware men in all sections of Canada have learned to recognize in metallic coverings for both interiors and exteriors a line which offers them a profit where the old order of wood or shingles offered them nothing. Consequently many dealers carry this line and at this season are on the alert to secure contracts which will call for a supply of metallic goods. To be most successful in this it is best to have at hand all

WIRE NAILS
TACKS
WIRE

Prompt Shipments

The ONTARIO TACK CO.
Limited
HAMILTON ONT.

literature available, especially such literature as contains illustrations showing new designs and new combinations. To meet this condition the Metallic Roofing Co., Toronto, have issued a valuable booklet, "Interior Decoration in Metal;" a folder describing "Richardson's Pressed Metal Fire-Proof Doors," and several leaflets giving the newest designs in steel ceilings, wall designs, etc. All of this literature can be had by readers of Hardware and Metal who are interested in Metallic goods. Write for them in good time to make plans for Spring contracts.

THE UNITED FACTORIES.

The hardware trade have found brushes, brooms and woodenware to be a staple line which they can handle to such excellent advantage that they must keep well informed regarding the line. For this reason the announcement that the United Factories, Toronto, have issued their new catalogue is of importance to all retailers. All who have not secured it are invited to do so at once.

THE DODGE MFG. CO.

"Power Transmission Economics," for February, the monthly organ of the Dodge Mfg. Co., Toronto and Montreal, is to hand. Among the articles in this number are "Modern Tendencies," "A Recent Rope Drive Installation," and "Shafting and Hanger Installation." This paper will be sent to any readers of this paper who are interested in power transmission supplies.

SEEK CANADIAN AGENTS.

The Blackman Export Co., London, Eng., manufacturers of table, desk and bracket fans and guards of polished brass, with speed regulating switches attached, are in a position to appoint Canadian agents for their lines. James Keith & Blackman Co., manufactdrers of "Keith's" new light, a patent automatic compressor, lanterns, electric lamps, etc., are associated with this company. As these firms have a reputation which extends to almost every civilized country in the world, their agency would probably be well worth securing. The firm have ready extensive descriptive literature, which will be sent to anyone interested.

ANNUAL PRICE LIST READY.

The Becker Glass & Paint Co., Buffalo, offer for the perusal of the trade their annual price list on brushes, also copious literature relating to their plate glass, paints, oils, varnishes, and window glass.

"ARK BRAND" PAINTS.

The Francis-Frost Co., Toronto, are making use of an attractive folder illustrating the various colors of their "Ark Brand" weather and waterproof prepared paints, manufactured by them. This firm also make the "Ark Brand" wood filler and surfacer.

NEW DESIGNS READY.

C. McArthur & Co., Montreal, have issued an illustrated price-list of the newest designs in their "Anagtypta" friezes, ceilings, dados, diapers, borders, fillings, etc.

NATURAL WOOD FINISH.

Berry Bros., Walkerville, Ont., and Detroit, publish an exceptionally valuable book entitled "Natural Woods and how to Finish Them." This should be of great service to the trade in selling wood finishes, etc., and should be in the library of every hardware retailer who sells paints. It will be sent free to readers of this paper.

FIRE FIGHTING SUPPLIES.

The Gutta Percha & Rubber Mfg. Co., Toronto, are manufacturers of fire hose and fire department supplies. Their catalogue will be sent free to all readers of this paper who are interested.

ELECTRICAL FIXTURES.

Munderloh & Co., Montreal, have issued a catalogue of their electrical fixtures and supplies which should command the attention of every hardware man who handles these goods or has any intention of doing so. It appears to be one of the most complete, attractive and acceptable of those issued within the last two or three years, but at the same time it is what might have been expected from this firm. The catalogue shows a great variety of electrical fixtures which it should be to the advantage of most hardware men to handle. The catalogue is an expensive one, and is well bound. Munderloh & Co. will be pleased to send copies to hardware men who are intending to handle these lines. Our readers should write for one.

A Profitable Paint Specialty.

The Sherwin-Williams Varnish Stain is a good selling paint specialty. It pays a good profit and helps sell the other lines.

It is made to please the householder; and is constantly needed about the house to stain woodwork, cupboards, shelves, furniture, etc.

It sells at a moderate price.

The Sherwin-Williams Varnish Stain is a varnish and stain combined, imitating natural wood and drying quickly with a bright gloss. It is easily applied, ready for the brush, and is not tiring to put on.

Put up in convenient sized cans to imitate seven popular woods.

Spring house cleaning makes a big demand for Varnish Stain.

Prepare for it by writing for information and price list today.

THE SHERWIN-WILLIAMS CO.
PAINT AND VARNISH MAKERS.
Cleveland, Chicago, New York, Newark, Boston, Kansas City, San Francisco, Los Angeles, San Diego, Minneapolis, Montreal, Toronto, Winnipeg, London, Eng.
CANADIAN HEADQUARTERS: 21 St. Antoine St., Montreal, Que. 1154

Business Changes

ONTARIO.

LAPUM & O'CONNOR, general merchants, Centreville, have dissolved parnership. They have been succeeded in business by O'Connor & McGill.

H. Hasenpflug, blacksmith and wagon maker, Milverton, is dead.

J. Diemert, harness maker, Formosa, has assigned to J. B. Goetz.

Watt Bros., machinists, Gananoque, have advertised that they are giving up business.

H. Burden, of the E. Harris Co., manufacturer of paints, oils, etc., Toronto, is dead.

Buchanan & Penston, lately dealers in hardware, stoves and tinware, Barrie, have assigned to J. R. Hambly.

W. H. Morrison, hardware and furniture merchant, etc., Shedden, has advertised his blacksmith business for sale.

Ritchie & Campbell, general merchants, Wingham, have dissolved partnership. H. Ritchie continues in business.

W. F. Cockshutt & Co., grocers and hardware merchants, Brantford, have sold their hardware business to A. Ballantyne.

J. V. Poaps & Co., general merchants, etc., Ottawa and Oznabruck Centre, have disposed of their Oznabruck business to Gemmell & Burton.

QUEBEC.

A. A. Valois, tinsmith, Berthier, is dead.

A. Lachance, tinsmith, Stanfold, has sold out.

The Domnion Linseed Oil Co., Montreal, have registered.

Chevalier & Roy, contractors, St. Louis, have registered.

Deguise & Lemay, contractors, Montreal, have registered.

Pogeau & Patenaude, contractors, Montreal, have registered.

Cadieux & Giroux, plumbers, etc., Montreal, have dissolved partnership.

The Hall Engineering Works, ship builders, etc., Montreal, have registered.

Dr. A. T. Sanden manufacturer of electric appliances, Montreal, has registered.

The assets of P. P. Gizuere, plumber, Quebec, have been advertised for sale March 4.

The Alza English Sash and Lock Hardware Co., Montreal, have dissolved partnership.

Cleroux & Poirier, manufacturers of paints, varnishes and oils, Verdun, have registered.

The parnership of the Alza English Sash Window Co., Montreal, has been registered.

IVER JOHNSON
AUTOMATIC
REVOLVERS

RUSSIA and JAPAN
large consumers of
Iver Johnson Revolvers

They are both quick to recognize the value of a good Arm large or small, hence, are large consumers of our product.

A reliable weapon of defence that can be absolutely depended upon, and which cannot be accidently discharged, appeals to

All People of All Nations.

Send for Catalogue of Bicycles and Fire Arms.

IVER JOHNSON'S ARMS & CYCLE WORKS,

New York Office, 99 Chambers Street. FITCHBURG, MASS.

Dr. Smith, Gordon & Co., manufacturers of electric appliances, Montreal, have registered.

A meeting of creditors and shareholders of the Sleeper Engine Co., Montreal, has been announced for March 4.

J. A. Denis, wholesale and retail harware and paint merchant, etc., Montreal, has sold out to Beauvais & Frere.

The movable assets of the estate of Wm. Sawyer, proprietor of saw and grist mills, Sawyerville, were advertised for sale March2.

E. N. Heney, of E. N. Heney & Co., wholesale and retail saddlery and hardware merchants, dealers in carriages, etc., Montreal, is dead.

Petition for winding-up order has been granted the Montreal Silicate Brick Co., Montreal. Meeting of creditors and shareholders advertised for March 8.

NEW BRUNSWICK.

Clark & Taylor, manufacturers of typewriters, etc., St. John, have dissolved partnership. Mr. Clark continues in business under his own name.

NOVA SCOTIA.

Anderson & Letteney, general merchants and fish dealers, Digby, have dissolved partnership.

MANITOBA AND N.W.T.

Gilles & Harbison, harness makers, Penhold, have gone out of business.

Anderson & Auld, harness makers, Saltown, are removing to Abernethy.

F. D. White, of White & Hughes, hardware merchants, Carievale, is dead.

F. W. Dunn & Co., general merchants, Red Deer, have sold out to W. J. Robinson.

M. Rosner, general merchant, Plum Coulee, has been succeeded in business by Rosner & Fraser.

A meeting of creditors of Westaway & Skilton, general merchants, Battleford, has been held.

The premises of D. Clayton, harness maker, Sintaluta, have been destroyed by fire; loss covered by insurance.

A. Stewart, manufacturer of harness, etc., Elkhorn, has closed out his business, and is removing from the town.

W. Robe, Jr., of Dickson & Robe, general merchants, Indian Head, is dead. A meeting of creditors of Dickson & Robe has been held.

BRITISH COLUMBIA.

C. B. Hume & Co., general merchants, Trout Lake City, have sold out to A. G. Fraser.

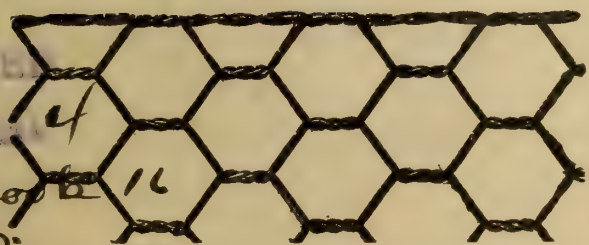
Goss Bros., proprietors of sawmill, Ashcroft, have been succeeded in business by W. H. Davis.

The Porto Rico Lumber Co., proprietors of saw mill, etc., Nelson, have sold their retail business to A. G. Lambert & Co.

H. S. HOWLAND, SONS & CO., LIMITED

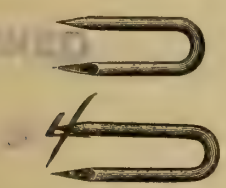
WHOLESALE ONLY — 37-39 West Front Street, **Toronto.** — ONLY WHOLESALE

POULTRY NETTING.

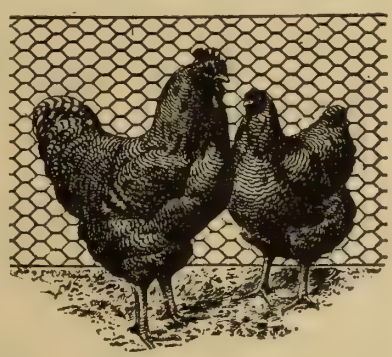


1-in. Mesh, 24, 30 and 36-in. wide.
¾-in. Mesh, 12, 18, 24, 30 and 36-in. wide.

1-in. Mesh, 18, 24, 30, 36 and 48-in. wide.
1½-in. Mesh, 24, 30, 36 and 48-in. wide.

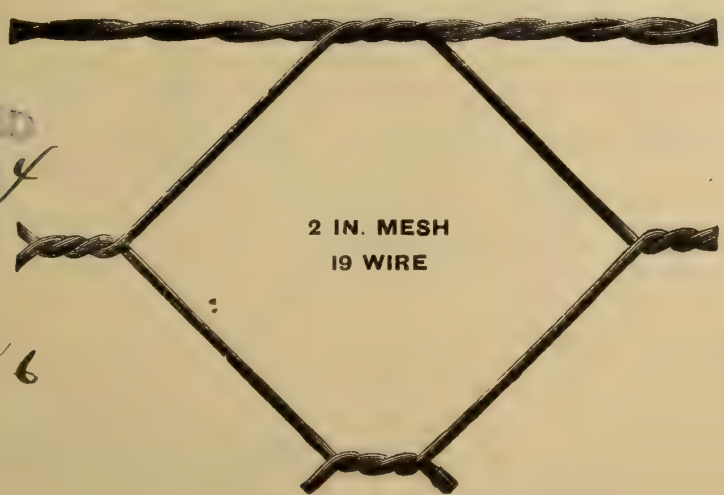


Poultry Netting Staple
¾ ⅞ 1 1¼ in.



Fifty Yards in a Roll.

Barb Wire Staple
1¼ 1½ 1¾ 2 in.



2-in. Mesh, 12, 18, 24, 30, 36, 42, 48, 60 and 72-in. wide.

FOR OTHER FENCE WIRE SEE OUR HARDWARE CATALOGUE.

H. S. HOWLAND, SONS & CO. LIMITED, Toronto.

WE ship promptly — GRAHAM NAILS ARE THE BEST. — OUR prices are right

Factory Dufferin Street, Toronto

Announcement.

The Dodge Manufacturing Co. of Toronto, Limited, beg to announce to their many friends and customers in Eastern Canada, that they have opened up a

MONTREAL BRANCH

for the more ready distribution of their Standard Lines of Transmission Machinery in the East.

Mail Orders, Telephone Orders, and Wire Orders

ADDRESSED TO

Dodge Manufacturing Co.

419 St. James St.,

'Phones, Main 2412. " 2442.

MONTREAL, QUE.

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Art Book 21
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THE KING OF METAL POLISH

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IMPARTS A BRILLIANT & DURABLE BRILLIANCE TO ALL KINDS OF METALS

TANDEM MANUFACTURING COMPANY

POLISHING PASTE (white). Sizes 1, 2 and 3. ½-lb. and 1-lb. tins.

Also Liquid Metal Polish in 5 sizes.

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MONTREAL.

"The Scale Came Back"

A FAIRBANKS' SCALE "SERVES YOU RIGHT."

"We have just received in our repair shop, for repairs, for the first time a 5000-lb. Dormant Scale, which was our customer on June 14th, 1849. This means 53 years of service."

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"Isn't this the kind of goods that you want to buy?"

SEND FOR OUR CATALOGUE.

THE FAIRBANKS COMPANY

MONTREAL. TORONTO. WINNIPEG. VANCOUVER.

MACHINERY

THE MACHINERY MARKET.

Quebec.

Office of HARDWARE AND METAL,
232 McGill Street.
Montreal, March 3, 1904.

GENERAL machinery conditions this week are much the same as at the time of our last report. The freight blockade has been worse than ever this week and of course deliveries have been out of the question. The general tie-up of the railways has hindered travellers from reaching prospective customers. Nevertheless there is a general feeling that the worst is almost over and that a big improvement in business may soon be expected. In spite of adverse weather conditions there has in fact been some improvement this week. Orders are reported and are attracting attention which in a busier season would not be considered worthy of special note.

The one line of machinery which has been in the steadiest demand throughout the quiet Winter season is engines and boilers. There have been no very remarkable orders this week but a number of sales of small and medium engines and boilers have been made. A number of small horse-power Corliss engines have been sold this week.

Saw mill outfits and saw mill supplies continue to attract the attention of local machinery men. A complete saw mill outfit was sold this week by a local machinery agent to a customer in the Lake St. John district.

In machine tools there has been some increased activity. The C.P.R. have been on the market for some time for a supply of machine tools for various shops. The Fairbanks Company have sold them a $35,000 lot of machine tools for their Winnipeg shops.

Rumors have been current all week that the Locomotive and Machine Company's works at Longue Pointe are to be taken over by the American Locomotive Company. Agents of the latter company have been appraising the works and negotiations are now in progress for the sale of this extensive plant.

Ontario.

Office of HARDWARE AND METAL,
10 Front street east.
Toronto, March 4, 1904.

ON account of the stormy weather and the blocked condition of the roads for the greater part of the week there has been no important events in the machinery market this week. Things are still quiet, and no changes of moment are to be reported over the report of last week. In spite of dull times at the present time dealers are still very optimistic since they are of the opinion that the dullness of the present time is due almost entirely to circumstances. For the most part they think that as soon as the weather breaks up things will brighten up considerably and that many orders will be placed. One dealer expressed the opinion that there will be a regular rush of business as soon as the weather becomes open enough to warrant the keeping open of the railroads. He bases his statement on general trade predictions and on the character and number of enquiries received during the last month or so. During the early part of the week there was very little done on the machinery market, even enquiries not coming in as they usually do, the blocked mails, of course, accounts for this.

From the enquiries received and from the small amount of business done it seems that engines and boilers still maintain their position on the market, although, considering only actual sales it is probable that they fell behind last week's sales.

The demand for machine tools and iron-working machinery continues steady as reported last week.

Wood-working machinery shows no change this week, the demand being fair.

Manufacturers of electrical machinery have a good supply of work on hand, but of course shipments have been delayed by the weather conditions, and enquiries have not been sonumerous. However, this division of the market seems to be enjoying the greatest activity at the present time.

New York.

The Iron Age says of the New York market:

As there were no deals of any magnitude closed to give it an impetus business for the past week was just about what could be expected when the actual working days were cut down fully a third. As to general conditions, those of the past few weeks still prevail, there being no change of importance, and the orders and enquiries that have come in have been for small amounts, with one exception, though the volume has been fair. A noticeable feature of late has been the hesitancy on the part of even small buyers to close without more or less correspondence, and orders seem to be getting harder and harder to clinch. Another matter which has lately come into more than usual prominence in the machine tool trade is the dealing in second-hand machinery. While there has always been more or less exchange of these tools with a bonus for new tools, it is said that at the present time there is a great deal of this being done. There is no doubt but that extensive dealings of this kind have an unsettling effect on the market for new tools.

Machinery Hockey.

On Saturday, February 27th, hockey teams representing the Fairbanks Company and Williams & Wilson met at the Victoria Rink, Montreal. The former team were the winners by a score of 6 to 0. The line up was as follows:

The Fairbanks Company—A. W. Bremner, goal; W. E. McLean, point; J. Hurst, cover-point; M. Davidson, rover; C. W. Beaufoy, centre; T. Mulcair, right wing; D. Nicholson, left wing.

Williams & Wilson—F. J. McGoldrich, goal; W. G. Young, point; W. F. Walsh, cover point; W. Mahoney, rover; W. B. Broustetter, centre; H. Thomas, right wing; A. McKay, left wing.

Referee—Geo. Cummings.

STEAM BOILER AND ENGINE INSPECTION.

AN act has been passed by the Legislature of Ontario regulating where and how steam threshing engines shall be used and providing for the appointment of inspectors to examine all steam boilers and engines in use throughout the province, both before and during use, at least once each year.

In respect to the steam threshing engines it is enacted that every manufacturer of such engines shall provide each engine with an efficient spark arrester before disposing of it, on penalty of default of a fine of from $5 to $20, and that no threshing engine shall be operated by the owner at a distance of less than 25 feet from any barn or other building, upon penalty of default to the same amount.

With respect to steam boilers and steam engines one or more inspectors shall be appointed by the Government whose duties will be as far as possible, to inspect all steam boilers and engines in Ontario before they are used; to test by hydrostatic pressure all boilers in use in Ontario, satisfying themselves whether they are well made of suitable material; to see that the opening for the passage of water and steam respectively and all pipes and tubes exposed to heat are of proper dimensions and free from obstructions; to see that the friction (fire line) of the furnace is at least two inches below the minimum water line of the boilers; to see that the flues are circular in form; to see that the arrangements for the delivering of feed water to the boiler are adequate; to see that the safety valves are of suitable dimensions, sufficient in number and properly arranged, and that the valve weights and springs are properly adjusted so as to allow the certified amount of pressure in the boilers; to see that there is a sufficient number of guage cocks and a properly inserted fusible plug in the flue or crown sheet so as to fuse by the heat of the furnace whenever the water in the boiler falls below its prescribed limit; to see that there are adequate provisions for an ample supply of water to feed the boilers at all times, so that in high pressure boilers the water shall not be less than four inches above the crown or flue sheet in upright boilers; and that the means for blowing out are provided so that the sediment may be removed while under steam pressure.

The standard for high pressure boilers under the hydrostatic tests is to be 125 pounds to the square inch as a maximum pressure allowable as a working pressure for a new boiler of 42 inches in diameter, made in the best manner of plates of 1-4 inches in thickness of good materials. Others shall be rated according to this standard. No boiler, steam pipe, nor steam engine shall be approved which is made in whole or in part of bad material, or that is unsafe from any cause. Any one constructing and delivering a boiler, knowing it to be imperfect in its flues, flanges, riveting, bracing or in any other part, shall be liable to a fine of $200.

Each inspector shall be authorized to charge a fee of $5 for the inspection of each boiler and its steam connections including the engine. Owners or users of steam boilers and engines must allow the inspector free access to their boilers and engines, and must furnish water and fill the boiler, and must remove the jacket or covering when directed by the inspector to enable him to make a test. Any person operating a boiler or engine concerning which the inspector has refused to grant a certificate, shall be liable to a penalty of $5 per day for each day of operation.

This act does not apply to railroad locomotives, nor to boilers and engines subject to the legislature of the Dominion Parliament.

Their Mill Now Ready.

THE Canada Corundom Company, Toronto, have issued a circular with the following announcement:

"Our new mill will be completed by February 15th, 1904, and from that time on we shall be able to supply the wants of all our customers. Three years ago our product, Craig mine corundum, was first put upon the market. The demand for this product has steadily increased, and last Spring we began the erection of our new plant. It is the largest abrasive mill ever erected in any country. Its capacity is from 5,000 to 8,000 tons per year of finished product. This product is absolutely uniform and we can duplicate your orders indefinitely.

"If, in the past, you have been using the impure form of corundum called emery for grinding and polishing, write us stating what quantities of abrasive you require per year and what the sizes are. We are now open to make contracts to furnish you with from one to three years' supply of pure Craig mine corundum."

MONTREAL STEEL WORKS MEET.

IT is now a year since the Montreal Steel Works took over the property and plant of the Canada Switch and Spring Company. The first annual meeting of the shareholders was held on Wednesday, March 2nd. The general manager's report submitted to the meeting made the following statement of the company's financial standing at the end of the past year:

"For the first nine months the business was quite satisfactory, and the demand for our goods was fully up to expectations; but during the last three months the general conditions of the steel trade changed, and the demand fell off. Notwithstanding this, the statement of the year's business shows the satisfactory result of a net profit of $105,584.86.

"Dividends at the rate of 7 per cent. on the preferred, and 5 per cent. on the ordinary stock for the past year have been paid; also interest on preferred stock and bonds of the Canada Switch and Spring Company, Limited from January 1st, 1903, to date of floatation of the new company, May 21st, 1903, amount in all to $55,648.86.

"The maintenance are repairs of plant and buildings has been charged to revenue, and an amount of $12,000 has been placed to the credit of a reserve account to make additional provision for depreciation of buildings, plant, etc., leaving the sum of $37,936.00 to be carried forward as balance at the credit of profit and loss account.

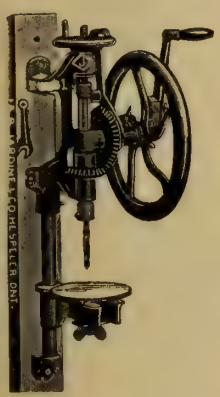
"The additions to our land, buildings and plant, for which the additional capital was provided, were carried out and were barely completed at the close of 1903. They were, therefore, not a factor in the earnings of the year.

"The dividend on the preferred stock will be paid at the regular rate, as usual, but it may be considered prudent until trade improves, to postpone action on the dividend on the ordinary shares."

We make Electric Fixtures, Sockets and Cut-Outs.

Munderloh & Co

ELECTRICAL SUPPLIES OF ALL KINDS. MONTREAL.



TRADE MARK J REGISTERED.

Blacksmiths' Hand Drills.

The very best.

A. B. JARDINE & CO.
HESPELER, ONT.

MADE IN CANADA

Stitched Cotton Duck Belting

Superior to all others.
FOR
Agricultural Machines, Elevators, Pulp and Paper Mills, Cotton, Woollen, Cement and Saw Mills, Machine Shops and Electric Powers.

MANUFACTURED BY

DOMINION BELTING COMPANY Limited
HAMILTON, CANADA.

USE OUR
"MAPLE LEAF BELT DRESSING"

MONTREAL STEEL WORKS, LIMITED.

SUCCESSORS TO
The Canada Switch and Spring Co., Limited.

Manufacturers of

STEEL CASTINGS (OPEN HEARTH SYSTEM).

SPRINGS, FROGS, SWITCHES, SIGNALS, for Steam and Electric Railways.

CANAL BANK, POINT ST. CHARLES, : : MONTREAL.

The Hamilton Steel & Iron Company LIMITED

HAMILTON, - CANADA.

OPEN HEARTH
STEEL CASTINGS
OF ANY WEIGHT.

We are fighting for your interests by giving you a Babbitt Metal whose quality cannot be beaten.

Manganese Anti-Friction Metal will pay interest on itself, because it is the best that science can produce in a Bearing Metal. Every pound guaranteed.

Syracuse Smelting Works

MONTREAL NEW YORK SEATTLE

ASK YOUR DEALER FOR IT.

MACHINERY AND ELECTRICAL NOTES

THE Canadian Engineering Co., composed for the most part of the shareholders of the Canadian Bullock Electric Manufacturing Co., has purchased the entire plant and buildings of the James Cooper Mfg. Co., Rockfield, Que. This plant is considered to have been the finest and most complete for the manufacture of mining machinery in Canada. The Canadian Engineering Co. will manufacture machinery for the Canadian Bullock Electric Mfg. Co. and for the Lidgewood Hoist and Cable Co.

F. A. Folger, manager of the Kingston Light, Heat and Power Co., Kingston, Ont., is dead.

The City Council of Sherbrooke, Que., has purchased the plant of the Sherbrook Light, Heat and Power Co., for $233,000.

The Fairbanks Company have sold a $35,000 lot of machine tools to the C. P.R. for installation in their new Winnipeg shops.

A branch of the Grand Forks Foundry and Machine Shops, Grand Forks, U.S.A., has been established in Winnipeg by Mr. Daniel Dow.

The Winnipeg Electric Co., Winnipeg, have dissolved partnership, and the business will hereafter be carried on by L. E. Dye under the same style.

The Sydney and Glace Bay Electric Co., Sydney, N.S., are involved in a law suit with the Cape Breton Electric Co. The trouble has been brewing some time.

The Mount Baker-Yale Mining Co., of British Columbia, have just installed a ten-stamp mill near Yale, and will shortly add another battery of ten stamps.

The Kingston Locomotive Works have issued the statement that they have orders for 25 locomotives from the Intercolonial Railway and 10 from the Canadian Pacific Railway.

The blacksmith shops and the oil house of the Canadian Pacific Railway at Regina have been destroyed by fire. The roundhouse had a narrow escape from the flames.

The hospital board of Vancouver is considering whether to erect a building at a cost of $185,000 or one costing $125,000 as originally designed. The foundations are now unsuitable for either.

J. J. Nickson & Co., a well known contracting firm of Vancouver, have been awarded a million dollar contract by the Canadian Pacific Railway for the construction of an irrigation canal near Calgary.

The Minnedosa Electric Light & Power Company have about completed their new power house, and are installing the machinery, when it is expected that the present satisfactory service will be considerably extended.

The Galt Reporter says that the Grand Valley Railway will be built to Galt this Summer, and that the power house and car repair shops will be established in that town. The cars for this railway are now being made by the Ottawa Car Co.

The Canadian Pacific Telegraph Co. have decided to have an additional wire strung from Peterboro' to Toronto, and one from Toronto to Windsor. The placing of another wire between Montreal and Winnipeg and another between Winnipeg and Regina is also contemplated.

Kuhlow's German Trade Review and Exporter says that apparently favorable results have been obtained by the introduction of electric power in the home weaving industry at Ourath, Germany, where formerly hand weaving was carried on extensively, though not very profitably.

The Electrical Development Co. has decided to use steel towers instead of wooden poles for the conveyance of electrical power from Niagara Falls to Toronto. These towers will be probably eight or ten feet square at the base and from 40 to 50 feet high; they will be 400 feet apart. These towers have been used in Mexico, but not as yet in Canada nor the United States. There will be four transmission lines with a capacity of 10,000 horse-power each, making a total of 40,000 horse-power.

The Scientific American says that a brake shoe is being constructed by an American firm having a hard iron insert around which is cast the body of the shoe in gray iron. The gray iron is not permitted to chill, which is claimed to be a peculiarity of this shoe as compared to others of the kind. The hard iron is made of very high grade malleable iron. The secret process of casting gray iron about the insert without chilling are said to give toughness to the body of the shoe, and a better friction coefficient than a chilled shoe.

Some interesting experiments with a new steel process have been in progress at Pontymister Works near Newport, England. The investigation has resulted in the discovery that by the use of a secret alloy steel suitable for making tools can be produced from Silmens steel, instead of only from crucible steel. The result is that considerable saving is effected in the cost of manufacture. Should the experiment be successful, it is anticipated that a new industry will be created, and the whole system of steel manufacture revolutionized.

THE BICYCLE PROBLEM.

HAVE you ever asked yourself this question, "Is the bicycle a plaything or something absolutely useful." Your answer would be easily guessed. It is because of the usefulness of the bicycle that the public has turned seriously towards it with the glamour of the faddish days out of its eyes. Indeed it can be safely said that were it not for the fact that wheeling became such a dizzy craze the bicycle would have occupied some time ago, the steady position which a year's more patronage will give it.

The bicycles for 1904 bid fair to make history for wheeling—the improvements introduced, the perfecting of the cushion frame and coaster brake leave nothing to be desired. There is no class of merchants so closely interested in the welfare of bicycling as the hardware dealers. They can help develop interest in bicycling by having a new and good stock of 1904 cushion frame wheels in their show rooms.

CANADA HARDWARE CO. MEET.

The annual meeting of the shareholders of the Canada Hardware Company was held at the company's offices in Montreal, on Tuesday, March 1st. The report of the year's business submitted by General Manager A. M. St. Arnaud was considered quite satisfactory, and was unanimously adopted. The directors elected were as follows: H. Beauchemin Sorel, P. Q., Gaspard De Serres, J. L. Roy, A. M. St. Arnaud, P. Delisle, J. Beauchemin, E. Bureau.

Immediately after the general meeting of the shareholders, a meeting of the directors was held, and the following officials were elected: President, Gaspard De Serres; vice-president, H. Beauchemin; general manager, A. M. St. Arnaud; secretary-treasurer, P. Delisle.

Persons addressing advertisers will kindly mention having seen their advertisement in Hardware and Metal.

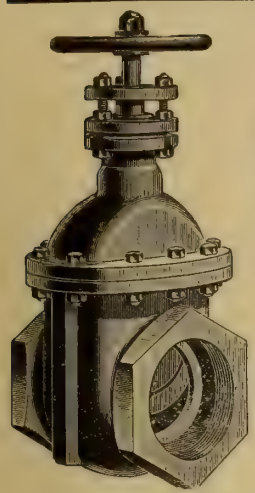
The Best Door Closer is . . .

NEWMAN'S INVINCIBLE FLOOR SPRING

Will close a door silently against any pressure of wind. Has many working advantages over the ordinary spring, and has twice the wear. In use throughout Great Britain and the Colonies. Gives perfect satisfaction. Made only by

W. NEWMAN & SONS,

Hospital St., - - BIRMINGHAM



We Make Good

VALVES

Write for Catalogue. It tells all about them.

The Kerr Engine Co

LIMITED

Walkerville, Ont.

SPECIFY

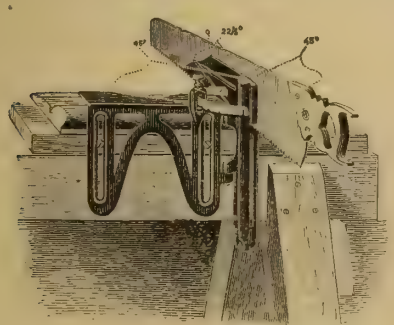
TRADE PENBERTHY MARK.

INJECTORS

PENBERTHY INJECTOR CO.,

LIMITED.

BRASS MFRS. Windsor, Ont.



"PROPER CUT ALWAYS OBTAINED"

Any cross-cut or hand-saw can be used any width or depth of moulding can be cut.

Our no. 159 Improved Mitre Box can be used on top of ladders, scaffolds, or any place a mitre box is required.

Send for the Green Book of Hardware Specialties for further description and price.

THE SMITH, HEMENWAY & CO.

Mfrs. of Cutlery and Hardware Specialties,

UTICA DROP FORGE & TOOL CO.,

Mfrs. of Nippers and Pliers,

296 Broadway, NEW YORK, NEW YORK.

Canadian Sample Room: 215 Coristine Bldg., MONTREAL

ALLEN C. JENKINS, Canadian Manager.

G. A. Crosby & Co. of Ontario,

SARNIA, ONT. LIMITED

Manufacturers of

Patent Automatic Can Making Machinery, Presses, Dies and Special Machinery for Working Sheet Metal

H. W. Petrie, 141-145 Front Street West, TORONTO—Selling Agent.

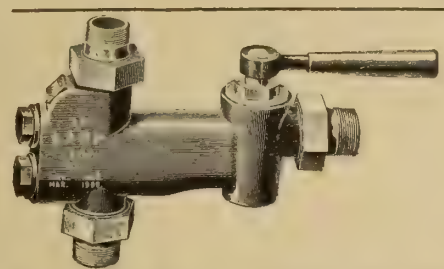
BABBIT

THE QUALITY & PRICE TO SUIT ALL GRADES OF WORK

No O
No 1
STAR
SPECIAL
HERCULES
METALLIC
IMPERIAL

THE CANADA METAL CO.

WILLIAM ST., TORONTO. TELEPHONE MAIN 1729.



Easy Injector

A DOUBLE-TUBE MACHINE AT SINGLE-TUBE PRICE.

Write for Price List.

CANADA FOUNDRY COMPANY, LIMITED.

Head Office and Works, - TORONTO, ONT.

District Offices — Montreal, Halifax, Ottawa, Winnipeg, Vancouver, Victoria, Rossland.

CRYSTAL REGISTERED TRADE MARK CORUNDUM

WHAT THE UNITED STATES GOVERNMENT SAYS:

"Emery is a mechanical admixture of corundum and magnetite or hematite. It is, of course, the presence of emery in the corundum that gives to it its abrasive qualities and makes it of commercial value, and the abrasive efficiency of emeries varies according to the percentage of corundum they contain."—*Bulletin No. 180, Department of Interior.*

Emery is about 35% Corundum. Craig Mine Corundum is 98% Corundum.

WRITE FOR PRICES.

The Canada Corundum Company, Limited

TORONTO, CANADA.

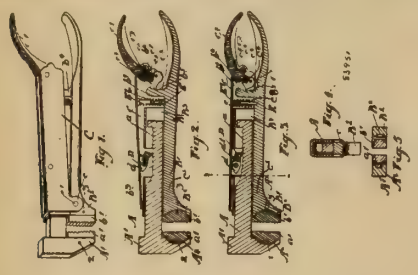
Patents Granted in Canada.

An authoritative report of patents granted by the Canadian Patent Office for recipes and devises of interest to HARDWARE AND METAL readers.

A Wrench.

GRANTED Charles L. Henderson, Berlin, Ont. Claims: 1. In a wrench, the combination with the stationary jaw and bar and the movable jaw and bar provided with a recess at the back provided with rachet teeth, of the straddle bar provided with hatchet teeth, of the straddle bar provided with a spring actuated dog co-acting with the ratchet teeth on the back of the movable jaw bar, spring means for holding the straddle bar from the stationary jaw bar, a projection attached to or forming part of the lower jaw bar, a handle pivoted in the end of the straddle bar, and means for engaging the inner end of the handle with a projection, so as to take up the strain on the end of the straddle bar, as and for the purpose specified.

2. In a wrench, the combination with the stationary jaw and bar and the movable jaw and bar provided with a recess at the back provided with ratchet

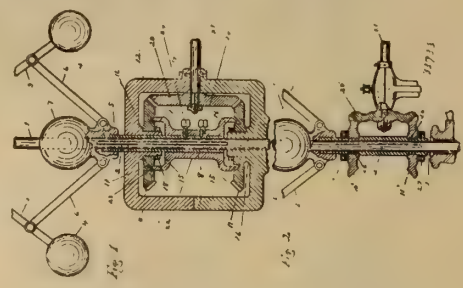


teeth, of the straddle bar provided with a spring actuated dog co-acting with the ratchet teeth on the back of the movable jaw bar, spring means for holding the straddle bar from the stationary jaw bar, a projection provided with ratchet teeth at the rear end thereof, a handle pivoted in the end of the straddle bar, a spring designed to normally hold the handle upwardly, a dog pivoted in jaws on the end of the handle, and spring held therein and designed to coact with the ratchet on the projection extending inwardly from the stationary jaw bar, as and for the purpose specified.

This wrench has also been patented in the principal countries of the world. A company is to be formed, with headquarters in Boston, for the manufacture of the wrench in the United States. A company will also be formed in Canada to make it.

Ball Valve.

Granted Lyon Cohen, Montreal, Quebec, Canada. Claim: 1. In a valve of the class described, in combination, a body having a bore and an opening leading therefrom, a plug chamber substantially at right angles to said bore and with which said opening communicates, a plug, and automatic means for con-



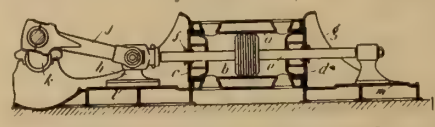
trolling said plug, said body having an outlet opening communicating with said plug chamber adjacent to said first opening.

2. In a valve of the class described, in combination, a body having a bore with an opening leading therefrom, a plug chamber below said opening, the axis whereof is substantially at right angles to said bore, a plug mounted thereon, and a float arm adapted to maintain said plug upon said opening, said body having an outlet opening communicating with said plug chamber above said plug.

3. In a valve of the class described, in combination, a body having a substantially horizontal bore and an opening passing downwardly therefrom, said body having a flange and a threaded nipple therebeyond, a plug chamber beneath said opening, a plug mounted therein, a ball arm pivoted to said body and resting against the under side of said plug, said body having an outlet opening communicating with said plug chamber above said plug, and lying between said chamber and flange.

Gas Engine.

Granted Hans Richter, Nuremberg, Bavaria, Germany. Claim: In double acting four stroke gas engine, a base, a cylinder mounted thereon, a removable cylinder head at each end, a piston rod projecting through each cylinder head, a piston carried by said rod, and a cross



head connected to the rod at each end and having a sliding connection with the base below the bottom of the cylinder, substantially as described.

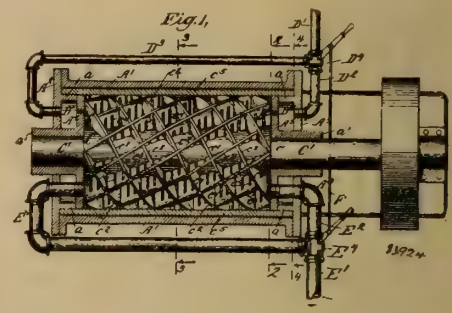
Rotary Engines.

Granted Thomas P. Butler, Wantagh, N. Y. Claims: 1. The combination with an internally circular casing, of a rotary piston comprising a body or shaft, rib coils extending spirally around said body or shaft, and abutments extending across the space between adjacent rib coils and outwardly from said body or shaft, said abutments being constructed to provide openings.

2. The combination with an internally circular casing, of a rotary piston comprising a body or shaft, rib coils extending spirally around said body shaft, and abutments extending across the space between rib coils and outwardly from said body or shaft, said abutments being provided with openings extending outwardly from the body or shaft.

3. The combination with an internally circular casing, of a rotary piston comprising a body or shaft, rib coils extending spirally around said body or shaft, and abutments extending across the space between adjacent rib coils and outwardly from said body or shaft, said abutments being provided with openings having oblique sides.

4. The combination with an internally circular casing, of a rotary piston com-



prising a body or shaft, rib coils extending spirally around said body or shaft, and other rib coils extending in the reverse direction around said body or shaft, openings being provided through one of the sets of rib coils.

5. The combination with an internally circular casing, of a rotary piston comprising a body or shaft, rib coils extending spirally around said body or shaft, abutments extending across the space between adjacent ribs and outwardly from said body or shaft and constructed to provide openings, and an outer shell, all said parts being connected together to be rotated in unison.

6. The combination with an internally circular casing, two main heads and two secondary heads for said casing, constructed to form induction and eduction chambers for the motive agent, of a rotary piston comprising a body or shaft, rib coils extending spirally around said body or shaft, and abutments extending across the space between adjac-

ent rib coils and outwardly from said body or shaft and constructed to provide openings.

7. The combination with an interrally circular casing, two main heads and two secondary heads provided with oblique openings for said casings, and constructed with said main heads and casing to form induction and eduction chambers for the motive agent, of a rotary piston comprising a body or shaft, rib coils extending spirally around said body or shaft, and abutments extending across the space between adjacent rib coils and outwardly from said body or shaft and constructed to provide openings.

U. S. FOREIGN TRADE IN 1903.

THE American Metal Market, New York, publishes the following statistics of the foreign trade of the United States, compiled from the report of the Department of Commerce an Labor: "More than one-half of the exports from the United States in 1903 went to British territory, and practically one-third of the imports into the United States came from British territory. Our total exports to British territory in the calendar year 1903 were $768,000,000, or 52 per cent. of our total exports, and our total imports from British territory were $308,000,000, or 31 per cent. of the total, speaking in round terms. These facts are shown by an analysis of the year's commerce, made by the Department of Commerce and Labor through the Bureau of Statistics. By British territory is meant the United Kingdom and its colonies, dependencies and protectorates.

"The territory included under this designation of the United Kingdom and its colonies, dependencies and protectorates contains over eleven million square miles, or more than one-fifth of the land surface of the globe, and has a population of 400,000,000, or one-fourth of the population of the world. The largest exportation to British territory course, was to the United Kingdom, $543,000,000, and this was the largest exportation to any single country. Next in order of magnitude of exports to British territory was Canada, $131,000,000; British Australasia, $32,000,000; British Africa, $28,000,000; British West Indies, $10,000,000; Hongkong, nearly $10,000,000; India, nearly $5,000,000, and the remainder scattered through the smaller British dependencies.

"Of the $308,000,000 worth of imports into the United States from British territory, $177,000,000, speaking in round terms, came from the United Kingdom, $53,000,000 from Canada; $48,000,000 from India, $12,000,000 from British West Indies, $7,000,000 from Australasia, $1,000,000 worth from British Africa and the remainder from numerous British dependencies of less importance.

Thus, of the foreign commerce of the United States aggregating nearly two and one-half billion dollars in the calendar year 1903, more than one billion dollars represented commerce with British territory.

Next comes Germany, to which our exports in 1903 were $225,000,000 and from which our imports were $122,000,000. With German territory, outside of Germany, our commerce is small.

Our commerce with Germany has grown much more rapidly in the last decade than that with the United Kingdom. In 1893 our exports to Germany were only $88,000,000, in 1903 they were $225,000,000, an increase of over 150 per cent., while in the case of the United Kingdom our exports to that country in 1893 were $415,000,000, and in 1903, $543,000,000, an increase of only 30 per cent. Imports into the United States from Germany increased during the decade from $89,000,000 in 1893 to $122,000,000 in 1903, or 37 per cent., while from the United Kingdom the imports increased from $150,000,000 in 1893 to $176,000,000 in 1903, or 17 per cent.

Canada stands third and our total exports to Canada in 1893 were $57,000,000, and in 1903 $131,000,000, an increase of about 130 per cent.; while our imports from France were 80 million 000,000 in 1893 to $53,000,000 in 1903; an increase of 56 per cent.

France is fourth, our exports to that country in 1903 being $88,006,000, against $57,000,000 in 1893, while our imparts from France were 80 million dollars worth in 1903, against 64 millions in 1893.

A THREE-IN-ONE LUBRICANT.

This utilitarian age will undoubtedly welcome the suggestion of a universal panacea for the ills of the housekeeper, sportsman, mechanic or artisan. Woodwork becomes marred, tools rust and get dull, and sewing-machines need occasional lubricating if they are not to clog up. Men needs must tinker up the old until it simulates the new, what better means is conceivable of refurbishing, or renewing the lost virtue of a thousand and one accessories than "Three-in-one" lubricating, cleaning and polishing oil, manufactured by G. W. Cole & Company, New York.

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I restore everything to original beauty and value.

The charges are less than many think.

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Star Brand Cotton Rope

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For Sale by all Wholesale Dealers.

THE SUCCESSFUL TRAVELLER.

By Herbert C. Ridout.

THE ideal traveller is not always the man who, the very first trip, brings back a bag full of orders. They may bear testimony to his good talking abilities, and in value represent his wages for the next two or three years, but they are not much good if in the course of a few months he cannot go back and ask for repeat orders. The firm may have given him that first order simply to get rid of him, because he had talked or persuaded them into it, or they may have been busy just at the moment that he called, and gave the order rather than be subjected to persistent interruptions. Or it is not improbable that the traveller has, in his zeal, "put up the back" of some minor member of the firm he is "nursing" and that this individual has put a word in against him.

It behoves a traveller to be as wary as a cat. A chance word here, or even a joke there, has lost many a repeat order.

The ideal traveller is the man who has a standing connection, with which houses he is as welcome as the day, and where he may invariably look for orders to come his way.

The traveller who knows his business does not always lift an order at the first visit. He wants to have a ground well cultivated and which will bear more than one crop of fruit. To take an order on the first visit savors to him too much of grabbing, and he cannot afford to leave such impressions behind him.

He strives to create a good impression that will serve as a standing introduction for him, that will not cause the customer to refuse to see him next time he comes in, but will rather make him inclined toward seeing him. Creating a good impression at the first time of calling is the most important point to the traveller who wants to make a good thing of it, and who is striving to live by it. He does not always talk "shop," indeed the probabilities are that he has a hobby in common with the man he is talking to. And if we could but follow him into one or two of the houses, we should most likely find that whilst in the first he is an ardent piscator, in the second he is devoted to golf, and in the third a philatelist gone mad.

Of course he has discovered that these are the weak points of his prospective customers, and he is playing upon them. But he plays upon them lovingly, as an organist handles the stops of an organ, and just as effectively too. He does not make the mistake of showing the customer how much he himself knows about the sport or game, or whatever it is. No, he makes a good listener, just dropping a word here and there to keep the subject alive. But if the other's interest flags the traveller who knows his business is on his feet in a moment, and ready to bid his customer good-day.

The ideal traveller can sum up the character of the man he is dealing with in a trice. He grasps by intuition whether the man is a possible customer or whether he is not. He is a man of many moods, and he can suit himself to the temperament of the man he is conversing with.

He is not ashamed of his business as so many travellers give one the impression of being. The consequence is that he goes about his work in an enthusiastic way which carries most things before it. His enthusiasm carries him through where less perceptive men would stick fast, and he usually imparts a little of his enthusiasm to all with whom he comes into contact. He looks for success, and it comes to meet him half-way.

The ideal traveller looks every word he speaks; his face as often as not carries the conviction of his word, and people like dealing with him because he looks honest.

He is familiar with his goods from first to last, and can explain away a seeming fault so that even a practised workman is obliged to admit its possibility. Usually he has graduated from the lower rungs of the business ladder, a fact which accounts for many of his characteristics as a traveller. The courtesy one meets with at his hands stamps him as one of nature's noblemen. The knowledge he radiates when talking of the goods he is handling, indicates in itself that he has had a practical inside experience of them.

He is in all things the bearing of a gentleman, and the enthusiasm he possesses and the knowledge he displays more than compensate for any deficiency in flow of rhetoric. As a matter of fact this lack is often a blessing in disguise, for it is sometimes the best speakers among the gentlemen on the road who prove such bores to those they call upon. This does not hold good in every case, however, it must be admitted.

His personality is magnetic, and he is attractive in his manner. He has learnt that there must be as much merit in the man himself as in the goods he stands for, if he is to keep a permanent following and his position. As a natural sequence, his coming is, if not actually eagerly anticipated always welcomed, and he is probably even shaken by the hand whilst other travellers are obliged to content themselves with a wave of the hand as the principal motions them to a seat, or even handed over to a subordinate.

The really successful traveller makes friends wherever he goes, and he is able to claim that measure of success which comes as a reward to keen insight, sagacity, applied wits, resolution, courtesy and unceasing rectitude of behaviour in business matters as well as outwardly. Such men make heads of firms.—Grocery.

PERSONAL MENTION.

Mr. W. C. Gurney, of the Gurney Foundry Company, Toronto, has gone on a business trip to Manitoba and the West.

Mr. R. B. Baker, formerly with the F. Hamilton Hardware Company., Hamilton, was in Toronto on business this week.

The F. Hamilton Hardware Company, Hamilton, have bought the stock and premises of F. C. Carpenter, wholesale dealer in hardware and plumbing supplies, Hamilton.

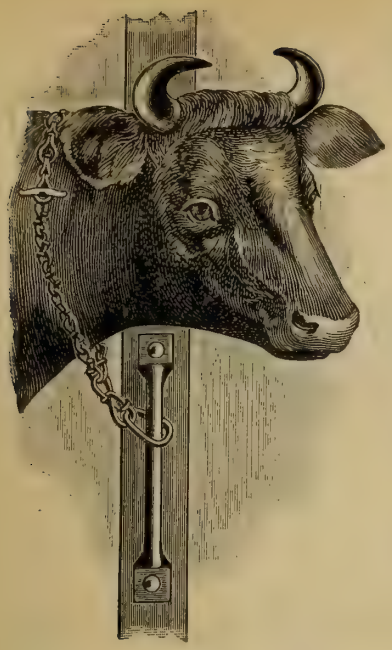
W. F. Cockshutt & Co., hardware dealers, Brantford, Ont., have sold their stock of hardware, paints, oils and glass to A. Ballantyne for between $15,000 and $20,000. This firm have been established for over 75 years, and the removal of the firm from the commercial life of Brantford marks an epoch in the history of the city.

Mr. A. W. Arnott, of Geo. Ridout & Co., Toronto, was a recent caller at our London offices. Mr. Arnott is in the Old Country getting in close personal touch with the houses his firm represents, and is visiting the trade centres of Great Britain and the continent. News of new agencies of interest to the trade will be announced on his return.

Mr. Edwin Chown, formerly with Lewis Bros. & Co., Montreal, started to travel for the Seybold & Sons Co. last week, at Brockville, and ended the week at his former home, Kingston.

Mr. Joseph R. Henderson, Halifax, president of Henderson & Potts Co., Limited, Montreal and Halifax, paid a long business trip to Montreal last week.

Mr. Henry G. Allen, of the Oneida Community, Niagara Falls, Ontario, was a caller at the Montreal office of Hardware and Metal last week. He expressed himself as highly satisfied with business prospects in Canada. Mr Allen is taking an extended trip through the West, visiting Winnipeg, Vancouver, San Francisco, and returning by Salt Lake City.



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WIRE LINK CHAIN.

Showing also our new

NIAGARA STALL FIXTURE.

The **CHEAPEST, SAFEST** and **MOST CONVENIENT** stall fixture ever devised for either cows or horses. Allows great freedom to the head without a long chain, which would entangle the animal's foot. Also American Open and Closed Ring Cow Ties.

ONEIDA COMMUNITY, Limited

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Butler's Famous Cutlery AND Electro-plate.

Sole Makers of Butler's "KEEN" Razors, the "Cavendish" Brand of Table Knives, Carvers, and Plate (Regd.).

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London Showroom:

62 HOLBORN VIADUCT, E.C.

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Manufactory: Trinity Works,

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"BUTLER" was Registered as a Trade Mark A D. 1768.

GRANTED A.D. 1691. ART 1861.

Season of Housecleaning Calls for Appropriate Window Display.

To attract housewives at this season it is well to make impressive display of household necessities. You can satisfy your customers and attract trade with

BOECKH'S Brushes and Brooms

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CANE'S Newmarket Woodenware

Their standard is high quality—absolutely the best in material and workmanship on the market to-day. If you want a preventative of slack trade you want these goods.

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Holds almost 3 lbs.

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Holds 6 lbs.
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These goods will sell. We make them sell. We advertise you and help you build up a profitable business. You can't lose, and you are bound to make a fair extra income. **These foods are positively unsurpassed.**

Be our agent in your section. Don't put it off. Write for our proposal.

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RETURNED
APR 11 190

There is only one successful carriage tire in catalogue of tires and that the

DUNLOP SIDE WIRE TIRE

RETURNED
APR 11 190

It is held firmly in place by steel cross bars vulcanized into the rubber, being a few inches apart, These bars engage the side wire at the rim. This means no swerving and even wear to the channel.

THE DUNLOP TIRE COMPANY, Limited,
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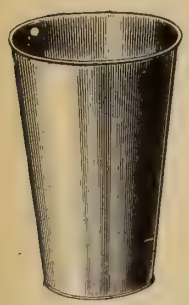
SAP PAILS and SPILES



STRAIGHT PATTERN

FLARING PATTERN

These goods will be needed before long, and your customers may ask for them any time now.

If you require either spiles or pails we can ship you any quantity the same day the order reaches us.

Sap Pails

Made in six sizes in both straight and flaring patterns.

"Eureka" Cast Iron Sap Spiles

The superiority of these spiles over all others is well known to the trade

Tinned and Galvanized Iron in the following sizes and gauges, for sap pans always in stock.

Tinned Iron	*Galvanized Iron*
48x96x20	48x96x22
48x96x22	36x96x22
48x96x24	36x96x24
36x84x22	
36x84x24	

Prompt Shipment Guaranteed.

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UNIVERSITY OF TORONTO'S NEEDS.

A SHORT time ago there appeared in these columns the summary of an admirable address on the field and needs of Ontario's Provincial University delivered by Mr. W. T. White, B.A., manager of the National Trust Co., before the Canadian Club of Toronto.

Among the needs Mr. White mentioned as retarding the advancement and crippling the usefulness of the university was that of a physical laboratory, an indispensible part of the equipment of an up-to-date university in these days of scientific discovery and progress.

It is understood that the Alumni Association of the University of Toronto are arranging for a delegation of graduates, undergraduates and friends of the university, to wait upon the Premier and the Minister of Education at an early date to represent to them the importance of taking immediate steps to provide adequate laboratories for the physical department of the Provincial University. Another object of the Alumni Association is to secure from the Government a definite pronouncement of its policy as to the university. A commission to investigate the whole university question and the adoption of a forward policy that will allow the institution to expand naturally would also be welcomed.

It is to be hoped that the Government will meet the university people in no picayune spirit. The university represents a very large capital expenditure and its full usefulness should not be suffered to be impared for the lack of adequate equipment through any petty parish view of economy.

Criticisms have been made at various times of some features of the university, some with good reason. The suggestion of a commission should be seized upon by the Government, the whole university question thoroughly examined, the Provincial University raised to the highest degree of excellence in all her departments.

A curious feature, considering the disultoriness of the Government, is that scarcely a member of the Legislature can be found who does not approve of a vigorous university policy.

ATTENTION TO CHILDREN.

A TORONTO retailer who has won a large measure of success ascribes the close grip he has on his wide constituency to the attention he has paid to the children and the youth of the neighborhood about his store.

He has made a hobby of learning the names of all children who enter his store, of always greeting them with a pleasant smile and a kind word. As they grow up he keeps in touch with them as well as possible, even if they seldom enter his store. Should one of them marry he manifests his interest in the event in some way or other.

He does all this as an investment. Is it worth while? He is confident it is. He states that many of his customers are those who have married and started housekeeping since he started in business and that even when they have moved away from his district he has been able to retain their trade as well as their friendship; and he boasts, and that with evident reason for the claim, that he does more business for the size of his store than any merchant in his line in Toronto. This business is, too, done at a fair margin of profit.

He is not compelled to be ever scheming to secure some great bargain, some line which he can sell "away below cost" in order to catch trade or hold what he has. Nor does he find it necessary to keep his store open to unreasonable hours which take away all the pleasure of business and which frequently take the energy out of a man. He has found his business a pleasure and a delight as well as a means of weekly adding to the reserve fund of his bank account. His customers are used to him. His hobby of attention to them in past years is rewarded with their habit of regularly waiting to give him their orders.

Here is a method of competition which is singularly effective yet never annoying to a rival merchant in the same line. The vital force of being sunny, of extending the "glad hand" to every customer who enters the store, whether it be a mere toddler or a busy farmer, is incalculable. It pleases the customers and never arouses the "other fellow down the street" to any retaliatory action, as does the offering of a reduction of 1c. or so on some staple line.

Above all things, do not neglect a child because of some older person. The golden principle of "first come, first served" applies to all, regardless of age, even though sometimes not of sex. Some children are sensitive on this point. And they have right and justice with them in being so.

CONTINUED IMPROVEMENT.

W. E. LaChance, representative of Wood, Vallance & Co., Hamilton, writes: "I may say I am pleased to note the continued improvement in the general get up of your paper and am sure it must prove a valuable guide to hardware dealers, your market reports being so full and complete."

Good-Will as a Factor in Protection.

THE insistance of the demand for further protection by Canadian manufacturers has aroused widespread attention in all sections of the country. One who seeks the opinion of the trade will soon become convinced that there is a wide divergence of opinion regarding the matter. The sophistries of political orators and the crude deductions of amateur economists have done much to dim the public gaze in its examination of the question, which is essentially a business proposition.

Sentiment is undoubtedly a factor in business. The calmest and the craftiest of us at times become so biased by friendship or annoyance that we buy from one person though we feel it possible to have made a better trade with someone whom we do not like so well. The same characteristic is appealed to by the protectionist. He calls upon the patriotism and national spirit of the Canadian to put on higher tariffs to keep the foreign manufacturers out, and give the Canadian producer a better market.

The question at once arises, who is to pay the price of this patriotic solicitude of the welfare of Canadian manufacturer. "There's the rub." This is the question which demonstrates how general is the divergence of opinion regarding the matter. No class is united on the question. Among manufacturers as well as among merchants or consumers will be found apostles of a lower tariff as well as advocates of "a tariff like that of the United States."

So, while there is such a difference of viewpoint manufacturers who are seeking a higher tariff should in their business relations so act as to win respect and good-will rather to lose sympathy and good-will.

A study of the following correspondence, which came to hand in reply to a circular letter sent out asking the views of the trade as to how Canadian manufacturers could get a better grip on the trade in the Canadian West would be timely as well as interesting. It will be remembered that in the replies already published there was practically no suggestion of a higher tariff; the great thought was that Canadian manufacturers keep up the quality of the goods. The letters below cover another phase of the matter, one that should not be lost sight of.

Editor Hardware and Metal:

We are in receipt of your letter of December 22, referring to the reports of various members of the Manufacturers' Association as to their impression of the Great West. The writer has followed these reports with a great deal of interest, as they appeared in Hardware and Metal, and all that he can add is, that if the most optimistic view that was given, was multiplied ten times, it woull still be well within his own. Canada has here in the great Northwest an Empire, the possibilities of which, both for production and trade, will go on increasing with geometrical progression, and only lacks transportation facilities to make it a most valuable asset to the people of Canada.

Your request for our opinion as to "what can be done in order that the manufacturers and others in the East may secure the business that now goes to the manufacturers in the United States" is best answered, I think, by enclosed letter (published below) written to our purchasing agent in Vancouver, June 22nd, 1903, a copy of which was mailed to Dr. S. M. Wickett, the gentleman sent in here a year ago as the representative of the Manufacturers' Association, to inquire into the possibilities of the trade in the Yukon.

Should you publish this letter, be good enough to omit the name of the manufacturers referred to, as they have since agreed to furnish us the goods we require and are filling our orders this year. We submit it for the reason that it is the most direct reply we can give to your question.

What will tend to give the trade of this country to Canadians, more than anything else, is an all Canadian railway into this country, such as is projected by the Coast-Yukon Railway Co. Until we have that, or a Canadian port of entry to this very valuable part of the Northwest, this will never be the real asset to the Government of Canada that it ought to be, nor will Canadian Manufacturers be able to control the trade of the country with the population, as it now is, fully 50 per cent. American.

Trusting the above with enclosed correspondence may be of assistance to you, I remain,

Yours very truly,
J. R. GRAY,
President Dawson Hardware Company, Limited.

Dawson, Y.T., Jan. 18, 1904.

J. O. LECAPPELLAIN, ESQ.,
Agent, Dawson Hardware Co.
Vancouver, B.C.

We are in receipt of your letter of June 10th with enclosed correspondence from the ..... Manufacturing Co., Limited., of ....., Ontario, re manufacture of 200 dozen shovels to our order and having placed thereon label same as furnished last year with the firm name on, Dawson Hardware Co., Limited. As you are aware we have, since first opening business here, done our utmost to introduce and push Canadian hardware.

When we began business there was only one other Canadian concern handling hardware and that not a very live one. The large companies, being all American concerns, were stocked with American goods and when Canadian goods were of very inferior quality, the result was the demand was for American hardware, edged tools, etc.

When we took hold of the trade, however, we believed Canadian goods were equal to any other, we selected the best market, sold for less than the American goods were sold and very soon attracted the attention of our competitors, with the result that they found it paid to buy Canadian goods instead of American. So that to-day full 90 per cent. of the goods handled are of Canadian manufacture as against 10 per cent. shown by the customs returns of 1898. Consequently we believe to our own effort is due no small part of this change, but to get to the particular business in hand.

We furnished the ..... Manufacturing Co., as above stated, a sample of the best American shovel on this market, that is the one having the largest sale. We also kept them posted from time to time on changes and improvements re

rivetting, bend of handle, better finish, quality of goods, etc. They accepted our order last year early in the season for 200 dozen at a stipulated price. Later on, after having filled half of our order, they informed us that they were unable to fill the balance, giving sundry excuses for so doing and recommending us to some other factories to complete our order, when it was too late to place it and get shipment during open navigation. At a great additional cost we had to purchase 100 dozen shovels on the coast (in Seattle) in order to get shipment that season.

We again took the matter up this year and after correspondence re improvement of same shovel, additional information being furnished thereon, they again accepted our order for 200 dozen of the same shovels, filled 100 dozen of the order and now notify us (as per copy of their letter attached which speaks for itself) that they are unable to fill the other part of the order as agreed upon.

The trade built up on these goods is distinctly our own, due solely to our own efforts and our standing here which was sufficient to introduce them on the market. The manufacturers have not spent one dollar in either introducing or selling these goods. They have not even paid the expressage on the pattern furnished nor have they gone to the expense of sending a man to get our orders, as they were placed by mail to be delivered in large quantities. In view of all this we consider their action most unfair, unbusinesslike and unwarranted.

No American firm would treat their patrons in such a shabby manner and hope to retain their trade. We would, therefore, instruct you to communicate at once with a number of American factories and get a price on the manufacture of these goods just as we want them for next season.

In the meantime we will be obliged, owing to the short time left, to ask the ..... Co. to fill and forward the balance of our order as they accepted it on that understanding. We want no substitute and we will not attempt to introduce and advertise their brand of goods when we can get our own.

We fear this house has done much to turn us to American concerns as it was our intention to have patterns of picks sent to Canadian factories so that we might place orders in this line in Canada instead of in the States as we have been doing. But judging from the way this Canadian house has handled our shovel order we do not care to take the risk of change.

If you think it necessary, as our representative in the Vancouver Board of Trade, bring this matter to their attention. We will take it up direct with the Manufacturers' Association and possibly publish it in Canadian Hardware and Metal as well.

We are as patriotic and as much interested as any in the development of our country's industries, but when it comes to such unbusinesslike methods self interest and self preservation dictate our course.

You will give as much of this correspondence to the .....:.. Manufacturing Co. as you deem necessary, and the other instructions your immediate attention, and oblige,

Yours very truly,

J. R. GRAY,

President Dawson Hardware Company, Limited.

ELECTRICAL GOODS IN HARDWARE STORES.

OUR readers seem to agree with us that the progressive hardware man must look for increased profits not in an expanding trade in staples sold at cut prices, but in the extension of his stock in trade to include new lines in which competition has not been so fierce and in which profits are larger. A hardware man who had been away from Canada for ten years and out of touch with conditions here would be surprised to find on his return to what great extent this idea has been followed out by Canadian hardware men. He would find the principle admitted by nearly all hardware merchants, the only question in their minds being what new lines it is advisable to handle.

A new line to which many Canadian hardware merchants have been paying particular attention of late is that of electrical fixtures and supplies. To many hardware merchants it is a new line, but those who have not been following this development in the Canadian hardware trade would be surprised to find how many merchants are selling these goods.

There are several reasons why hardware men consider electrical goods a suitable line to handle. In the first place, it is a profitable line and a line for which in every Canadian town there is a demand. There is scarcely a village now of any pretensions which has not its electric lighting plant and the alert hardware man is getting the trade in electric lamps. For these, there is a constant demand and they form the basis of a more extensive trade. The ambitious hardware man is not content with a trade in plain incandescent lamps only. He is adding a stock of fancy lamps, rosettes, and electrical fixtures of an ornamental nature which prove an attractive feature of his store. There are many customers who require only to be shown these goods to be interested in them and it is not difficult with a little judicious pushing to develop a profitable trade.

By handling these goods the hardware man should be able to interest the ladies who are the wealth distributors of the country. The hardware store has been too long regarded as almost exclusively a men's store. The ladies have not been interested in the hardware store as they have been in the grocery store and this has not been to the advantage of the hardware merchant. For this state of affairs there have been two reasons. Hardware is not so interesting as groceries. It is proverbial that womankind can not drive a nail and the hardware store has been regarded only as the home of the hammer and nail and similar uninteresting goods. Moreover the stock being confined to such uninteresting staples which do not admit of much display, the hardware store of ye olden days was not very attractive.

But the merchant who extends his stock, who carries such lines as sporting goods, silverware and electrical goods, all of which admit of good displays, makes his store more attractive and interests a wider circle of customers. Electrical goods in particular lend themselves readily to very attractive displays and do much to brighten a store which might otherwise be considered dull by some people.

Electrical goods constitute a profitable line easily and inexpensively handled. Their introduction in a hardware store should lead to further extensions of the stock, all of which mean profit. The progressive merchant will consider the matter.

MARKETS AND MARKET NOTES

QUEBEC MARKETS.

Office of HARDWARE AND METAL,
232 McGill Street.
Montreal, March 3, 1904.

BUSINESS is still handicapped by the blockade on the railways and the impassable condition of the country roads. The blockade was lifted for two or three days last week and particularly in the Province of Quebec some relief was felt. This week the tie-up was worse than ever and even on the main lines the railroads have been chary about acceping freight. Especiall in Ontario, the travellers are unable to make their regular trips and there has been a marked falling off in the number of orders sent in. Mail orders are reported to be on the increase, but these are generally for immediate requirements and it is almost impossible to make deliveries. Some retailers are sending in large orders for April and May shipment without waiting for the traveller's call. As retail business throughout the country has been practically at a standstill for the last two months owing to the impassable condition of the roads, the country merchants have been unable to make collections and in many cases they are being carried by the wholesale houses who are also obliged to wait for their money. Money is very tight, but it is generally felt that the blockade must soon be broken and that the end of the month will see an unprecedented rush of business.

There are not many price changes to report this week. At the meeting of the Wholesale Hardware Association held here on Monday it was decided to advance the price of manila and sisal rope 1-2 cent per lb. Barb wire is to remain at present prices. New lists have been issued this week for Peterboro' and Gurney-Tilden locks and general building hardware. They are too lengthy to be published in Hardware and Metal, but no doubt most hardware men will have received a copy by the time this paper is in their hands. The discounts are now 50 and 10 per cent. off the new list (March, 1904). Screw hooks and hinges 12 inches and up are quoted now at $3.25 and 6, 8 and 10 inch at $4.25. Deliveries on heavy T and strap hinges are very slow. The factories are behind on certain sizes. We quoted last week new discounts on bed staples. These are the discounts on the Dominion Wire Company's list. The discounts on the list of the Montreal Rolling Mills Company are given below.

Poultry Netting—A few more orders are reported this week for April shipment, but business this week has not been so large as last. Prices continue steady at former quotations. Discounts are, for 2-inch 19-gauge standard extras are 60 and 5; for 2-inch 16-gauge, the discounts are 55 and 5 per cent.

Galvanized Poultry Netting Staples—These are now in considerable request for Spring shipment. They have figured in a number of the mail orders received this week. We quote again, as follows: Sizes 5-8, 3-4, 1, 1 1-8, 10-lb. boxes, $12.50 list; 25 and 50-lb. boxes, $12.25 list; 100-lb. boxes, $12 list. Less 57 1-2 per cent.

Bed Staples—There are two lists in force at present, that of the Dominion Wire Company and that of the Montreal Rolling Mills Company. The new discounts noted in last issue were those of the list of the former company. The discounts on the Dominion Wire Company's list are 25 and 2 1-2 per cent. The discounts on the Montreal Rolling Mills Company's list is 57 1-2 per cent.

Blind Staples—As noted in our last issue, the discount on blind staples is now 40 per cent. This means a slight fall in the price.

Boxwood Rules—As noted in our last issue, the price is now somewhat steadier after months of uncertainty. The discounts range from 52 1-2 to 50 per cent. off list.

Lawn Mowers—A few more orders for April shipment have come in this week. Prices rule steady at the following figures: With 8-inch wheel, sizes 12, 14 and 16, $2.65 each; with 9-inch wheel, size 12, $3; size 14, $3.12 1-2; size 16, $3.25 each; Philadelphia pattern, size 12, $3.25, size 14, $3.50; size 16, $3.75 each; High Wheel, size 12, $4; 14, $4.25; 16, $4.50; 18, $4.75; 20, $5.25 each.

Garden Hose—Also in fair request at the following discounts: Trade, 75 per cent.; Western, 65 and 10 per cent.; White, 40 and 10 per cent.; Maroon, 40 and 10 per cent.; cotton, 60 per cent.

Harvest Tools—The discount is 60 per cent. Orders for Spring delivery are now being booked in fair number.

Spring Hinges—Still in very good demand considering the railway blockade. A few mail orders are calling for spring hinges. Prices remain as follows: No. 5, $17.25 per gross; No. 10, $18 per gross, No. 20, $10.50; No. 120, $20; No. 51, $9.25; No. 50, $27.50.

Game Traps—The discount on "Victor" is 72 1-2 per cent. and on "Hawley and Norton" 60 and 2 1-2 per cent. An occasional order is still being received.

Wire Nails—There is nothing new to report. Prices are fairly maintained. We quote the following prices: $2.40 per keg carlots, and $2.45 per keg in small lots f.o.b. Gananoque, Montreal, London, Hamilton, Toronto, Brantford, and St. John.

Cut Nails—Prices rule steady at former quotations. There is very little doing. We quote $2.30 per keg f.o.b. Montreal, Toronto, Hamilton and St. John.

Fence Staples—Some heavy deliveries will be made in April and May as orders coming in now are for large quantities. Business this week has been considerably less than last week but the falling off is no doubt due to the blockade. We again quote as follows: $3 per 100-lb. keg for galvanized, and $2.80 for bright; 25 to 50-lb. packages, 25c. extra.

Pressed Spikes—The discount is 25 per cent. A few more large sales have been reported recently.

Horsenails—The discount on "countersunk" heads is now 57 1-2 per cent. Trade is very quiet at present. We quoet: "M" brand, "Oval" and "New City" heads, 55 per cent.; "Countersunk" heads, 57 1-2 per cent.; "C" brand, 40,10 and 7 1-2 per cent. off; "Monarch," 50 and 7 1-2 per cent. and "Peerless," 50 per cent.

Horseshoes—Business is now very dull but in what little trade is doing the prices quoted are being well maintained. We again quote as follows: Iron shoes light and medium pattern, No. 2 and larger, $3.65; No. 1 and smaller, $3.90; snow pattern, No. 2 and larger, $3.90;

No. 1 and smaller, $4.15; light steel shoes, No. 2 and larger, $3.80; No. 1 and smaller, $4.05; featherweight, all sizes, 0 to 4, $5.35; toe weight, all sizes, 1 to 4, $6.60. Shoes more than one size in a keg, 10c. per keg extra f.ob. Montreal onlv.

Screen Wire Cloth—A good proportion of the orders for next season have already been booked. The price is $1.50 per 100 square feet.

Galvanized Coil Spring Wire—Trade continues very quiet. Prices are still as follows: Nos. 6, 7, and 8, $3.20; No. 9, $2.70; No. 10, $3.30; No. 11, $3.35; No. 12, $2.95; No. 13, $3.10. Car lots 5 cents less. Freight prepaid in less than car lots to extent of 25 cents and in car lots to extent of 20 cents. For following factory points freight is equalized: Montreal, Hamilton, London, Welland, Windsor, Stratford.

Galvanized Wire—Trade this week has been very quiet. For immediate shipment there is nothing doing, but for forward delivery there is some business. Prices remain firm and unchanged as follows: No. 5, $3.65; Nos. 6, 7 and 8 $3.10; No. 9, $2.45; No. 10, $3.15; No. 11, $3.20; No. 12, $2.60; No. 13, $2.70; No. 14, $3.70. In carlots f.o.b. Cleveland, No. 5, $2.15; Nos. 6, 7, 8 and 9, $2.10; No. 10, $2.15; No. 11, $2.20; No. 12. $2.25; No. 13, $2.35; No. 14, $2.45. In less than carlots, 12 1-2c. extra per 100 lbs. will be charged.

Barb Wire—It was noted in our last issue that the lower prices quoted for some time to the retailers of Canada by one American manufacturer have been withdrawn. At a meeting here this week of the Canadian wholesale Hardware Association the whole situation was discussed and it was decided to maintain the prices which we have been quoting. We again, quote as follows: $2.75 per 100 lbs. f.o.b. Montreal and $2.50 f.o.b. Cleveland. Carlots of 15 tons, $2.40 f.o.b. Cleveland.

Smooth Steel Wire—There is only a moderate demand. Prices are as follows: Bright and annealed, $2.50 per 100 lb. f.o.b. Montreal, Toronto, Halifax, London, Hamilton and St. John. Net extras per 100 lb. are now as follows: Coppered wire, 60c.; tinned wire, $2; oiling, 10c.: spring wire, $1.25; best steel wire, 75c.; bright soft-drawn, 15c.; hay-baling wire, 20 to 25c.

Fine Steel Wire—There is only a moderate enquiry. The discount is 25 per cent., with net extras as follows: 1 and 2-lb hanks, 25c per 100-lbs.; 1-2-lb. hanks, 37 1-2c.; 1-4-lb. hanks, 50c.

Brass Wire—The market is quiet. The discount is 60 per cent.

Copper Wire—There is very little doing. The discount is 60 per cent.

Rivets and Burrs—The demand continues steady for future delivery. Prices are firm and unchanged. The discounts are as follows: Best iron rivets, section carriage and wagon box, black rivets, tinned do., coopers' rivets and tinned swede rivets, 60 and 10 per cent.; swedes iron burrs are quoted at 55 per cent. off; copper rivets with the usual proportion of burrs, 45 per cent. off and coppered iron rivets and burrs, in 5-lb. carton boxes are quoted at 60 and 10 per cent. off list.

Bolts and Nuts—There is nothing of special interest to report. We quote the following unchanged discounts: Carriage bolts, common ($1.00) list, 3-16 and 1-4 diameter, 60 per cent.; carriage bolts, common ($1.00) list, 5-16 and 3-8 diameter, 55 and 5 per cent.; carriage bolts, common ($1.00) list, 7-16 diameter and up, 55 per cent.; carriage bolts, full square ($2.40) list, 60 per cent.; carriage bolts, Norway iron ($3.00) list, 60 per cent.; machine bolts, 3-8 diameter and under, 60 per cent.; machine bolts, 7-16 diameter and larger, 55 and 5 per cent.; plow bolts, 55 and 5 per cent.; blank bolts, 55 and 5 per cent.; bolt ends, 55 and 5 per cent.; sleigh shoe bolts, 70 per cent.; coach screws, cone point, 70 per cent.; nuts, square, all sizes, 4c. per lb. off; nuts, hexagon, all sizes, 4 1-4c. per lb. off.

Washers, 45 per cent. off.

Screws—In brisk demand. Manufacturers have overtaken their orders and should be able to meet the demand this season without the delays which were experienced last season. The discounts are unchanged and remain as follows: Round head bright, 82 1-2 per cent.; flat head bright, 87 1-2 per cent.; brass, round head, 75 per cent.; brass, flat head, 80 per cent.

Shot—Business is entirely of a sorting nature. There is little doing. We again quote as follows: Ordinary drop shot, A.A.A. to dust, $6.50 per 100 lb.; chilled, Nos. 1 to 10, $7 per 100 lb.; buck and seal, $7.50 per 100 lb.; ball, $8 per 100 lb. Trade discount 17 1-2 per cent. f.o.b Montreal, Toronto, Hamilton, London. St. John, N.B., and Halifax.

Cordage—Manila and sisal rope have been advanced 1-2 cents per lb. Cotton goods are firm. We quote: Pure manila, 15c.; British pure manila, 12 1-2c.; sisal, 12c.: double lathyarn, 11c.: single lathyarn, 10 1-2c.; Russian tarred spunyarn 13 1-2c.; jute rope, 3-8-in. in diam. and upwards, 9c.; cotton rope, 20c.; cotton twine, 24c. for 3 and 4 ply. Cotton bedcord, 90c. to $1.70, according to length. Sash cord 30 to 31 1-2c.; cotton candle wick, 22 to 24c.

Building Paper—Trade continues fair at following unchanged prices: Tarred felt, $1.85 per 100 lb.; 2-ply ready roofing, 90c. per roll; 3-ply, $1.15 per roll; carpet felt, $2.25 per 100 lb.; dry sheathing, 40c per roll; tar sheathing, 50c. per roll: dry fibre, 55c. per roll; tarred fibre, 65c. per roll; O.K. and I.X.L., 70c per roll; heavy straw and sheathing, $35 per ton; slaters' felt, 65c. per roll.

Cement—Trade is still dead and prices as before. We quote: Canadian cement $1.90 to $2.25; German, $2.25 to $2.40; English, $2.15 to $2.25; Belgian, $1.70 to $1.95 per bbl., ex store, and American, $2.20 to $2.40 ex-cars.

Firebricks—Trade is dead. Quotations are: English, $16 to $22 per 1,000; Scotch, $17 to $22.

PLUMBING GOODS.

Some good orders for plumbing goods have been received during the week, but trade is greatly handicapped by the snow blockade. Mail orders are numerous.

Lead Pipe—Business is good. The price is 8c. for composition and 7c. for ordinary. The discount is 35 per cent.

Iron Pipe—This line has been in splendid request all Winter and the demand continues steady. We quote the following prices: Standard pipe per 100 feet, in lengths under 19 feet—black, 1-8-in., $2.30; 1-4-in., $2.30; 3-8-in., $2.55; 1-2-in., $2.85; 3-4-in., $3.65; 1-in., $5.20; 1 1-4-in., $7.35; 1 1-2-in., $8.95; 2-in., $12.55. Galvanized—1-4-in., $3.20; 3-8-in., $3.45; 1-2-in., $3.90; 3-4-in., $5; 1-in., $7.20; 1 1-4-in., $10.05; 1 1-2-in., $12.20; 2-in., $16.85. In the above the discount on 1-8, 1-4 and 3-8 in black and 1-4 and 3-8 in galvanized is 12 1-2 per cent.; and on 1-2 to 2, inclusive, in black and galvanized is 15 per cent. Extra heavy pipe, plain ends, are quoted per 100 feet as follows: Black, 1-2-in., $4.20: 3-4-in., $5.25; 1-in., $7.55; 1 1-4-in., $10.55; 1 1-2-in., $12.75; 2-in., $17.60. Galvanized—1-2 in., $5.20; 3-4-in., $6.65; 1-in., $9.55; 1 1-4-in., $13.25; 1 1-2-in., $16; 2-in., $21.90. The discount on all sizes of extra heavy pipe is 12 1-2 per cent.

Soil Pipe and Fittings—This line continues in steady demand at following dis-

counts: Light soil pipe, 3 to 6-in., 50 and 10 per cent.; medium and extra heavy soil pipe, 2 and 6-in., 60 per cent.; extra heavy soil pipe, 8-in., 45 per cent. Light fittings, 2 to 6-in., 50 and 10 per cent.; medium and extra heavy fittings, 2 to 6-in., 60 and 5 per cent.; extra heavy fittings 8-in., 45 per cent.

Solder—Wire solder is quoted at 18 1-2c. and bar solder at 18c. These prices are well maintained.

METALS.

The metal market has been quiet this week and there is not much of interest to note. The freight blockade is responsible for the present dull spell. It must not be thought, however, that trade is dead. Mail orders are numerous and from some sections travellers are sending in good business. A tremendous rush is expected in April and buyers would be wise to book their orders early in order to ensure prompt delivery when the blockade is lifted. The general tone of the market is firm. Last week's quotations for tin and copper still obtain, but both items are strongly held. Pig lead is also very firm in sympathy with the strong English market. Present prices give the metal houses a very narrow margin of profit and concessions are not likely to be made. Tinplates are also very firm.

Pig Iron—There is still very little activity. Summerlee is quoted at $20.25 to $20.75 per ton.

Bar Iron—No further reduction has been made since last week. There has been considerable activity in the market recently. We quote Merchants' bar $1.75; horseshoe iron $2; forged iron, $1.95.

Black Sheets—Firmly held in sympathy with the strong primary markets. We quote as follows: 28-gauge, $2.35; 26-guage, $2.30; 22 to 24-gauge, $2.25; 18 to 20-gauge, $2.30, and 8 to 10-gauge, $2.40.

Steel—There is not any special activity. We quote the following prices: Sleighshoe, $1.90; tire, $1.95 to $2.10; spring, $2.75 to $2.95; toe calk, $2.55; machinery (iron finish), $2.45; square harrow, $2.45.

Tool Steel—There is a slight improvement in the demand but there is not much doing. We quote as follows: Black Diamond, 8 to 9c.; Saunderson's, 8 to 9c. according to the grade; Jessop's, 13c.; Jonas & Colver's, 10 to 20c.; "Air Hardening," 65c. per lb.; Conqueror, 7 1-4c.

Sheet Zinc—Trade is fair. For cask lots the price is $6.15 to $6.25 and for smaller lots the price is $6.50.

Galvanized Iron—There have been some large bookings lately but there does not appear to have been much activity this week. We quote for 28-gauge: Queen's Head, $4.30; Gorbal's "Best Best," $4.30; Apollo, 10 3-4 oz., $4.30; Fleur-de-Lis, $4; Comet, $4; Bell brand, $4. In less than case lots 25c. extra.

Tinplates—The English and Welsh markets continue firm in tone and in consequence prices here are stiff. Cokes, $3.75 and charcoals $4.

Terne Plates—The price remains steady at $6.75 to $7, the former quotation being for large quantities.

Ingot Tin—The remarks made last week still apply. The market is firm and except for unusually large quantities concessions are not obtainable. For all ordinary business the price is 32 to 32 1-2c.

Ingot Copper—Still steady at former prices. We quote 13 3-4 to 14 c. per lb., subject to some slight concessions for large quantities.

Antimony—Still firmly held at 8c. per lb. Supplies are not large ,but business is small.

Coil Chains—We quote again as follows: No. 6, 10c.; No. 5, 9c.; No. 4, 8 1-2c.; No. 3, 7c.; 1-4-in., $6.10; 5-16-inch, $4.70; 3-8-inch., $4.00; 7-16-inch, $3.80; 1-2-inch, $3.70; 9-16-in., $3.55; 5-8-in., $3.35; 3-4-in., $3.30; 7-8-in., $3.25; and 1-in., $3.20, with 10c allowance on carlots.

Canada Plates—Very firm both in England and Canada, but no advances have been made here. There is not much activity at present, but there is some enquiry from various points in the Province of Quebec where Canada plates are used for roofing. We quote again the following prices: 52s., $2.30; 60s., $2.40; 75s., $2.55; full polished, $3.60, and galvanized, $4 to $4.10; galvanized 60s., $4.25 to $4.35.

Pig Lead—Very firmly held at prices quoted below. The English market is very strong and metal houses here have a very small margin of profit. We quote $3.25 to $3.40. The former price is for large lots only.

Zinc Spelter—Quoted still at 6c.

Scrap Metals—There is not much activity at present. Prices are: Heavy copper and wire 10 to 10 1-2c. per lb.; light copper, 10c.; heavy red brass, 10 to 10 1-4c.; heavy yellow brass, 8 1-2c.; light brass, 5 1-2c.; lead, 2 1-2c.; zinc, 2 3-4c. to 3c.; iron, No. 1 wrought, $11 to $12; machinery scrap, $14 to $15; stove plate, $12; mixed country rags, 65c. to 75c. per 100 lbs.; old rubbers, 6 to 6 1-4c. per lb.

ASHES.

There has been no change in this. The market is quiet, but prices are firm. We quote:

First pots	6 10	6 20
Second pots	5 70	5 75
Pearls	7 25	7 50

HIDES.

There has been no change. Offerings are more liberal, but still not up to what is expected. We quote:

No. 1 beef hides	0 08 0 08½
No. 2 "	0 07 0 07½
No. 3 "	0 06 0 06½
Lambskins	0 75
No. 1 calfskins	0 11

ONTARIO MARKETS.

Office of HARDWARE AND METAL,
10 Front Street, East.
Toronto, March 5, 1904.

A FEW orders have been received for immediate delivery throughout the provice, but the railways have been unable to make deliveries by freight and goods ordered for March delivery are still in warehouse. City business is excellent as the retailers are anticipating a brisk building season. The market is steady throughout, price changes showing, as a rule, a distinct advance. Canadian manufacturers of builders' supplies have issued a new list, which in many cases carries an advance of fully 25 per cent. This is, however, offset to some extent by the issue of new discounts which are larger than formerly. At a meeting of the wholesale dealers in Montreal this week an advance of 1-2c. throughout was made on rope. A strong demand for leather belting is recorded and some talk of an advance in this line is heard. A rise of 10 per cent. in raw is expected to stiffen the price of rubber products such as hose, etc. Axe handles are scarce and an advance is claimed to be inevitable by some dealers. In other lines the market bears no change.

Screen Wire Cloth—Orders are practically all in. Prices steady at $1.50 per 100 square feet.

Spring Hinges—A fair business is reported. Prices are steady as follows: No. 5, $17.25 per gross; No. 10, $18 per gross; No. 20, $10.50; No. 120, $20; No. 51, $9.25; No. 50, $27.50.

Galvanized Wire—There is not much doing. Prices are as follows: No. 5, $3.65; Nos. 6, 7 and 8, $3.10; No. 9, $2.45; No. 10, $3.15; No. 11, $3.20; No. 12, $2.60; No. 13, $2.70; No. 14,

PORTLAND CEMENT

CANADIAN, ENGLISH, GERMAN and BELGIAN.

FIRE BRICKS, FIRE CLAY, ENAMELLED BRICKS, all colors. BUILDING BRICKS.

SEWER PIPES, CULVERT PIPES, WHEELBARROWS, FOUNDERS' and CONTRACTORS' SUPPLIES.

F. HYDE & CO.

31 WELLINGTON ST., MONTREAL

OAKEY'S 'WELLINGTON' **KNIFE POLISH**

The original and only Genuine Preparation for Cleaning Cutlery 6d. and 1s Canisters.

JOHN OAKEY & SONS, LIMITED

MANUFACTURERS OF

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MONTREAL

Deseronto Iron Co.

LIMITED

DESERONTO, ONT.

Manufacturers of

CHARCOAL PIG IRON

BRAND "DESERONTO."

Especially adapted for Car Wheels, Malleable Castings, Boiler Tubes, Engine Cylinders, Hydraulic and other Machinery where great strength is required; Strong, High Silicon Iron, for Foundry Purposes.

"MIDLAND"

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Foundry Pig Iron.

Made from carefully selected Lake Superior Ores, with Connellsville Coke as Fuel, "Midland" will rival in quality and grading the very best of the imported brands.

Write for Price to Sales Agents

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MONTREAL, QUE

or to

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MIDLAND, ONT. Limited

\$3.70. In carlots f.o.b. Cleveland, No. 5, \$2.15; Nos. 6, 7, 8, and 9, \$2.10; No. 10, \$2.15; No. 11, \$2.20; No. 12, \$2.25; No. 13, \$2.35; No. 14, \$2.45. In less than carlots, 12 1-2c. per 100 lbs. extra charged.

Barb Wire—A few orders still coming in. Our quotations are as follows: \$2.75 per 100 lbs. f.o.b. Toronto, and \$2.50 f.o.b. Cleveland. Carlots of 15 tons, \$2.40 f.o.b. Cleveland.

Coiled Spring Wire—The market is steady. A fair trade is doing. We quot the following prices: No. 9, \$2.70 per 100 lbs. f.o.b. Cleveland, freights equalized with factory points at Hamilton, London, Welland or Windsor and allowance to other points up to 25c.; carlots, \$2.65, freight allowance to 20c.

Wire Nails—A moderately good trade is doing with prices firm; \$2.45 per keg f.o.b. Toronto, with carlots \$2.40. change. We again quote as follows:

Cut Nails—Not much doing. Prices are now steady at \$2.30 per keg f.o.b. Toronto and Hamilton.

Horseshoes—There is practically nothing doing. Prices show no change. We quote as follows: Iron shoes, light and medium pattern, No. 2 and larger, \$3.80; No. 1 and smaller \$4.05; snow pattern, No. 2 and larger, \$4.05; No. 1 and smaller, \$4.30; light steel shoes, No. 2 and larger, \$3.95; No. 1 and smaller, \$4.20; featherweight, all sizes, 0 to 4, \$5.50; toe weight, all sizes, 1 to 4, \$6.75. If shipped from factory 15c. less.

Horsenails—The market is quiet. We still quote discounts as follows: "M" brand, "Oval" and "New City" heads, 55 per cent.; "Countersunk" heads, 55 per cent.; "C" brand, 40, 10 and 7 1-2 per cent. off; "Monarch," 50 and 7 1-2 per cent. and "Peerless," 50 per cent.

Screws—A fair trade is doing. Prices are steady. We quote as follows: Flat head bright, 87 1-2 per cent. discount; round head bright 82 1-2 per cent.; flat head brass, 80 per cent.; round head brass, 75 per cent.; round head bronze, 70 per cent.; flat head bronze, 75 per cent.

Rivets and Burrs—A small amount of business is doing. We again quote as follows: Iron rivets, 60 and 10 per cent. discount; iron burrs, 55 per cent.; copper rivets, with usual proportion of burrs, 45 per cent.

Bolts and Nuts—There is a fair business at unchanged prices. We quote the following prices. Carriage bolts, common (\$1 list), 3-16 and 1-4-in.,

"DOMINION CROWN" Polished Sheet Steel.

Best substitute for Russia Iron. Unequalled value.

A. C. LESLIE & CO.

509-512 Merchants Bank Building, MONTREAL.

Our Object

is to give the dealer in, and the user of our Pumps entire satisfaction.

McDougall **Standard Pumps**

are made with that object in view.

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McDougall Pumps —Made in Canada

The R. McDougall Co., Limited

GALT, ONTARIO.

"ALPHA" HIGH SPEED STEEL

Crucible Cast Steel for Tools of all kinds.

"BC" Miners' Drill Steel

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E. G. PRIOR & CO., Limited, Victoria.

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NOVA SCOTIA STEEL & COAL CO., Limited

NEW GLASGOW, N.S.

Manufacturers of

Ferrona Pig Iron

And SIEMENS MARTIN

OPEN HEARTH STEEL

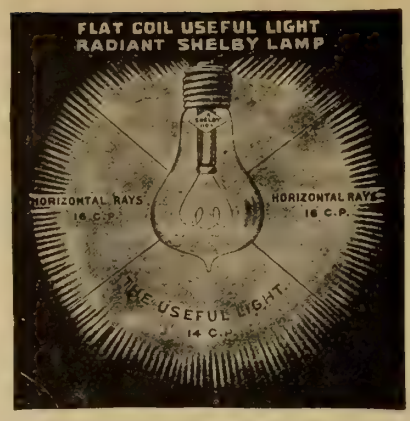
60 per cent.; 5-16 and 3-8in., 55 and 5 per cent.; 7-16 and up, 55 per cent.; carriage bolts, full square ($2.40 list), 60 per cent.; carriage bolts, Norway iron ($3 list), 60 per cent.; machine bolts, 3-8 and less, 60 per cent.; 7-16 and up, 55 and 5 per cent.; coach screws, cone points, 66 2-3 and 10 per cent.

Cordage—An advance of 1-2c. per lb. in manila and sisal rope has been agreed upon by wholesale dealers. Prices are firm at the new figures. We quote: Pure manila, 15c.; British pure manila, 12 1-2c.; sisal, 12c.; double lathyarn, 11 1-2c.; single lathyarn, 11c.; double shingleyarn, 11 1-2c.; single shingleyarn, 11c.; sashcord "Hercules," 29 to 30c; "Star," 36 to 38c.; cotton rope, 3-16-in. and up, 20 1-2 to 22c.; 5-32-in., 25 to 27c.; 1-8-in., 25 to 28c.; cotton twine, 3-ply, 23 to 24c.; 4-ply, 27 1-2 to 28c.; calking cotton, 16c.; cotton waste, colored, 6 3-4c.; white, 10 to 12c.

Woodenware—Prices keep firm. Orders have been liberal but the freight blockade is tying up business. We quote as follows per dozen: Washboards, Victor $1.35; Crown, $1.45; Improved Globe, $1.60; Standard Globe, $1.70; Original solid Globe, $2; Superior Solid Back Globe, $2.15; Jubilee, $2.10; Pony, 95c.; Diamond King (glass), $3.10. Tubs, No. 0, $10.50; No. 1, $8.50; No. 2, $7.50; No. 3, $6.50. Pails, No. 1, 2 hoops, $1.75 and 3 hoops $1.90. Matches, Sure Light, parlor, 500s, $3.50; Flashlight, parlor, 1,000s, $5.75; Kodak sulphur, 65s, $3.80.

Building Paper—The market in building paper is dull, although manufacturers report that future shipment orders are coming in thick and fast, a sure sign of a busy Spring season. Last week's prices continue unchanged. We quote the following prices: Tarred felt, $1.85 per 100 lbs.; 2-ply read roofing, 90c. per roll; 3-ply, $1.15 per roll; carpet felt, $2.25 per 100 lb.; dry sheathing, 40c. per roll; tar sheathing, 50c. per roll; dry fibre, 55c. per roll; tarred fibre, 65c. per roll; O.K. and I.X.L., 70c. per roll; heavy straw and sheathing, $35 per ton; slaters' felt, 60c. per roll.

Cement—The cement market continues practically unchanged. Nothing can be shipped at the present time, and the local demand is only fair. If the weather opens up a good brisk demand for cement ought to be created within the next two weeks. We quote small quantities: Canadian Portland, $1.90 to



Ontario Lantern & Lamp Company, Limited

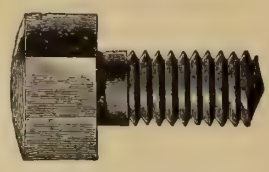
HAMILTON, ONT.

STANDARD

Tubular Lanterns
Lamp Burners and Lamps
Incandescent Lamps.

We make a specialty of Light Producing Goods
WRITE FOR PRICES.

WALTER GROSE, Selling Agent, MONTREAL



THE JOHN MORROW MACHINE SCREW COMPANY, Limited

Manufacturers of
Set and Cap Screws, Special Milled Work, Engine Studs, Etc. Cold Punched Nuts of every variety of finish.
INGERSOLL, ONT.

NEW **RAILS**

12, 14, 16, 18, 20, 24, 30, 35 and 56 lbs. to the Yard—carried in STOCK for prompt shipment. TRACK REQUISITES.

Sessenwein Bros., 103 Shannon St. .. MONTREAL.

We invite inquiries for **STEEL RAILS,** BAR IRON, PIG IRON GALVANIZED IRON, CANADA PLATES, TINPLATES, WIRE ROPE (W. B. BROWN & CO.), CEMENT, FIRE-BRICKS, ORE BAGS, GRAIN BAGS, ETC.

C. F. JACKSON & CO., Limited, IMPORTERS and COMMISSION MERCHANTS
151 Hastings St. W., VANCOUVER, B.C., and LIVERPOOL, ENGLAND.

DO IT NOW

MANUFACTURERS WISHING TO BE REPRESENTED IN

MANITOBA

COMMUNICATE WITH

DAVID PHILIP, Manufacturers' Agent

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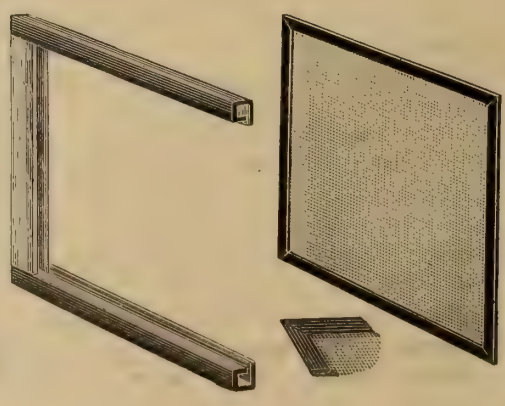


Metallic Window Screens

Made in galvanized iron, black iron and tin. Have more points of merit than any other screens offered.

Write for full description, prices, etc.

C. M. CUTTS & CO.,
TORONTO JUNCTION.

$2.25; American Portland $2 to $2.10 f.o.b. Toronto.

Firebricks—Firebricks are quiet this week, but will find a ready sale as soon as the weather opens up. We quote English and Scotch, each, at 28 to 35c.

PLUMBING GOODS.

This season's trade is opening auspiciously; already a large number of orders have been received by manufacturers of which the interesting feature is an increasingly large number from the West. Manufacturers are being deluged with enquiries from all quarters. There has been considerable decrease in the price of range boilers, the quotations for this week for 30, 35 and 40 gallon boilers being $4.75, $5.75 and $6.75. Prices in other lines continue practically unchanged from last week. Our quotations are as follows:

Lead Pipe—Trade in lead pipe continues steady but is somewhat lighter than for the past two weeks. We quote: Lead, 7c.; lead waste pipe, 8c.; discount 35 per cent.

Soil Pipe and Fittings—The market in soil pipe and fittings is quiet with a fair amount of business being done. We quote: Medium and extra heavy pipe and fittings, 60 per cent.; 7 and 8-in. pipe, 40 and 5 per cent.

Iron Pipe Fittings—Iron pipe fittings are lively this week, with big demand. We quote: Malleable fittings, 15 per cent.; cast iron (standard), 57 1-2 per cent.; headers (not standard), 52 1-2 per cent.; flanged unions, 52 1-2 per cent.; bushings and plugs. 57 1-2 per cent.; nipples, up to 2-in., 65 per cent.; nipples 2 1-2 to 6-in., inclusive, 60 per cent.

Copper Range Boilers—Trade in copper range boilers continues fair. Discounts at 15 per cent. continue.

Brass Goods—Trade is improving in brass goods. Valves and steam specialties are moving particularly well.

Iron Pipe—Iron pipe is active this week, and prospects are excellent. Last week's discounts continue. We quote f.o.b. Toronto: 1-8-inch,$2.93; 1-4-inch, $2.07; 3-8-inch, $2.27; 1-2-inch, $2.51; 3-4-inch, $3.22; 1-inch, $4.58; 1 1-4-inch, $6.47; 1 1-2-inch, $7.88; 2-inch, $11.05; 2 1-2-inch $19.25; 3-inch, $22.75; 3 1-2-inch, $28.75; 4-inch, $35.25.

METALS.

The metal market seems to be particularly embarrassed by the freight blockade. The railroads, with the exception of a short while on Thursday, have refused to accept and have been unable to make deliveries. This condition of affairs is already causing inconvenience and if long continued would surely result in serious loss to both dealers in and users of metals. The market is steady though inactive.

Pig Iron—The United States market seems stronger and a healthy tone is manifest locally. Prices are consequently steady at $18.50 for No. 1 and $18 for No. 2 f.o.b. Toronto. Prices at Midland are $1.50 lower.

Bar Iron—A fair business is reported with prices nominally unchanged. Our quotations are as follows: $1.80 f.c.b. Toronto for extras cut to length while rolling; 2 ft. and over, 10c. per 100 lb.; 1 ft. and under 2 ft., 15c.; under 1 ft. 20c., over 20 ft. by special agreement according to length and size.

Black Sheets—Some import orders have been taken but business from stock is suspended. Prices are steady. We quote as follows: 10 to 16 gauge, $2.50; 18 to 20 gauge, $2.70; 22 to 24 gauge, $2.90; 30 gauge, $3.

Canada Plates—Business keeps fairly active. Prices are unchanged. We quote the following prices: All dull, $2.50; half-polished, $2.60; and all-bright, $3.50.

Tin—A fair trade is doing. Locally there is no change, the quotations being 30 to 30 1-2c.

Galvanized Sheets—A fair demand is reported at firm prices. We quote as follows: Queen's Head, $4.25 for 28 gauge; American, $4 for 24 gauge; Bell brand, $4.25 for 28 gauge; Gordon Crown, $4.25 for 28 gauge.

Tinplates—Prices are steady, with a fair demand. We quote: Coke plates, bright, 14x20, $3.50; charcoal plates, $4.25.

Copper—Both ingot and sheet are in excellent demand for import. We quote: Ingot copper, $13.75, and sheet copper, $20 per 100 lbs.

Brass—There is a fair trade, with the discount steady at 15 per cent.

Lead—The market keeps firm both locally and at primary points. We quote: $3.30 per 100 lb. for pig lead and $3.65 for bar lead.

Zinc Spelter—The volume of business is not large. Prices are unchanged at 6 to 6 1-2c. per lb.

Zinc Sheets—The market is firm and a fair business doing in smal lots. We quote: Cask lots, $6.75 to $7, and part casks, $7 to $7.25.

Solder—Good trade doing. Prices are still stiffening. We quote: Guaranteed half-and-half at 18c., and wiping, 17c.

Antimony—8c. per lb.

Old Material—The snow still continues to hold back the supply of old material. The demand is good with prices very little different from last week's quotations. We quote: Heavy copper and wire, 10 1-2c. per pound; light copper, 9c. per pound; heavy red brass, 9 1-2c. per lb.; heavy yellow brass, 8 to 8 1-4c. per lb.; light brass, 5c. per

THE POPULAR CEILINGS FOR PRACTICAL PEOPLE

We claim that our Metallic Ceilings and Walls are the very best style interior finish made.

Sanitary—Artistic—Fireproof—exceedingly durable, and capable of an immense amount of variety in coloring and effect.

They satisfy all buyers—no imperfections—no stinting of quality — highest-grade materials and workmanship throughout.

If you're wise you'll always carry them in stock.

The Metallic Roofing Co., Limited

TORONTO MONTREAL WINNIPEG

lb.; lead, $2.35 per cwt.; scrap zinc, 3c per lb.; iron, No. 1 wrought, $10.50; No. 2 wrought, $4; machinery cast scrap, $13 to $14; stoveplate, $10; malleable and steel, $4; old rubbers, 5 1-2 to 6c. per lb.; country mixed rags, 50c. per 100 lb.

PETROLEUM.

The price of petroleum oil declined 3c. per barrel in Pittsburg this week and is now quoted at $1.77. The whole tendency is now downward. At one time in 1903 prices were as high as $2 per barrel. The Canadian market has not yet followed the reduction in the United States, but is easy at present. We quote the following prices: Canadian prime white, 19 1-2c.; Canadian water white, 21 1-2c.; American prime white, 20c.; American water white, 22c., ex-warehouse.

Hides, Skins and Wool.

A weaker tone in the local market for hides is noted. A decline of 1-2c. is reported in all grades except cured, which remain unchanged. As usual, the influence of the outside markets is largely responsible for the weaker tendency. We quote the following prices:

HIDES.

No. 1 green, per lb.	0 07
" 2 " "	0 06
" 1 " steers, per lb.	0 08½
" 2 " "	0 07½
Cured, per lb.	0 08½

CALFSKINS.

Veal skins, No. 1, 6 to 12 lb. inclusive	0 09
" " " 2 " " "	0 07
" " " 1 15 to 20 lb "	0 08
" " " 2 " "	0 06
Deacons (dairies), each	0 60 0 70
Lamb and sheep skins	0 95 1 00

WOOL.

Unwashed wool, per lb.	0 09 0 16
Fleece wool, "	0 17 0 18
Pulled wools, super, per lb.	0 19 0 22
" " extra "	0 23 0 24
Tallow, per lb.	0 04½ 0 05

STEEL TOWERS INSTEAD OF POLES.

It is proposed by the Electrical Development Company to use steel towers, some 50 feet high, at distances of 400 feet, to string their line from the Falls to Toronto, thus replacing with modern apparatus the wooden poles for the distance of 80 miles. There will be four transmission lines of 10,000 horse power each.

THE TIN MARKET.

London, March 2.—Spot tin opened firm at £123 17s. 6d., futures £124 7s. 6d., and after sales of 250 tons of spot and 350 tons of futures closed firm at £124 2s. 6d. for spot and £124 10s. for futures, making price as compared with yesterday 15s. higher on spot and 15s. higher on futures.

New York, March 2.—The scarcity that has existed for over a week in pig tin for spot delivery still shows no signs of being relieved, although some 600 tons arrived today on London steamer which will be available for delivery by Friday. Actual spot tin is extremely scarce and closely controlled and held at 28.35. Tin ex steamer "Marquette" at dock is now held at 27.90. In spite of the scarcity and strength of the spot market and ex s. s. at dock, tin is offered for delivery for March at 27.45, but there appears to be no business doing in future deliveries. It remains to be seen what effect the scarcity and high prices ruling in New York for spot tin will have on the London market. Certainly the foreign market is getting lots of encouragement from the prices ruling in New York market.—The Metal Worker.

MAY ERECT A NEW FOUNDRY.

The Vokes Hardware Company have purchased the old Rennie wharf at foot of Jarvis street, which has for so long been used by the city and other parties for storing stone and iron. The property has a width of about 70 feet on the Esplanade, and runs out to the new Windmill line. Part of the site will be used as a storage and shipping warehouse. The company also contemplate erecting a foundry.

The dissolution of partnership of Richard & Genois, general merchants, St. Raymond, has been registered.

GERMAN STEEL COMBINE.

Press despatches from Berlin, dated March 1, say that after long and tedious negotiations the German Steel Syndicate has finally been organized among 26 of the largest concerns in the country. The smaller manufacturers, whose output ranges from 1,000,000 to 1,500,00 tons annually, were excluded. The delay in the negotiation was due to excessive allotments asked by the Krupp concern, which finally agreed to the syndicate plan to-day. Two large concerns are still out of the combine. The syndicate extends to June 30, 1907, and covers all forms of commercial steel.

THE PASSING OF THE HAND-NAIL MARKER.

WHEN the history of the Bromsgrove Society of Co-operative Nail-forgers comes to be written, it will constitute one of the most pathetic chapters in the story of the hand-made nail trade, says the Ironmonger. The little band of craftsmen who began this enterprise were forced to take that step in self-preservation. Their work was hard and exacting, their hours of labor long, yet they were poorly paid, the miserable pittance doled out to them by their employers, the nail-masters, being barely sufficient to keep body and soul together. Yet their masters could not help themselves. With the "forger"—that is, the truckster — who doled out nail-rods to the operatives in the morning, and gave a few groceries in exchange for the finished nails in the evening, on the one hand, and the manufacturer of machine-made nails on the other, the honest nail-master was "twixt the devil and the deep sea." He was compelled to cut his prices until there was nothing in the trade either for himself or his operatives. Hence the latter came to attempt the expedient of buying their rods direct, fashioning them into nails, and selling the products of their labors on the open market for the best price they would fetch. But the forces which operated against their masters fought against them also, and in a few years they found themselves as badly off as they were before they attempted to work out their own salvation. At the annual meeting of the society, held at Sidemoor, near Bromsgrove, on February 1, a report was presented showing the results of the society's operations during the past year. From this it appears that there was a falling-off in the trade during the year amounting to 29l., and that the total profits on the year trading amounted to 167l. Out of this modest income it was decided to pay a dividend of 10 per cent., absorbing 57l., to give the workers a bonus of 22l., to award 13l. to the committee of management, to pay 27l. into the provident fund, to contribute 13l. to the social fund, and to give the customers a bonus of 27l., thus leaving a balance of 4l. to be carried forward to next account. In presenting this report the secretary remarked that it was really fortunate that the hand-made nail trade was dying out, and that thousands of workers had secured employment in other trades. He had never known a nail-maker who was not a poor man.

BUSINESS CONDITIONS IN MANITOBA.

Office of HARDWARE AND METAL
Room 308 McIntyre Block,
Winnipeg, Feb. 29, 1904.

THE Spring rush of shipping is now on and though comparatively little freight has gone West within the last 10 days there are a multitude of cars of hardware loaded and ready for shipment as soon as traffic assumes a more normal condition. Hardware merchants report that Spring business opened unusually early and that more business was done by country merchants during bonspiel week than ever before. Hardware houses appear to be in dead rush of work and many of them are again working overtime.

There have been no changes of price of any note to record during the past two weeks but there seems liklihood of considerable change before the end of the present week. In paints and oils the declines in other markets have not yet appeared in list prices here but will no doubt be posted within the week.

We quote :

Barbed wire, 100 lb.	$3 15
Plain galvanized ... 6 to 8	3 39
" ... 9	2 50
Plain galvanized ... 10	3 50
" ... 12	3 10
" ... 13	3 20
" ... 14	3 90
" ... 15	4 45
" ... 16	4 60
Barbed wire, 100 lb.	3 25
Plain twist	3 25
Staples	3 65
Oiled annealed wire ... 10	3 42
" ... 11	3 48
" ... 12	3 56
" ... 13	3 66
" ... 14	3 76
" ... 15	3 91

Annealed wires (unoiled) 10c. less.
Horsenails, 40 per cent. discount.

Horseshoes, iron, No. 0 to No 1	$4 75
No. 2 and larger	4 45
Snow shoes, No. 0 to No. 1	4 60
No. 2 and larger	4 45
Steel, No. 0 to No. 1	4 45
No. 2 and larger	4 20

Cut Nails—		Wire Nails—	
2d 1 in.	$4 10	1 in.	4 15
3d Fin. 1⅛ in.	4 10	1⅛ in.	4 10
3d 1¼ in	3 75	1¼ "	3 70
4d 1½ in	3 50	1½ "	3 50
5d 1¾ in	3 50	1¾ "	3 50
6d 2 in.	3 40	2 "	3 40
8d 2½ in	3 25	2½ "	3 25
10d 3 in.	3 20	3 "	3 20
20d 4 in.	3 15	3½ "	3 15
30d 4½ in.	3 10	4 "	3 10
40d 5 in.	3 10	4½ "	3 10
50d 5½ in.	3 10	5 "	3 10
60d 6 in.	3 10	5½ "	3 10
		6 "	3 10

Bar iron (basis)	2 50
Swedish iron (basis)	4 75
Sleigh shoe steel	2 85
Spring steel	3 25
Machinery steel	3 50
Tool steel, Black Diamond, 100 lb	8 50
Jessop	13 00
Sheet iron, black, 10 to 16 gauge, 100 lb.	3 50
18 to 22 gauge	3 75
24 gauge	3 90
26 gauge	4 00
28 gauge	4 10
Galvanized Iron, Apollo, 16 gauge	4 00
18 and 20 gauge	4 00
22 and 24 gauge	4 25
26 gauge	4 25
28 gauge	4 50
30 gauge or 10¾ oz	4 75
Extra sheets, 36 in. wide an advance of 25 p.c. per 100 lb.	
Queen's Head, 24 gauge	4 25
26 gauge	4 50
28 "	4 75
Extra sheets, 36-in. wide, an advance of 25 p.c. per 100 lb.	
Genuine Russian, per lb	11
Imitation " "	07 to 08
Tinned, 24 gauge, 100 lb	8 00
26 gauge	8 50
Tinplate, IC charcoal, 20 x 28, box	10 00
" IX "	12 00
" IXX "	14 00
Ingot tin	35
Canada plate, 18 x 21, 18 x 24 and 20 x 28.	3 25
Canada plate, full polished	4 00
Sheet zinc, cask lots, 100 lb	7 00
Broken lots	7 50
Pig lead, 100 lb	5 50
Black iron pipe, ⅛ inch	3 30
" ¼ "	3 30
" ⅜ "	3 40
" ½ "	3 70
Black iron pipe, ¾ inch	4 35
" 1 "	6 25
" 1¼ "	8 70
" 1½ "	10 50
" 2 "	14 50
Rope, sisal, 7-16 and larger, basis	11 75
Manila, 7-16 and larger, basis	15 25
Lathyarn	11 25
Solder	20
Axes, chopping	$ 6 75 to 12 00
" double bitts	12 00 to 18 00
Bluestone	5 50
Screws, flat head, iron, bright	85 and 10 p c.
Round " "	80 p.c.
Flat " brass	75 and 10 p.c.
Round " "	70 and 10 p.c.
Coach	70 p.c.
Bolts, carriage, 3-16 and ¼	60 p.c.
" 5-16 and ⅜	55 and 5 p.c.
" 7-16 and up	55 p.c.
Bolts, machine, ⅜ and under	50 and 5 p.c.
" 7-16 and over	55 and 5 p.c.
Bolts, tire	60 and 5 p.c.
Bolt ends	55 and 5 p.c.
Sleigh shoe bolts	70 p.c.
Machine screws	70 p.c.
Plough bolts	55 and 5 p.c.
Square nuts, case lots	3c. discount.
" " small lots	2½c. "
Hex " case lots	3c. "
" " smaller lots	2½c. "
Rivets, iron	50 and 10 p.c.
Copper, No. 8	32
" No. 12	36
Coil chain, 3-16 inch	9⅛
" ¼ inch	7¼
" 5-16 inch	5¾
" ⅜ inch	5
" 7-16 inch	4⅞
" ½ inch	4¾
" ⅝ and ¾ inch	4½
Spades and shovels	40 and 5 p c.
Harvest tools	60 p.c.
Axe handles, turned, s. g. hickory, doz.	$3 15
No. 1	1 00
No. 2	1 60
Octagon extra	2 30
No. 1	1 60
Files common	70 and 10 p.c.
Diamond	60 p.c.
Building paper :	
Anchor, plain	65c.
" tarred	70c.
Pure fibre, plain	65c.
" " tarred	80c.
Ammunition, cartridges, Dominion R.F.	50 p.c.
Dominion, C.F., pistol	30 p.c.
" " military	15 p.c.
American R.F.	30 p.c.
C.F. pistol	5 p.c
C.F. military	10 p.c. advance.
Loaded shells :	
Eley's soft, 12 gauge black	15 00
chilled, 12 gauge	16 50
soft, 10 gauge	19 50
chilled, 10 gauge	21 50

Ideal Woven Wire Fencing

Made from No. 9 Hard Steel Galvanized Wire.

The lock which binds stay and horizontal wires together is most positive. Cannot be moved or disconnected.

Ample allowance made for contraction and expansion.

12 different styles carried in stock.

Put up in 20 and 40-rod rolls.

Already to set up.

Requires few posts.

Fits any surface.

It makes a fine appearanc- when well stretched.

Made to last. A permanent improvement to your property.

One Agent Wanted in Every Town.

Write for prices and terms.

Contracts made early insure prompt delivery.

MERRICK, ANDERSON & CO.

Northwest Distributors,

WINNIPEG.

Shot, Ordinary, per 100 lb	6 00
Chilled	6 50
Powder, F.F., keg	4 75
F.F.G.	5 00
Tinware, pressed, retinned	70 and 10 p.c.
" " plain	75 and 2½ p.c.
" pieced	
Japanned ware	37½ p.c.
Enamelled ware, white	45 p.c.
" Famous	50 and 10 p.c.
" Imperial	50 and 10 p.c.
Green Wire Cloth	1 55

PETROLEUM.

Water white American	27½c.
Prime white American	25½c.
Water white Canadian	25½c.
Prime white Canadian	24½c.

SCRAP.

No. 1 cast iron	$14 to 15	
No. 2 "	7	
Wrought iron scrap	5	
Copper (heavy)	8½c.	per lb.
Yellow brass (heavy)	7½c.	"
Light brass	5c. to 6c.	"
Lead pipe, or tea lead	2c. to 2½c.	"
Zinc scrap	1c.	"

PAINTS, OILS AND GLASS.

White lead	$6 00 to $6 50
Putty in bladder, 2½ lb., in keg of 100 lbs.	0 02¾
Turpentine, pure, in barrels	$ 0 90
Less than barrel lots	0 95
Linseed oil, raw	0 57
Boiled	0 60
Lubricating oils, Eldorado castor	0 28½
Eldorado engine	0 27½
Atlantic red	0 33½
Renown engine	0 42
Black oil, per gal	25 to 30
Cylinder oil (according to grade)	53 to 78
Harness oil	0 65
Neatsfoot oil	1 00
Steam refined oil	0 85
Sperm oil	2 00
Pure castor oil, first pressure	0 11½
Lubricating oil	0 11½

WINDOW GLASS.

Single 1st break, up to 25 miled inches, $3.75; 26 to 40, $4; 41 to 50, $4.50; 51 to 60, $5; 61 to 70, 5.50, in 100-ft. boxes.

PITTSBURG PIPE PRICES HIGHER.

PITTSBURG, Mar. 1.—Effective to-day, the leading interest has promulgated a new list of discounts, putting up steel pipe all sizes from ⅛ to 6 inches by one point. Steel pipe 7 to 12 inches is left at the former price, and iron pipe is not touched, nor are boiler tubes. With the change on steel pipe, the entire list of discounts, on carloads to consumers, is as follows:

Merchant Pipe.

	Steel. Black.	Steel. Galv.	Iron. Black.	Iron. Galv.
⅛, ¼ and ⅜-inch	68	58	66	56
½-inch	71	61	69	59
¾ to 6-inch	75	65	73	63
7 to 12-inch	71	61	68	58
Extra strong, plain ends.				
⅛ to 8-inch	67	57	64	54
Double extra strong, plain ends.				
⅛ to 8-inch	59	49	56	46

Boiler tubes.	Steel.	Iron.
1 to 1½-inch	42½	39
1¾ to 2¼-inch	55½	38
2½-inch	58	43
2¾ to 5-inch	64½	50½
6 to 13-inch	55½	38

The previous advance was made Feb. 1, and carried a point all through iron and steel, except on sizes 7 to 12 inch. Thus on sizes less than 7 inch the new prices are one point higher on iron and two points higher on steel, than those in force during January. The reduction made the end of last year was two points all around, except on half inch, where it was three points, so that half inch steel pipe is still one point below the price which ruled during 1903, and in fact since the reduction made November 12, 1902.

As the National Tube Company does not make a great deal of iron pipe it can be said as a general proposition that its prices except on 7 to 12 inch are about restored to the list of 1903.

The list prices per foot on pipe, either black or galvanized, figure out approximately 10 cents a pound, based on the nominal weight per foot, so that it can be said pretty accurately that a shifting of discounts of one point means a change in price of one tenth cent, or $2 per ton of 2,000 pounds.

It is understood that the company has been booking business quite heavily ever since the advance of February 1, and is in a comfortable position. On the large sizes, of course, business has not opened up to any great extent as yet as the season is not far enough advanced.

STEEL TRUST BUYING PIG IRON.

PURCHASES of pig iron by the U. S. Steel Corporation are always watched with great interest, so the announcement this week that this organization is in the market for about 100,000 tons has excited much attention. The latest report to hand is the following from the Metal Market:

"The announcement of completion of purchase of pig iron by the United States Steel Corporation was a trifle premature. We wrote our account of it on Saturday on the strength of information that an official statement of the deal was to be given to the Associated Press that night, and this was one as we were assured it would be.

It develops now, however, that the papers have not been signed yet, a there is some switching around. W. B. Dickson, of the Steel Corporation, will be in Pittsburg to-morrow, and the deal will probably be closed up then.

"There is no question about the price. It will be $13 f. o. b. valley furnace. There is no coke arrangement about it, it being a straight purchase of pig iron. The tonnage will probably be abo 100.000 tons. It now appears that this will be divided about the same as t last tonnage of steel corporation, when the Bessemer Furnace Association got about half, the W. P. Snyder interests about half, while a short time before the Cleveland Furnace Company had gotten a fair sized order. J. G. Butler, Jr., of the Furnace Association, was in Pittsburg this morning but left suddenly for Youngstown shortly after noon. He will return in the morning to meet Mr. Dickson."

THE COPPER MARKET.

London, March 2: Spot copper opened quiet at £56 15s., futures £55 15s., and after sales of 50 tons of spot and 25 tons of futures, closed quiet at £56 15s. for spot and £55 15s. for futures, making price as compared with yesterday 2s. 6d. higher on spot and 2s. 6d. higher on futures.

New York, March 2.—London market steady, prices 2s. 6d. higher for both options.

The exports of copper for the month of February as per returns to date stand at 13,284 tons against 11,764 tons for the same month last year.

The demand from consumers is disappointing and holders willing to ma concessions on all fair sized orders. Small lots of standard brands of l for quick delivery are booked at 12 50 while for March-April delivery 12 5- can be done and the market can be called a shade easier with sales reported at 12⅜.—The Metal Market.

LIVERPOOL TINPLATE MARKET.

Liverpool, Feb. 20.—Business generally has been rather quieter throughout the week, but values are kept steady in sympathy with materials. The inquiry for oil sizes has not been as active as of late; buyers having supplied their wants in ample fashion, and makers indisposed to contract on any unremunerative basis. Prices are 11s. 6d. and 16s. 6d. to 7½d. in each case. I. C. 14x20 are to be had at 11s. 3d. in choice brands and are more inquired for, with buyers over at 11s. 1½d. Squares and odds are generally held for 11s. 6d. with sales at this price on home account and 11s. 4½d. for export. 28x20, 112 sheets, selling at 22s. 9d., prompt plates. "Allaway" grade charcoals quiet at 12s. to 12s. 1½d.

Waster 14x18¾, 10s. 9d. Waster 14x19¼, 10s. 10½d. Waster 10x20, 14s. 7½d. Waster 14x20, 10s. 9d. sales; 100 lbs. 10s. 7½d. Waster 28x20, 21s. to 22s. Finished S. M. Blackplate nominally 7e. 6d. to £8 10s. Steel bars £4 5s.—The Metal Market.

Demand of the assignment of L. S. Plamondon, general merchant, South Durham, has been made. Mr. Plamondon has since offered 60c. on the dollar, cash.

TRADE CONDITIONS IN BRITISH COLUMBIA.

By Regular Correspondent of HARDWARE AND METAL.

THE lumbermen of this coast are very much exercised over the assertions made by F. W. Peters, assistant general traffic manager of the C. P. R., that the company will not make the reduction in freight rates on lumber, which it was expected would follow the recent conference in Winnipeg. Mr. Peters, whose headquarters are at Winnipeg, is here on a visit to his department, and as that is freight, he should be in position to speak with authority. He says the present is not a very propitious time for British Columbia to ask for freight concessions. The British Columbia Legislature has just passed the new assessment act, which forces railway companies to pay taxes on a $10,000 per mile assessment on every mile of railway in the province.

Regarding the previous suggestion that the C. P. R. should go into lumber manufacturing, Mr. Peters says that unless the prices of lumber are kept within bounds the company would have to do so to protect the settlers in Manitoba and the Northwest Territories. Mr. Peters had a conference with the merchants of Revelstoke, when on his way to the coast, regarding their desire to secure freight rates which would enable them to become a distributing centre, and compete with the coast merchants on a fair basis. He informed the merchants there that he could not see his way to granting or recommending such concessions, since at present the rates paid in interior points (such as Revelstoke) are the through rates from Montreal to the coast, plus the local rate back from the coast to the point of delivery. That is, the Vancouver wholesale merchants can sell in Revelstoke at exactly the same price the Revelstoke merchant can, though the goods might have travelled to Vancouver and back again. Further, the Revelstoke merchants are not given a distributing rate from their city to equal or compete with the rate from the coast to other interior points. The railway company, in explanation, points out that owing to competition with low rates of cargo carrying by ocean steamers and ships the railways are forced to make very low rates to coast terminal points.

* * *

The Provincial Mining Convention which met in Victoria this week discussed among other things the securing of free oil importations for the Elmore reduction process with ores. This process has been established in the Kootenay district and is proving a success. It is, moreover, lively to become generally adopted. In moving to ask for the removal of duty on oil used in the process, the convention also resolved to ask for free importations of supplies and machinery for mining.

* * *

The possibility of three reduction plants for zinc and lead ores is being discussed. F. Fernau, representing British capital, is in the province to look into the situation in connection with the proposals. These include a lead smelter for the reduction of wet ores, a zinc enriching plant and a zinc reduction mill. The zinc enriching plant will be established in the Slocan district, presumably at the head of Slocan Lake. It is the present intention to begin operations as soon as the snow is off the ground. By this enriching plant the ordinary zinc concentrates which can be turned out at most of the Slocan mines will be enriched by magnetic process until they will bear transportation to the zinc reduction workers to be established later, or until it will pay to export them. It is estimated that the Slocan mines can turn out 40 per cent. concentrates. The enriching plant will increase this percentage to 55 or over, and by this means, and the reduction being done in the province, haulage of heavy concentrates will be saved in shipping to Belgium or elsewhere. Prices realized for ores will be consequently enhanced.

* * *

The lead miners of the Slocan district expect that the war between Japan and Russia will give them better prices for their product. Some even go so far as to say that a veritable boom will strike the district if the war keeps up. Others, however, lay the fact of present activity to the commencement of payments of lead bonus by the Dominion Government. At any rate, there is at present great activity in the district. More mines are beginning to ship every week and the towns of Sandon and New Denver, in the heart of "Silvery Slocan," are taking on an air of great activity.

* * *

Toronto people who own the Dominion Copper Co.'s properties near Greenwood are said to be contemplating the re-opening of these mines. In that connection it is said that Breen, formerly manager of the Dominion Copper Co., is in the Boundary District trying to buy the Boundary Falls smelter, and that if he fails in that, he will erect another.

Eight thousand dollars was the amount of the fourth clean-up at the stamp mill of the Calumet and British Columbia Gold Mines, Camborne, in the Fish creek camp. This was $3,400 less than the last, due to the fluctuating nature of the quartz. The value of the gold brick sent to the bank was $7,610, and that of the concentrates run through from the ore was $560. There were 900 tons of ore treated, the mill running 690 hours.

* * *

An opinion on the character of the diggings on the new creeks in the Alsek district, 175 miles from White Horse, given by J. E. Peters, a practical mining man who has seen the ground, is worth recording, in view of the anticipated rush to those creeks and activity during the coming season. He says that Bullion, Sheep, Christmas, Ruby and Granite creeks are undoubtedly rich. He reports, however, that they are Summer diggings, and that in all cases where claim owners went down to bed rock when they located, they were driven out by water, and therefore he concludes that pumping plants will have to be put in, or owners will have to co-operate in putting in drainage ditches.

* * *

Nothing can check the rush which may be said to have already begun to the new gold fields of the Alsek district. As usual the American cousin is getting in early in large numbers. The last steamer from Seattle which called in here on Sunday last on her way north had nearly 75 passengers. The Amur when she arrived here from Victoria had over 30 passengers, most of whom had come over from Seattle, and nearly 100 took passage from here. A great percentage of these were local men, but quite a number had come over from the Sound. Of the 200 people who went North on the two steamers, the majority were bound for White Horse, where those who had not taken their outfits with them would outfit for the new diggings. Before the break up of the Northern Winter there will be a big movement from the ports of Puget Sound and British Columbia. Passenger booking for steamers whose sailing dates are billed ahead, have already been heavy. The C. P. R. steamer Princess May, which sails on March 1, has her passenger accommodation already taken up in advance. Shipments of goods North increase and every steamer brings orders for further stocks. The wholesale trade here is doing quite a business in mining supplies.

* * *

The building trade of the city is much exercised over the announcement that

there is to be a combine or selling pool of all the mills in the city to establish a central office for the sale of lumber. All orders for lumber required by the local trade will be given to the central office and from there apportioned to the mills on a basis of capacity and cut. It is claimed by the mill men that this is no combine, but merely a device to reduce cost of office work. The builders say they can see the foreshadowing of a general all-round increase of present lumber prices, and that this is the means which will be adopted to get the trade into line. They say the builders can import from the Sound and save money, and that they will do this if forced to it by any action of the mills. So far, no action has been taken in the matter by either party. The mill men, however, acknowledge that the proposition is on foot.

* * *

"There is not an idle man in the Atlin camp," says a business man from that district. The work of getting out pay gravel has been kept up all Winter, by many of the individual miners. The method is interesting to one not familiar with the difficulties and hardships of mining in the North. It is no all gold getting by any means. With a Winter as severe as it is in the Northwest, the sinking of shafts and drifting in the open are impossible operations. The miners build cabins or houses of logs over the mouth of the shafts which they sink. Down these shafts, when the bed rock is reached and the "pay-streak" located the miners drift either way for the pay gravel. Once hoisted to the surface, it is a matter of choice whether the gravel will be piled up in a "dump" or washed as it is raised.

To wash the gravel in Winter it is necessary to have a long sluice-house in which the sluice-boxes and riffles are placed. This place has to be heated to keep the water and gravel from freezing. Generally speaking, the work of Winter washing is carried on by the smaller claim-owners who have not machinery to work, and find the short Summer season not sufficient for their purposes. They build a long, low log house or shed, at least 36 or 40 feet in length. This is plastered with mud after the interstices between the walls are chinked with moss, and over all is piled earth till the place looks like an immense root-house or cellar. In this stoves are set up to keep the place warm for washing, and the gravel is hoisted and washed, clean-ups occuring at intervals.

This is the method, in brief, adopted by the hardy miners of the North, and the amount of "pioneer" experience and skill acquired in building log houses, cutting wood for fuel, and other equally arduous tasks, certainly takes the glitter off the gold which is won by these hardships in the Winter climate of the North. That men by their own industry and efforts are gaining independent fortunes, of modest proportions, but still independent, is a very good recommendation, not only for the hardy men who are developing this district of Canada, but it speaks well for the camp that such returns are possible. Some of the men are able to put in small steam plants for the hoisting and pumping, and in such cases the work is made much lighter.

Vancouver, Feb. 27, 1904.

IRON AND STEEL HOCKEY LEAGUE

THE last game scheduled of the series was played at the St. Lawrence rink, Point St. Charles, Montreal, on night of Feb. 25. Those who have been following this series expected an interesting game when Thos. Robertson & Co., the league leaders, met Jas. Robertson Co., who have been pressing them hard for first place. They were not disappointed for the game was the most hotly contested of any in the series, and as it resulted in a victory the James Robertson Co., the two teams are now tied for first place. The game was very hotly contested. At half time the score stood 1 to 1, and up to a couple of minutes before the close it was impossible to say who would be the winner. Just before time was called the James Robertson Co. team scored the winning goal. Another game will have to be played to decide the championship. At time of writing the arrangements had not been made.

The opposing teams lined up as follows :

James Robertson Co.:—W. Robertson, goal; J. Furey (captain), point; G. Snowdon, cover; E. Corcoran, rover; W. Quart, centre; A. Massie, right; C. Fagan, left.

Thomas Robertson & Co.: E. Bouchard, goal; W. A. Irving, point; P. Dunberry, cover; H. D. Browne (captain), rover; H. Orsali, centre; J. H. Bedbrooke, right; T. R. Lessard, left.

Umpires : R. Messett and F. G. Mavor.

Timekeepers : W. H. Tait and J. J. Corcoran.

Referee : James McGarr, of the C. P. R. freight offices.

OUR "Sunrise" Enamel
"Aurora" Gold Paint in two sizes,
give big profits to the dealer.
GEO. RIDOUT & CO., 77 York St., Toronto.

CONDENSED OR "WANT" ADVERTISEMENTS.

Advertisements under this heading, 2c. a word first insertion; 1c. a word each subsequent insertion.

Contractions count as one word, but five figures (as $1.000) are allowed as one word.

Cash remittance to cover cost **must** accompany all advertisements. **In no case** can this rule be overlooked. Advertisements received without remittance cannot be acknowledged.

Where replies come to our care to be forwarded, five cents must be added to cost to cover postage, etc.

SITUATIONS VACANT.

WANTED — Experienced hardware traveller. To cover Manitoba for firm having good connection. Best of references required. Good opening. Apply Box 103, HARDWARE AND METAL, Toronto. (7 t f)

TWO experienced hardware travellers wanted to cover Quebec and Maritime Provinces, with good connection with hardware trade.. Apply, Wilcox Mfg. Co., of Ontario, Limited, London, Ont. (9)

BUSINESS FOR SALE.

A LIVE hardware business for sale in Hamilton. Stock about $6,000. Apply Webber's Hardware, Hamilton, Ont. (11)

FOR SALE—Hardware agencies, good will in the agencies of a number of leading English factories, as present agent must leave city on account of ill-health. Apply HARDWARE AND METAL, Box 112 Montreal.

HARDWARE BUSINESS for sale in Manitoba. Stock will invoice about $4,500; owner engaged in other lines. For full particulars write Marshall-Wells Company, wholesale hardware, Winnipeg. (10)

PARTNER WANTED

WANTED—Partner, active or silent, with some capital to invest in well-established business subject to great expansion. Highest references exchanged. Only acceptable parties need apply. Box 101, HARDWARE AND METAL, Montreal. (10)

AGENCY WANTED.

AN established Manufacturers' Agent in Montreal representing several large American houses, with representatives covering all Canadian territory, wishes to secure a good Canadian manufacturer's line in Hardware or Specialties. Address Box 102, HARDWARE AND METAL, Montreal. 20

TO EMPLOYERS.

The undersigned labor agent is prepared to forward help to employers who are short-handed. Picked hands of any trade procured on shortest notice, paying own passage. Over 800 registered, Term moderate. F. C. SMITH, 22 Penton street, London, Eng. (14)

TO RENT.

FOR RENT—A large well-lighted floor (size 30 x 100) in a Montreal up-town store (St. Catherine street, west). Suitable for china and glassware, furniture, carpets or housefurnishing goods. Use of passenger elevator and goods hoist. Moderate rental to desirable tenant. Correspondence solicited. HARDWARE AND METAL Office, Box 25, Montreal. (10)

BUSINESS CHANCES.

TINSMITH wanted for the Northwest with capital. Correspond with Merrick, Anderson & Co., Winnipeg, regarding good opening for tin shop and hardware. (11)

MECHANICS WANTED.

WANTED—Boiler makers for Winnipeg. Apply Montreal office, HARDWARE AND METAL, 232 McGill street., Monday morning. (9)

R. E. THORNE, 768 Craig St., MONTREAL
Wholesale Agent and Importer
Dry Colors, Ochres, Bronze Powders, Aluminum Powder, Schlag Metal, Bronze Liquids and Varnishes.
Toronto Office—29 Melinda St.

CLERKS' DEPARTMENT

The Ethics of the Subordinate.

CAN one who is in a subordinate position in the business world preserve a high moral standard, in view of the possible failure of moral methods in those who administer the business? It is a very easy thing to say that if a young man employed by a business house finds its methods indirect, dishonest, and untruthful, he may leave his position rather than abandon his moral ideals. Like most things that are easy to say, it is very often hard to do. In the first place, the subordinate belongs, as a rule, to an almost unlimited class of workers.

The average worker has little choice. His necessities compel him to get a living. Conditions of self-respect require that the living shall be honestly made. What is the ethical refuge of employes who may be confronted by these methods, which their moral sense disapproves?

Two or three things must come to pass before the moral relation of employer and employe can be properly adjusted. First, a more intimate knowledge by the trade of a great business of each least detail concerning the well-being of their whole army of industry. The second thing that must come to pass before the moral relations of employer and employe are properly adjusted is the recognition of that law of human nature that all the conditions of life cannot be fulfilled where an insufficient wage is paid for exhausting work. It is not enough to say that people can be got for that remuneration. If the remuneration does not provide a means of decent living, all manner of temptations present themselves to make good the difference.

Old-fashioned self-denial is no longer popular, and the restraint which comes from saving carries with a kind of undefined sense of embarrassment and shame. A little less greed, a little more care, and above all an embracing sense of human brotherhood are the elements which enter into the devising of that plan of business life which shall make the employer the guardian of the employe, and the employe the devoted friend of the employer.

In the nature of things the subordinate can never be other than the man under orders; but his orders may be of a kind that he shall delight to carry out, because they engross not simply his energy but command also the highest offices of his mind. He has the right to expect a dividend on the investment of himself in another man's business; and the lifting of his moral nature to a higher level is not only an ideal, but it is a necessity on which the existence of society depends—Cosmopolitan.

Clerk's Decalogue.

Punctuality—Always be prompt in getting to business.

Personal Appearance — Be careful about your personal appearance.

Tact—When a customer enters step briskly forward with a "glad to see you" smile. Be patient with slow customers, diplomatic with grumblers, respectful and courteous to all. Remember names and faces; customers like to be greeted pleasantly by name.

Accuracy—Cast up customers' invoices with care. Avoid mistakes. When in error apologize promptly and frankly.

Reliability—When you promise to procure or deliver goods by an appointed time, do it.

Knowledge—Be able to give prompt and accurate reply to customers' questions about the origin, different grades of quality and process of manufacture of goods.

Thoroughness—Avoid being slipshod. Let your thoroughness indicate a desire to please.

Progressiveness—Customers welcome information about new goods. Attention skilfully drawn to a novelty means a sale and wins you a reputation for up-to-dateness.

System—Be methodical. Master your work or it will master you. Abhor dirt, keep stock bright. Do not read or write private notes or newspapers during business hours.

Morals—Shun liquors, tobacco and gossip; be honest; be manly; cultivate lofty ideals.

Don'ts For Store Assistants.

Don't encourage your friends to come to the store for social calls. It looks badly and interferes with business.

Don't remain with a house one minute after you discover you are not absolutely loyal. It is an injustice to yourself as well as the house.

Don't complain about slight irritations. They keep you in practice, and when a real contention come up you are much better qualified to handle it.

Don't feel hurt if your employer occasionally fails to act as you advise. It is quite possible you would have his position and salary if your judgment were better.

Don't leave your stock thrown around "any old way." It may look as though you had been busy, but you lose the benefits of "first impressions."

Don't figure you could do better if the goods you sold cost less. You wouldn't do as well, for you would sell them correspondingly less, to say nothing of your own lack of confidence in them.

Don't loaf or visit in the store. It makes a corner grocery out of it. Be busy, if it is only a "bluff."

Don't neglect to meet customers as near the front door as possible. It shows you are willing to wait on them, and that "helps some."

Get the thing done. Keep your eye off the clock. Keep your interest undivided. The new problem will be the more easily tackled when the old one is out of the way.

A meeting of creditors of J. Dupont, general merchant, Valcourt was announced for 1st inst.

PAINT, OIL AND BRUSH TRADES

An Improvement in Trade.

FEBRUARY is reported by several of the wholesale paint firms to have been one of the dullest months in the history of the trade. Orders were fairly generous but the breakdown of transportation prevented both getting and sending out goods, with the result that inaction was the prevailing condition in the wholesale warehouses.

March is opening out more favorably, however. Retailers are starting to ask for the delivery of many lines and, in some cases, are insisting on prompt shipment. During the first half of the week the railways were refusing all classes of freight. But on Thursday freight was taken for many points and the wholesale houses got started on what they hope is the beginning of the Spring movement of paint supplies.

The market seems to have been affected in some degree by this improvement. Turpentine is weak at the South but there is great scarcity here holde : while making a reduction of 2c., are not anxious to make sales. Linseed oil is firmer, the one house which was last week selling below the market ha.. made an advance of 2c. on Satu last, after this paper had gone to pres Shellac is higher and some firms quoting an advance in putty.

An Easy Way to Remove Old Paint.

THERE are several different ways of removing old paint. The up-to-date way is with concentrated lye. It is the easiest, quickest and best way. Most painters know this but there are still some who use the old-fashioned slow methods of doing this work. Hardware dealers can increase their sales of concentrated lye very materially by calling the attention of their paint customers to this useful article. The following directions show how to use it for this purpose: Dissolve contents of a can of Gillett's Perfumed 100 per cent. Lye in one gallon of water; apply this strong solution to the paint with an old scrubbing brush; leave it to soak in for a few hours, then wash off and apply solution again. In way five or six coats of the oldest an hardest paint can be removed in a few hours without any trouble in scraping or scouring. If it is required only to clean and wash the paint one or two teaspoonsful to the gallon of water will be quite sufficient.

An Appreciation.

It is ever pleasant to have one's work appreciated. The Canada Paint Co made such a strong exhibit at the painters' convention that a good photograph of it made an excellent showing. The company now write expressing their high appreciation of the photograph and of the remarks which appeared in Hardware and Metal in relation thereto. We shall ever strive to merit such good opinions from all our clients.

Paint and Prosperity.

THERE is an advantage in keeping the store bright, clean and up-to-date, besides the obvious one of rendering the establishment more attractive to the public; and this is that every improvement made is an evidence of prosperity. A leading Winnipeg tobacconist is so well aware of this that he has his building front painted more frequently than is absolutely necessary. "How is it you are always painting your building? It does not need it," was the remark of a friend. "I am aware of that," replied the merchant, "but it makes us look prosperous to have work of this kind going on, and on that ground alone it is a good investment."—Cigar and Tobacco Journal.

LINSEED OIL

Raw and Boiled

"GUARANTEED PURE"

MANUFACTURED BY

Canada Linseed Oil Mills,

LIMITED,

MONTREAL.

☞ **BARRELS WANTED!!**

We are open to **buy good sound, oak** Linseed Oil, Turpentine, Varnish, and Machine Oil Barrels.

If You Buy

Varnishes **Paints**
Japans **Colors**
Lacquers **Glues**
Stains **Bronzes**
Fillers **Chamois**
Sponges

WRITE TO

R. C. JAMIESON & CO.

LIMITED

MONTREAL

AGENTS FOR ASPINALL'S ENAMEL.

"It's worth the Money"

is a statement you can make about every can of

ARK BRAND PAINT.

It's an honest paint that is true to every statement made for it.

Dealers who carry "ARK" Brand find it one of the most satisfactory and profitable features of their business.

"ARK" Brand is guaranteed to give perfect satisfaction and not to check, chalk nor blister ; to cover as much surface and to outwear any other paint made. Every dealer is authorized to refund the amount of purchase price if it proves otherwise.

Write us to-day for information as to how we help the dealer to push "ARK" Brand.

The Francis-Frost Co.

Limited

TORONTO, ONT.

Canadian Distributing Agents for Grippin's Crack Filler and "Muresco" Wall Finish.

Paint and Oil Markets

Quebec.

Office of HARDWARE AND METAL,
232 McGill Street.
Montreal, March 3, 1904.

THIS week we have to note an advance of 2 cents per gallon in linseed oil because of higher prices asked by Canadian crushers and in sympathy with the firmer quotations in Great Britain. Turpentine is reported weaker in primary markets but quotations are still being maintained by the local houses. Competition in white lead continues strong and our quotations are still nominal. It is impossible to quote with exactitude. The general price seems to be about $4.50, but lower prices are sometimes obtainable.

Orders continue to come in freely for general lines of painting material but shipments are still of a straggling type. The heavy snowfall which is reported to have extended from Detroit to St. John, N.B., has again made the railroads chary of accepting goods. It is said that some factories throughout the province are idle owing to a lack of coal. It will be readily understood that these conditions tend to check the volume of trade very materially. We quote:

Ground White Lead--Best brands, Government standard, $4.60 to $4.75; No. 1, $4.25 to $4.40; No. 2, $4 to $4.10; No. 3, $3.67 1-2 to $3.77 1-2; No. 4, $3.30 to $3.40, all f.o.b. Montreal.

Dry White Lead.—$4.25 in casks, and in kegs $4.50.

Dry White Zinc.—Pure dry, in casks, 6 1-4c.; in 100-lb. kegs, 6 3-4c.; No. 1, zinc, in casks, 5 1-4c.; in 100-lb kegs, 5 3-4c.

White Zinc (ground in oil)—Pure, 25-lb. irons, 8c.; No. 1, 7c.; No. 2, 6c.

Putty.—We quote: Bulk, in barrels, $1.50; in 25-lb. tins and irons, $1.85; bladded putty in barrels, $1.75.

Orange Mineral.—Casks, 7c.; 100-lb. kegs, 7 1-4c.; smaller quantities, 8 1-4c.

Red Leads.—Genuine red lead, in casks, $4.25; in 100-lb. kegs, $4.50; in less quantities, $5.50 per 100 lb. No. 1 red lead, casks $3; kegs, $4.25, and smaller quantities, $5.25.

Litharge.—Ground, casks, 5c.; in less quantities, 5 1-2c.; flake litharge, casks, $5; smalls, $5.50 per 100 lb.

Linseed Oil—Raw, 1 to 4 barrels, 49c.; 5 to 9 barrels, 48c.; boiled, 1 to 4 barrels, 52c.; 5 to 9 barrels, 51c. Delivered in Ontario between Montreal and Oshawa at 2c. per gallon advance.

Turpentine—Single barrels, 93 1-2c.; 2 to 4 barrels, 92 1-2c. Standard gallon of 8.6 pounds.

Benzine.—25 to 26c.

Shellac Varnish.—Pure white, $2.60 to $2.80; pure orange, $2.60 to $2.80; No. 1 orange shellac, $2.35 to $2.50.

Mixed Paints.—$1.20 to $1.40 per gallon.

Castor Oil.—8 3-4 to 9 1-4c. in wholesale lots, and 1-2c. additional for small lots.

Canadian Paris Green — Barrels, 14 1-4c.; arsenic kegs, 14 1-2c.; 50 and 100 lb. drums, 15c.; 25-lb. drums, 15 1-4c; 1-lb. packages, 16c.; 1-2-lb. packages, 18c.; 1-lb. tins, 17c. Terms 2 per cent. discount for cash in 30 days or 90 days net.

English Paris Green.—50 and 100 lb. drums, 15c. per lb.; 25 lb. drums, 15 1-2c; 1-lb. paper boxes, 16c.; 1-lb. tin boxes, 17c. Terms, 2 per cent. 30 days; 90 days net.

Ontario.

Office of HARDWARE AND METAL,
10 Front Street E.
Toronto, March 4, 1904.

A few enquiries for immediate delivery are reported, and a somewhat stronger tone is shown on the market, except in turpentine, which shows a decline of 2c. The market in the South is quite weak but stocks locally are light, two cars destined for this market having been held up for some time. Linseed oil is firm, one firm which was selling below the market last week having made an advance of 2c., which advance went into effect immediately after this paper went to press. Putty and shellac are higher. We quote:

White Lead—Ex-Toronto, pure white lead, $4.50 to $4.65; No. 1, $4.05 to $4.20; No. 2, $3.75 to $3.90; No. 3, $3.35 to $3.50; No. 4, $3.25 in packages of 25 lb. and upwards; 1-2c. per lb. extra will be charged for 12 1-2-lb. packages; genuine dry white lead, in casks, $4.50.

Red Lead—Genuine, in casks of 560 lb., $4.25; ditto, in kegs of 100 lb., $4.50; No. 1, in casks of 560 lb. $3.75. to $4; ditto, in kegs of 100 lb., $4.25.

White Zinc—Genuine, French V.M., in casks, $6 to $6.25; Lehigh, in casks, $6 to $6.25.

Shingle Stain—In 5-gallon lots, 60 to 85c. per gallon.

Paris White—90c. to $1 per 100 lb.

Whiting—60 to 65c. per 100 lb.; Gilders' whiting, 75c.

Send us a post card and let us tell you all about it.

EVERYTHING

needed to inspire confidence and create permanent trade is found in

ANCHOR LIQUID PAINT

It stands every test for covering capacity, lasting qualities and reputation.

It brings repeat orders to the store, for it always satisfies. You can do lots of business with it. It contains the best white lead in the world—

BRANDRAM'S B.B. GENUINE.

HENDERSON & POTTS, Limited, Halifax.
HENDERSON & POTTS CO., Limited, Montreal.

Persons addressing advertisers will kindly mention having seen their advertisement in Hardware and Metal.

GENUINE

PRATTS ASTRAL LAMP OIL

Sold in all countries and recognized as the highest grade oil manufactured.

WHOLESALE ONLY.

THE QUEEN CITY OIL COMPANY, Limited,
TORONTO, ONT.

STANDARD PAINT & VARNISH WORKS, LIMITED

Makers of High-Grade Varnishes, Japans, Paints, Colors and Enamels.

Windsor, Ont.

GABRIEL & SCHALL,

205 Pearl St., NEW YORK.

IMPORTERS

LITHOPONE, Red and Green Seal
OXIDE OF ZINC, " " "
SULPHATE OF BARYTES (CRUDE and POWDERED)
CARBONATE OF BARYTES (PRECIPITATED)
BLANC FIXE (DRY and PULP).
DRY COLORS,
DRIERS, for PAINT AND VARNISH

"BRUNSWICK" ASPHALTMASTIC AND BITUMEN

THE PROPRIETOR'S STORY.

ALABASTINE we have been selling nigh on to twenty years, and know it to be reliable.

We dealers also know that Alabastine is what is in demand, and that to sell anything else for coating walls, we would have to do so on the recomendation that it was the same thing, or just as good as **ALABASTINE.** Would not offer a substitue when Alabastine is called for; no necessity to do that, as it is easier to sell Alabastine, and in handling it we do not incur any risk on account of infringement of patents.

Alabastine is ready for use by the addition of Cold Water, made so by the inventor, Mr. M. B. Church, who was the first to produce a cold water preparation that is thoroughly practical, that has superseded all hot water mixtures, and forced other manufacturers to **UNDERTAKE** the use of the cold water process. Then, again, Alabastine is made in Canada, by Canadian labor and from Canadian materials. It satisfies my customers.

The trade supplied by Wholesale Hardware and Paint Dealers. Also by

THE ALABASTINE CO., LIMITED, PARIS, ONT.

GLASS WAREHOUSES:

1 in Quebec—at Montreal.
3 in Ontario—at Toronto, Ottawa, London.
1 in Manitoba—at Winnipeg.

5

Service and Prices are Better Because of This.

HAVE YOU AN ORDER?

Consolidated Plate Glass Co., Limited

TORONTO MONTREAL LONDON
OTTAWA WINNIPEG.

"Island City" Paint and Varnish Works

Our "Island City" Enamel Paints are the best in the market—17 artistic shades.

Our "Island City" Aluminum, Gold and Silver Paints can be used with great satisfaction on Furnaces, Radiators, all sorts of Furniture and Ornaments that require renovating.

P. D. DODS & CO., Proprietors, Montreal, Toronto, Vancouver.

WHY?

WHY DO I BUY THE CANADA PAINT COMPANY'S PAINTS?

BECAUSE their Paints will make the house bright and wholesome.

BECAUSE they will improve and add to the value of my customers' property.

BECAUSE they are made in the latest and most artistic shades.

BECAUSE they are easy to apply, being well ground to work smooth and easy.

BECAUSE each tin is tested before shipment and contents are fully guaranteed.

BECAUSE they have an established reputation, and their sale is steadily increasing.

BECAUSE **The CANADA PAINT COMPANY** are prompt and careful in shipping.

THE CANADA PAINT COMPANY LTD

Shellac—Pure orange, in barrels, $2.50 to $3; white, $2.50 per gallon; No. 1, $2.37 1-2, including price of can.

Linseed Oil—Raw, 1 to 2 bbls, 48c.; boiled, 51c.; 3 to 5 bbls, raw, 47c.; boiled, 50c.; 6 to 9 bbls., raw 46c.; boiled, 49c., delivered, Toronto, Hamilton, London and Guelph. One firm is quoting raw, 1 to 4 bbls., 49c.; boiled, 52c.; 5 to 9 bbls., raw 48c.; boiled, 51c.; 10 bbls. and over, open; ex-Toronto, 2 per cent. off 30 days.

Turpentine—Single bbls., 92c.; 2 to 4 bbls., 91c.; 5 bbls. and over, open, Toronto, Hamilton, London and Guelph, with 2c. extra for delivery outside. One firm quotes: Single bbls., 91 1-2c.; 2 to 4 bbls, 90 1-2c., delivered; 5 bbls. and over, open, ex-Toronto, with 2 per cent. off 30 days. For less quantities than barrels, 5c. per gallon extra will be added, and for 5-gallon packages, 50c. and 10-gallon packages, 80c. will be charged.

Glues—Broken sheet, in 200-lb. bbls., 8 to 8 1-2c. per lb.; cabinet glue, in bbls., 11 1-2 to 12c.; emery glue, in bbls., 17c.; bookbinders', ground, 10 1-2c.; finest American, white, 19c.; No. 1 American white, 15c. per lb.

Putty—Common, $1.65; pure (linseed oil) bladders in barrels, $2; bladders, in 100-lb. kegs, $2.25; bulk in barrels, $1.75; bulk, less than barrels and up to 100 lb., $2.

Plaster Paris—New Brunswick, $2 per bbl.

Liquid Paints—Pure, $1.20 to $1.40 per gallon; No. 1, $1.10 per gallon.

Barn Paints—65 to 70c. per gallon.

Castor Oil—English, in cases, 7 1-2 to 8c. per pound, and 8 1-2 to 9c. for single tins.

English Paris Green—Petroleum bbls., 13 1-4c.; arsenic kegs, 13 1-2c.; 50 to 100-lb. drums, 14c.; 1-lb. packages, 15c.; 1-lb. tins, 16c.; 1-2-lb. tins, 18c.

Canadian Paris Green (present delivery)—Petroleumn bbls., 13 1-4c.; arsenic kegs 13 1-2c.; 50 and 100-lb. drums, 14c.; 1-2-lb. tins, 18c.

Window Glass.

MONTREAL.

Prices are unchanged. We quote: First break, 50 feet, $1.70; second break, $1.80 for 50 feet. First break, 100 feet, $3.25; second break, $3.45; third break, $3.95; fourth break, $4.20.

WALL PAPER

Wall Paper Display Fixtures.

IN examining his display fixtures, the merchant should direct his attention to the very best methods obtainable. The window is the best advertisement and certain fixtures will be required. Very many use the simple stands, from which the unrolled portion of the roll depends, the roll itself being concealed behind. This is simplicity itself, and it may be said that the best methods of displaying wall paper are those which are simple. Wall paper must hang straight, just as it is seen on the walls; fancy displays are useless and inartistic.

If enough business is done to warrant a small expense, there is a structure that can be built for window display purposes, that can be excelled by nothing. It is in reality a section of a

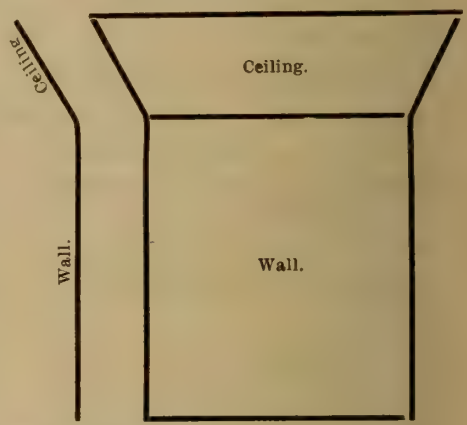


Figure 1. Figure 2.

room showing the walls with its paper and freize in position, and above it the ceiling with the suitable paper.

Figure one shows a side view of the structure which is made of a framework covered tightly with cotton. On this is pasted a lining paper, and over it the papers to be shown. The ceiling slants off at an angle that gives the proper effect, and can be distinctly seen from the front. Figure two is a front view of the same fixture. If the window is large a couple of these might be built in. Of course they should be constructed so that they will do year after year. On the same plan foundations can be built for a display of panel work. This style of wall decoration is too little brought before the public, and such a scheme is almost necessary and will be sure to sell where a description would be inadequate.

WALL PAPER

MOIRE SILKS--

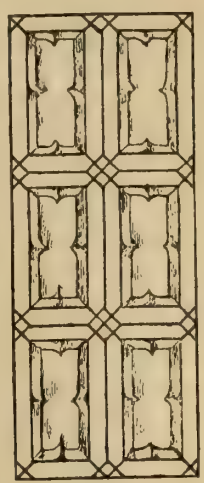
are very popular this season. For Wall and Ceiling panelling they are particularly attractive. We have several excellent designs in a variety of colorings. You should have an assortment in stock. Samples mailed on request.

STAUNTON'S Limited
TORONTO CANADA

Special in

DISCOUNT TO TRADE

Bevel Plate Door and Window Panels



118.

119.

120.

$1.50 per ft. Less than 3 sq. ft. 10 per cent. additional.
14 Different Designs.

RETURNED
MAY 18 1904

LUXFER PRISM CO.,

TORONTO and MONTREAL.

WE HELP YOU TO SELL PAINT.

STERLING
FOR INSIDE WORK
PURE PREPARED
FOR OUTSIDE WORK
PAINTS

FIRST of all we supply you with a paint that is unqualifiedly the best being offered on the market—a paint that sells on its record.

SECOND. We co-operate with an excellent system of local advertising, which advertises you and our paint.

STERLING PAINTS

are trustworthy. They last well after application. They are made true at heart. Do you want the agency for your section? If so, write to-day.

THE GRANT-HAMILTON OIL CO.

LIMITED.

Makers, TORONTO.

STOVES AND TINWARE.

Pinholes in Tin Plates.

A CORRESPONDENT in the Metal Worker, replying to an enquiry in regard to pinholes in barber's kettles, made in IX tin, says: "If enquirer would make the kettle entirely of tin and without a copper bottom, he will find no difficulty from pin holes. Copper and tin, in my experience, do not get along well together. The copper has the effect of destroying the tin in spots near the point where they join. A kettle made entirely of tin or entirely of copper will last much longer than a kettle having a tin body and a copper bottom. Every old tinsmith is aware of this fact, and seldom unites the two metals. In early days most of the washboilers were made of copper, and later, owing to the heating qualities of the copper, copper bottoms were put on tin boilers, the idea of using tin in the body being to reduce the cost. Experience with such boilers was that they were a continual source of profit to the tinsmith, after they had been in use for a short time, as the chemical action between the copper and the tin would cause little holes in the tin all around the bottom of the boiler. In consequence, after each washday, the washboiler would be brought to the tin shop to be soldered up and prove a source of profit to the boss. Increased durability can be provided in kettles made entirely of tin, by using IXX tin for the bottom, when IX tin is used for the sides, or still heavier tin if need be, to stand the wear. Some time ago I read in a paper that a tinsmith who had to join a copper roof with tin flashings, used oil paper between the two metals, to prevent contact and the chemical or electrical action which results in the destruction of the tin. Water from a copper conductor pipe discharging on a tin roof will soon carry enough copper with to result in the tin rusting out at the point where the water plays upon it. Every experienced tinsmith recognizes the fact that copper is the enemy of tin plates and is very careful how he brings the two in contact with each other in his work.

The Stove Department.

"THE stove department in the hardware business does not," insists a retailer in an exchange, "pay a cent of profit to the average dealer, though it certainly should. A stock of stoves runs into money, and large expense is incurred in handling them, and how often sales are made at 10 per cent. margin when the actual expense is more. In my opinion a stove should never be sold at less than 25 per cent. margin, and the custom of throwing in this and that article should be stopped.

"Bazaar, department and dry goods stores do not usually handle stoves because of the investment and labor involved. They want us to handle all the undesirable lines and they pirate upon our shelf and case goods, where the investment and labor are less and the profits more. Do you not think we should stand with our neighbor hardwareman in maintaining satisfactory prices on all these goods which we only keep, thus enabling us to meet their price cutting on shelf and other goods? How often we pay a man $10 per week to black and set up stoves, and our charge for doing so is so small that the dry goods clerk, getting $5 per week, feels he cannot afford to soil his hands in blacking a stove when he can get the hardwareman to do it for perhaps the cost of the blacking material. I speak of this to illustrate the many things we do at a less margin than we can afford to, and no one to blame but ourselves, competition not forcing us to do so—simply one hardwareman cutting the other's throat, and the chickens always come home to roost."

TAKING LARGER PREMISES.

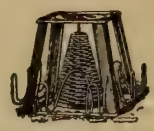
The Canada Cycle & Motor Co., Toronto Junction, have leased the premises which until recently were occupied by John Dixon, carriage maker, Bay street, Toronto. These premises will be fitted up as a show room for automobiles and bicycles, as well as for the repair and storage of automobiles.

The King street premises which the Canada Cycle & Motor Co. have occupied for some time will be discontinued as the premises now secured are considerably larger, giving more room for all purposes intended.

$5 CHEQUE PERFORATOR

perforates and indelibly inks the amount. Five dollars only. Express paid. Sent on approval.

Canadian General Purchasing Agency
MONTREAL.



Wire-Cone Incandescent Toaster

Only perfect Bread Toaster for Gas or Gasoline Stoves. No smoky taste to bread toasted on this toaster. Write for prices.

H.O.Edy, Montreal. E.T.Wright & Co., Hamilton
HARKINS & WILLIS,
Manufacturers and Inventors - ANN HARBOR, Mich

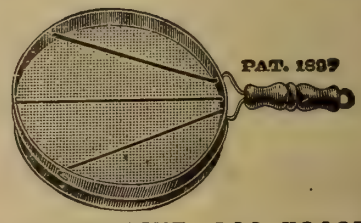
Get a

Canada Cheque Protector

P-R-I-C-E, $12.00

Manufactured by the

Hamilton Stamp & Stencil Works,
HAMILTON, ONT.

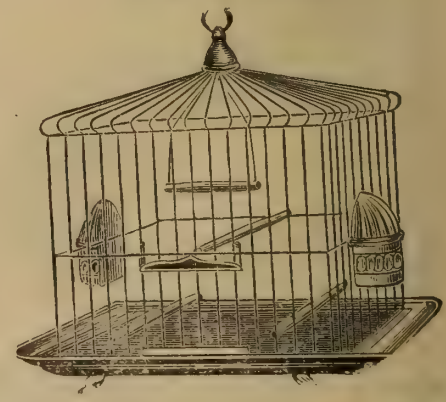


The FAIRGRIEVE GAS TOASTER

Retails at 25c. The only Toaster guaranteed to toast on gas, gasoline or blue flame oil stoves without taste or smell. Write for prices.

THE FAIRGRIEVE MAN'FG. CO.,
295 COLLEGE ST., TORONTO.
U. S. Branch: 289 Jefferson Ave., DETROIT
Agents for Great Britain: Heine, Solly & Co., Sutton House, 2 Old Street, London, E.C.

CAGES.



Bird Cages, Japanned and Brass, Parrot Cages, Squirrel and White Rat and Mouse Cages, Breeding Cages.

The most complete line of Cages manufactured on this continent. Styles, sizes and prices to suit every purchaser.

E. T. Wright & Co., MANUFACTURERS, Hamilton and Montreal

Have you tried it?

Tried what?

SELLING MANTELS.

This is in your line of business, and it will pay you.

The Batty Stove & Hardware Co

76 YORK ST., TORONTO.

If you have the goods; We can Sell Them.

COLTART & CAMERON CO., Limited, WINNIPEG.

Manufacturers and Shippers of Hardware Specialties.

LOOKING TO THE WEST FOR TRADE?

COMMUNICATE WITH

COLTART & CAMERON CO.,

Manufacturers' Agents and Warehousemen, WINNIPEG, CAN. Limited

---

To Manufacturers' Agents

HARDWARE AND METAL has inquiries from time to time from manufacturers and others wanting representatives in the leading business centres here and abroad.

Firms or individuals open for agencies in Canada or abroad may have their names and addresses placed on a special list kept for the information of inquirers in our various offices throughout Canada and in Great Britain without charge.

Address

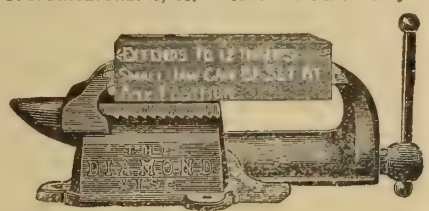
Business Manager

HARDWARE AND METAL

Montreal and Toronto

DIAMOND VISE AND DRILLING ATTACHMENT

U. S. Patent Jan. 15, '95. Canadian Patent July 22, '95



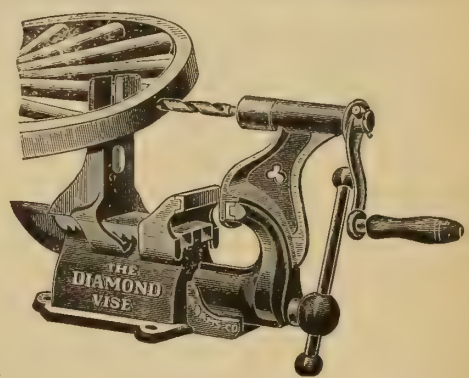
JAWS are faced with steel ⅝ inch wide, 4 inches long, firmly fastened to jaw, checked and hardened. VISE weighs 38 pounds. DRILL weighs 13 pounds.

For Sale by Jobbers of Hardware.

Made by—

The Adams Company, Dubuque, Iowa, U.S.A.

Made by **Taylor-Forbes Co.**, Limited, Guelph, Ont.



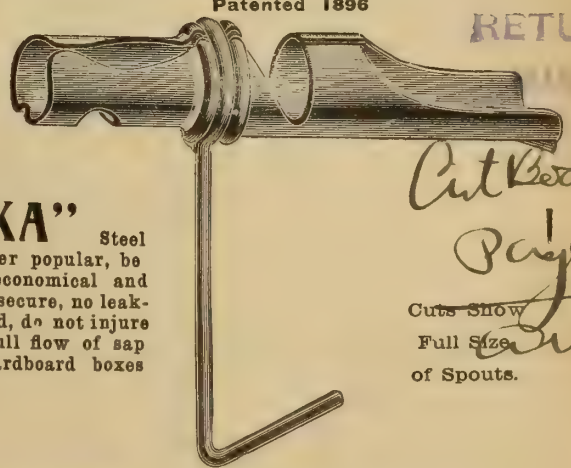
SAP SPOUTS

STEEL

Supplied with or without hooks

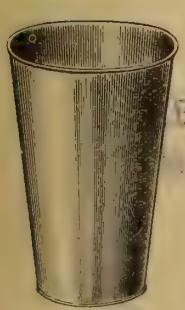
THE **"EUREKA"** Steel Sap Spouts are ever popular, because they are economical and durable, safe and secure, no leakage, easily inserted, do not injure the tree, secure full flow of sap All packed in cardboard boxes 100 each.

Patented 1896



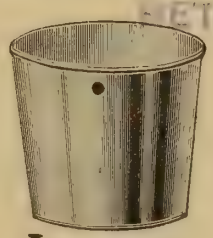
Cuts Show Full Size of Spouts.

SAP BUCKETS



Long Pattern.

SUBSTANTIALLY MADE PRACTICAL and DURABLE.

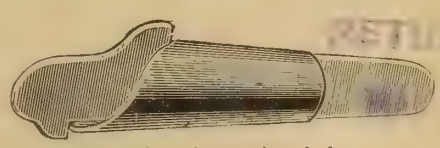


Western Pattern.

Prices and Samples on Application.

"IMPERIAL"

TAPERED.



Made from heavy tinned sheets, specially adapted for . . .

COVERED SAP BUCKETS.

SLIGHTLY FLARING, FITS CLOSELY TO THE TREE AND WILL NOT OVERFLOW UNTIL NEARLY FULL.

The THOS. DAVIDSON MFG. CO., Limited. . . . MONTREAL

HEATING AND PLUMBING

Frozen Service Pipes.

THE severity of the present Winter has impressed itself upon everybody, but particularly upon the plumbers and water works departments in the cities, says the Metal Worker. The plumbers have had plenty of difficult repair work under very trying conditions of exposure in different parts of buildings, and have been very generally called upon to thaw out service pipes bringing the water from the street mains into buildings. Extremely cold weather has continued for exceptionally long periods, with the result that the frost has extended much further down into the ground than is the case in the ordinary Winter. In consequence, during the night, when little or no water is running through the service pipes, the frost, in many cases, has filled the pipes with ice and stopped the water supply of houses. The work of thawing these service pipes has often been made much more difficult by the absence of suitable stop cocks or fittings, that where they afford easy access to the interior of the pipe. In some buildings no stop cock whatever is provided, making it necessary to cut the pipe open in order to insert the steam pipes, when thawing is done by steam. This is a custom widely practiced by plumbers who possess special thawing steamers, while others manufacture steamers to use in connection with their gasoline fire pots, the steam being forced into the frozen pipes by means of a small tin or lead pipe, which is pushed forward as the steam melts the ice in front of it until the service pipe is open. While this is quite a common practice, electricians in some cities have devised means for using electricity in thawing out the service pipes without any disarrangement of the plumbing system. A well insulated wire is carried from the trolley wires to some faucet in the building in which the water supply is shut off by ice in the service pipe, and another connection is made with some fire plug nearby, in order to complete the circuit. A special device is used between the trolley wire and the house faucet to reduce or transform the electric current to the power required to thaw out the pipe without doing damage to it. These electrical devices have been employed in several places with very satisfactory results, so far as the removal of the ice is concerned. Whether or not they have had any destructive effect upon the pipes has not yet been disclosed. Probably some time must elapse before such will become manifest or the harmlessness of the process be proved.

——

Acetylene Ether for Welding.

THE process of welding metals by using a blow-pipe or burner with acetylene as a heating agent has been developed by the Company of Dissolved Acetylene, of Paris, according to the Revue Industrielle, of that city. Heretofore a chief difficulty met has been to regulate the proportions of oxygen and acetylene; for, according to the relative quantities of these gases, an oxidizing or reducing effect is produced. It is announced that experiments with a mixture of acetylene and ether vapor have been successful. The acetylene is made to absorb vapor from the ether, thus obviating cocks to regulate the supply of each gas. A green flame as small as a pencil point is produced. The statement is made that the heat obtained exceeds that of the electric arc, which may be doubted. But at any rate, this flame is said to be unsuited for optical projection instruments since it quickly melts even refractory substances. It makes a hole in a bar of iron in a few seconds. It is easy to perceive that iron plates may by this process be welded in a minute. First a file is passed over the edges to be joined; then you weld a point at the middle and two others at the ends of the line of contact, and finally pass the flame along this line. With thick plates the edges are filed in a particular shape and then a bar of iron melted by the flame is passed along them to act like solder. The new method is successful with wrought iron and steel, but not thus far with cast iron.

——

Building Permits Issued.

TORONTO.

F. George, three storey brick dwelling on McKenzie Crescent, near Dovercourt Road, to cost $1,900.

A. Davidge and B. Pears, pair of semi-detached two storey brick dwellings on Pears avenue, near Avenue road, to cost $2,200.

J. H. Hamlyn, two pairs of semi-detached two storey brick dwellings on Dovercourt road, to cost $4,000.

The Gutta Percha & Rubber Co., a one storey cold storage bunk on the C. P. R. siding, to cost $8,400.

F. Hillock, two two storey and attic brick dwellings on south side Simpson avenue, near Broadview avenue, and on north side Simpson avenue, near Broadview avenue, respectively, to cost $2,200 each.

T. McIlwain, two storey brick and stone detached dwelling at 75 Sorauren avenue, to cost $2,500.

Mrs. Barrett, four attached brick stores and dwellings, three stories high, on Queen street East, near Saulter street, to cost $9,000.

Plumbing and Heating Notes.

On February 24 the James Morrison Brass Mfg. Co., Toronto, defeated H. S. Howland, Sons & Co., at hockey, the score being 4—0.

Toronto architects report that business is slack, but that they are looking forward to an improvement in present building conditions with the opening of the Spring season.

The executive committee of the Toronto Master Plumbers' Association, which is considering at the present time the demand for higher wages made by the "Journeymen," have postponed further consideration until the next regular meeting of the Master Plumbers, to be held March 15. As a result, plumbing contracts are being held back until the price to be paid for labor is fixed.

The Ontario Provincial Association of Master Plumbers, Steam, Gas and Hot-water Fitters, established a local branch of the association at Sault Ste. Marie, Ont., during the month of February, 1904. The officers appointed for the current year are as follows :

G. Woolrich, president.
C. Beck, treasurer.
J. E. Farrel, secretary.

W. Mansell, president, and W. H. Meredith, secretary, of the Provincial Association of Master Plumbers, have issued an official invitation to every member of the association and every master plumber in Ontario, to attend their annual convention, to be held on April 1, in Hamilton. The invitation

RETURNED
SEP 15 1904

HE WANTS TO KNOW if you are selling a paint you are willing to guarantee—Are you?

Everyman selling paint without a reputation sells it for to-day only. The customer never comes back, and he never sends anybody.

RAMSAY'S PAINTS

are paints you can guarantee—your customer is pleased, he tells the other man.

With Ramsay's Paints we are definite. We assist you to get buyers. We give it to you at a price that pays. We give you the best that goes.

Ramsay's Paints are for money and business.

Will you try it?

A. RAMSAY & SON **MONTREAL** | **EST'D 1842** | **THE PAINT MAKERS**

The New Century Ball-Bearing Washing Machine.

Not the cheapest but decidedly the best Washing Machine made.

Five to seven minutes only required for a tubful.
The operator need not stand when using it, and there is practically no wear on garments.
Full information given on application.

THE DOWSWELL MANUFACTURING CO., Limited.
Hamilton, Ont.
W. L. HALDIMAND & SON, Montreal, - Eastern Agents.

The Oxford Hot Water and Steam Systems of heating operate with perfect silence, as the Oxford Radiators are planned to give a free passage for the water or steam.

Oxford Radiators

are cast of the very best quality iron in mechanically accurate moulds. In the

Oxford Hot Water and Steam Boilers

are incorporated the very latest and best discoveries of modern practice in heating.

Write us for more particulars.

The Gurney Foundry Company, Limited,

Toronto Winnipeg Vancouver

The Gurney-Massey Company, Limited,

Montreal.

"SHIELD BRAND" SHEATHING

TARRED or DRY.

For Lining—Houses, Barns and Stables. Extra strong, full weight, best quality. When ordering from your dealer DEMAND the "Shield Brand." It's a quick seller.

MANUFACTURED ONLY BY—

Lockerby & McComb, 65 Shannon St., Montreal

Bell Telephone Main 1989.

WILCOX MFG. CO. OF ONTARIO, Limited

HEAD OFFICE **LONDON, ONT.**

Door Hangers of every description, Automatic Fire Door Equipments, Overhead Trolley Carrying Systems, Velox Ball-Bearing Grindstones Velox Ball-Bearing Emery Grinders, Triumph Wire Stretchers, Sash Weights.

WRITE FOR PRICES.

FACTORIES:

AURORA, Ill.
ST. THOMAS, Ont.
HAMILTON, Ont.

Improved Potts Iron.

This Iron is the most finely finished Potts Iron made. The only Iron **ground perfectly true**

NO. 50 IS FULL NICKELED, TOP-SIDE AND BOTTOM
NO. 55 IS FINELY POLISHED IN LIKE MANNER

—MADE SOLELY BY—

THE H. R. IVES COMPANY,
LIMITED
Montreal.

For sale by all Hardware Houses. Prices same as old Pattern.

USE ONLY THE BEST

GILLETT'S PERFUMED LYE

is the STANDARD article

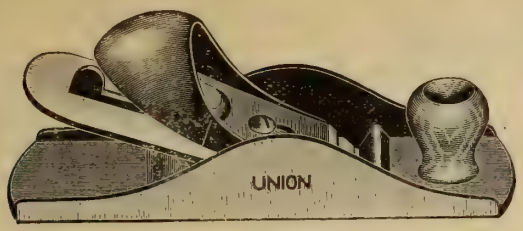
READY FOR USE IN ANY QUANTITY.

For making soap, softening water, removing old paint, disinfecting sinks, closets, drains and for many other purposes. A can equals 20 pounds SAL SODA.

SOLD EVERYWHERE.

E.W. GILLETT COMPANY LIMITED
TORONTO, ONT.

UNION IRON and WOOD PLANER.



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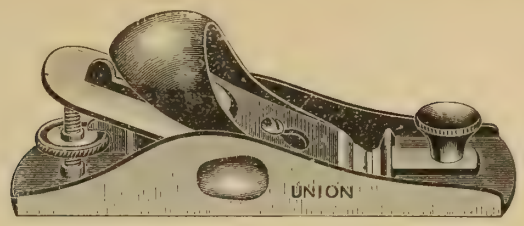


No. 9½.

UNEQUALLED IN QUALITY AND FINISH.

Union Mfg. Co., - - New Britain, Conn.

FOR SALE BY ALL PRINCIPAL HARDWARE DEALERS.

includes a brief resume of all matters of interest to the plumbing trade which are to be discussed at the coming convention.

Building Notes.

Isaac Robertson, Melvern, Ont., will erect four new houses in Scarboro.

A new Roman Catholic church is to be erected in Windsor at a cost of $30,000.

Tenders are being called by E. T. Tyrer for the erection of a new police court, council chamber, etc., at Barrie, Ont.

W. A. Elliott, architect, Brandon, Man., has plans ready for a Baptist church in Brandon, to seat 800 and to cost $25,000.

C. Thompson & Co., Glace Bay, N. S., suffered loss estimated at $6,000 to their stock of heavy hardware and of $1,200 to their warehouse.

The erection of the main building of the new Ottawa University will commence as soon as Spring opens. This building alone will cost about $125,000.

Darling & Pearson, architects, Toronto, have prepared plans for the new physics and forestry building to be erected by the University of Toronto, which is to have a frontage of 175 feet, and to cost $175,000.

The Manitoba Construction Company have secured the contract for the erection of a large warehouse on Fort street for the C. R. Steel Furniture Co., Winnipeg. The new block will be erected just behind the Steel Company's present stand on Main street. It is said that the block will cost in the neighborhood of $35,000.

The plans have been completed for the new Victoria Museum in Ottawa. It will be an imposing building, longer than the Langevin block, and will have a tower 200 feet high.

MEETING OF WHOLESALE HARDWARE ASSOCIATION.

A regular meeting of the Canadian Wholesale Hardware Association was held in Montreal, on Monday, February 25. There was a large attendance of members from the West and all the Montreal houses, members of the association, were represented at the meeting. President F. O. Lewis, of Lewis Bros. & Co., presided.

The principal topic of discussion was the situation in wire and rope. It was decided to make no change in wire, but sisal and Manila rope have been advanced one-half cent per lb. Different members of the association expressed to Hardware and Metal their confident belief that 1901 will be a prosperous year in the hardware trade, but all regretted the tie-up of business caused by the freight blockades.

TO VISIT THE MARITIME PROVINCES.

W. P. Robinson was a welcome caller this week at the Montreal office of Hardware and Metal. Mr. Robinson has recently been appointed representative of the Wilcox Mfg. Co., London, Ontario, the Chicago Hardware Co., and selling agents for Lawson's matchless door spring hinges. He is visiting the trade in Montreal and as his territory comprises the Provinces of Quebec, New Brunswick and Nova Scotia he will probably locate permanently in that city. Within a fortnight Mr. Robinson intends visiting the hardware trade of the Maritime Provinces and as he is a thoroughly good fellow representing reliable houses we bespeak for him a good reception from our numerous Maritime readers.

Now is the Time

to push the new

Morrison Gas Arc Light.

There is money in it for yourself and your customers.

Write to-day for our proposition.

JAMES MORRISON BRASS MFG. CO.

Limited,

TORONTO, ONT.

BUILDING AND CONTRACTING NOTES

HARDWARE AND METAL would be pleased to receive from any authoritative source industrial news of any sort, the formation or incorporation of companies, establishment or enlargement of mills, factories foundries or other works, railway or mining news, etc. All such correspondence will be treated as confidential when desired.

E. VANALLEN & CO., Hamilton, Ont., have been incorporated with a capital of $100,000, to manufacture and deal in dress fabrics, and for that purpose to take over the business of E. VanAllen & Co., Hamilton. The directors are: E. VanAllen, William Southam, C. S. Scott, and G. Lynch-Staunton, all of Hamilton.

The Enoch James Roofing Co., Limited, Montreal, have been incorporated with a capital of $50,000, to carry on a general business as roofers, sheet metal workers and manufacturers of the James' Patent Roofing. The directors are: E. James, G. F. Ross, J. J. Jackson, E. C. Gerth, and C. A. Barnard, all of Montreal.

The works of the Menzie Manufacturing Co., Toronto, have been damaged by fire for the third time in three years. The warehouse, shipping room and finishing rooms were burned, but the paint department and the main factory escaped injury. The loss is given out to be $30,000, partially covered by insurance in 25 different companies.

W. H. Wilson Co., Limited, Tillsonburg, Ont., have been incorporated with a capital of $40,000, to manufacture and deal in grocery sundries and supplies. The directors are: G. H. Buckrell, W. H. Wilson, both of township of South Norwich, Oxford; O. E. Robinson, Ingersoll, Ont.; J. G. Pearce, Township of Derehaur, Oxford, and J. E. Weston, Tillsonburg, Ont.

The Walthausen Hat Manufacturing Co., of Norwalk, Conn., say that if the town of Cornwall, Ont., will grant them a bonus of $20,000, a free site within the town limits and exemption from taxation for 20 years, they will install plant and machinery in the town to cost $50,000, and will employ 150 hands. The town is not asked to advance the bonus until the company has $100,000 stock subscribed and actually paid up.

In a commercial report to the Department on Trade & Commerce, Mr. Poindron, of Paris, says that there is a market for Canadian corundrum in France. He quotes an official statement to the effect that if Canada would reciprocate by reducing the duty on a certain article not now included in the French treaty, the French Parliament might be persuaded to admit Canadian corundum into France as crushed emery, at $8 per ton.

It is now generally conceded that zinc mining in British Columbia may assume large proportions. It is a new industry, and has only lately been one of sufficient importance to deserve attention. The two markets are United States and Europe, and the high freight rates consumed a considerable amount of the profits. However, the action of the C. P. R. in reducing the rates from $16 to $13 a ton has overcome, to some extent, this grievance.

Notes.

The Winnipeg Safe Works have commenced operations. They will manufacture all kinds of safes and doors.

The Bennett Mfg Co., Pickering, Ont., have completed the installation of the new engine and boiler, and are endeavoring to catch up on their orders.

The Tip Top copper mine proposes to build a 75 ton smelter at Fort William, and asks from the town a free site and exemption from taxation for ten years.

The Aylmer Cement Co. are offering to the Agricultural Society of the Ottawa Valley holding the best fair in 1904 a secretary's office built of cement and valued at $1,000.

The Ottawa Lumber Co. have purchased the mill property of J. & T. Gillies, in Arnprior, for the sum of $20,000. The sawing capacity of the mill is about 60,000 feet per day.

Craig Mining Co., incorporated in Dakota, U. S. A., have been granted a license to carry on in Ontario the operations of mining, provided that in so doing the company shall not use a larger capital than the sum of $50,000.

The financial statement presented at the annual meeting of the War Eagle Consolidated Mining & Development Co., Limited, held in Toronto recently, showed assets of $2,095,216.64, and liabilities of $2,373,191.56, leaving a net loss of $278,274.92.

The Elite Costume Co., Limited, Montreal, have been incorporated with a capital of $40,000, to manufacture and deal in ladies' skirts and outer garments. The directors are: H. Werner, S. Wener, Z. Wener, A. R. Oughteed, and T. Tobias, all of Montreal.

Securities Holding Co., Limited, Toronto, have been incorporated with a capital of $645,000, to carry on business as dealers in stocks, bonds, and other securities. The directors are: A. E. Ames, E. D. Fraser, and H. R. Tudhope, all of Toronto.

The Macdonell Construction Co., Montreal, have been incorporated with a capital of $500,000, to contract for and undertake all kinds of public and private works. The directors are: N. G. Guthrie, C. Pringle, C. S. Cameron and H. A. Burbridge, all of Ottawa.

The Helen Shipping Co., Limited, Yarmouth, N. S., have been incorporated with a capital of $12,000, to purchase and navigate the schooner Helen. The directors are: B. Davis, F. L. Davis, S. B. Davis, S. B. Robbins, and C. B. Villman, all of Yarmount.

The Brantford Hosiery Co., Limited, Brantford, Ont., have been incorporated with a capital of $75,000, to manufacture and carry on a wholesale and retail business in knitted hosiery and underwear. The directors are: F. Cockshutt, R. J. Strauss and J. H. Hines, all of Brantford.

MUNDERLOH & CO.

Attention is directed to the advertisement of the above firm and also to the notice of their catalogue which appears in this issue. Ever since their establishment, Munderloh & Co. have been in the front rank of electrical houses of Canada with superior lines of electrical fixtures and supplies at prices which have secured for them a good proportion of the business which formerly went to the United States. During the last year or two they have largely increased their staff and have greatly extended their business. They are now supplying a good proportion of the electrical fixtures, sockets, rosettes, etc., used throughout Canada.

During the last year or two the number of Canadian hardware men who have ordered a supply of electrical fixtures to their regular stock has been very considerable. There is no more profitable line for a hardware man to handle and any of our readers who are contemplating the addition of this line should communicate with Munderloh & Co. They can give them valuable pointers.

. . FULL STOCK . .

Salt Glazed Vitrified

Double Strength Culvert Pipe a Specialty.

THE CANADIAN SEWER PIPE CO.

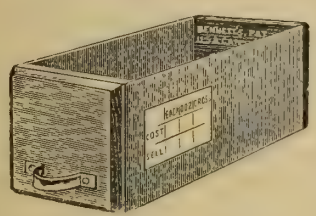
HAMILTON, ONT. TORONTO, ONT.
ST. JOHNS, QUE.

...THE...

Bennett Manufacturing Co.

Bennett's Patent Shelf Box and Cabinets for Hardware, Grocery, Seed and Drug Trades, etc.

Owing to the steady and rapid growth of ourbusiness new quarters were needed.



Address all communications to our New Factory:

Pickering, Ontario

REID & CO., Limited

126 St. Andrew St.

QUEBEC.

Manufacturers and Wholesale Dealers in

PAPER, PAPER BAGS, ROOFING PAPER, TARRED and DRY SHEATHING, 2 and 3-PLY PATENT ROOFING, COAL TAR, BLACK PITCH, SCRAP METALS, PAPER STOCK, OLD and NEW MACHINERY, SCRAP CAR WHEELS AND AXLES.

(Write for prices and particulars.)

Permanent, Economical, Handsome.

Arrow Brand Asphalt Ready Roofing.

Comes in rolls, ready to lay, with nails and cement. All ready covered with white sea gravel. No further attention after laid.

A. C. JENKING, Sole Agent,
Room 215 Coristine Building, - MONTREAL.

Sun, Frost, Water, Fumes DO NOT affect it. Write to-day for agency.

Will Hold Up a Shelf!

That's what a shelf bracket is for. For this purpose there can be NOTHING BETTER, NOTHING CHEAPER than the BRADLEY STEEL BRACKET. It is well Japanned, Strong and Light. The saving in freight is a good profit, aside from the lower price at which the goods are sold. Order direct or through your jobber.

ATLAS MFG. CO.,
New Haven, Conn., U.S.A.

PORTLAND CEMENTS

Best German, Belgian and English Brands.

FIRE BRICKS
FIRE CLAY
FLUE LININGS
DRAIN PIPES
HARD WALL PLASTER
CALCINED PLASTER
WHEELBARROWS
MORTAR STAINS.

A Full Stock of Builders' and Contractors' Supplies.

W. McNALLY & CO.

40 to 52 McGill St. (Cor. Wellington St.)
MONTREAL.
Write for our quotations.

The Grey and Bruce Portland Cement Company of Shallow Lake, Limited,

Manufacturers of

"Hercules" and "Lion" Brands

of

PORTLAND CEMENT

Unsurpassed for Sidewalks, Floors, and all work requiring the Highest Grade of Portland Cement.

HEAD OFFICE: OWEN SOUND.

MADE IN ENGLAND.

HACK SAW BLADE

MADE BY
CHAS. BAYNES
KNUZDEN BROOK
BLACKBURN

The Hanover Portland Cement Co., Limited

HANOVER, ONTARIO.

Manufacturers of the Celebrated "Saugeen Brand" OF PORTLAND CEMENT.

Prices on application.

"THE EMLYN" SAW BENCH

Made in 6 sizes. Best value obtainable. Specially designed for export With or without "Emlyn" Patent Guard. Sole maker—

CHARLES D. PHILLIPS,

Cables—"Machinery," Newport.
Emlyn Engineering Works
NEWPORT, MON., ENGLAND

The Skylight of Skylights

That is THE ORMSBY SKYLIGHT.

Absolutely wind and weather proof; strongly made, yet light. The cheapest to install.

We have the Proof.

We are only too glad to tell you of the big contracts we have successfully tendered on—they are bigger than one suspects.

Write Us.

A. B. ORMSBY & CO.,
Cor. Queen and George Streets,
TORONTO, ONT.

The Saw That Sells Itself.

When placed in the hands of the intelligent mechanic the ATKINS High Grade Silver Steel Hand Saw sells itself. You simply show it and the saw does the rest.

ATKINS Silver Steel Hand Saws with Perfection Handles are warranted the FINEST Saws on earth in material, temper, grinding and finish.

Write for Catalogue and Prices.

E. C. ATKINS & CO.

C. D. TEN EYCK, Sales Agent for Canada.
Toronto Office: 30 Front St. East. Tel. Main 1896.

ATKINS
ALWAYS AHEAD

Leading Saw and Tool Manufacturers
Factories: INDIANAPOLIS, IND.
Northwestern Branch: Minneapolis, Minn.

POCKET KNIVES
H. BOKER & CO'S
IMPROVED
TREE BRAND
TRADE MARK
RAZORS CUTLERY SCISSORS

A Change Mat

of Felt as per cut along side will be mailed to any merchant who writes and encloses two cent stamp (for postage) to the agents of

H. BOKER & CO.

P. O. Box 366 - - MONTREAL.

CURRENT MARKET QUOTATIONS.

Marh 4, 1904.

These prices are for such qualities and quantities as are usually ordered by retail dealers on the usual terms of credit, the lowest figures being for larger quantities and prompt pay. Large cash buyers can frequently make purchases at better prices. The Editor is anxious to be informed at once of any apparent errors in this list, as the desire is to make it perfectly accurate.

METALS.

TIN.

Lamb and Flag and Straits— 56 and 28-lb. ingots, 100 lb.	$30 00	$31 00

TINPLATES.

Charcoal Plates—Bright.

M.L.S., equal to Bradley—	Per box.
I C, usual sizes	$6 50
I X "	8 00
I X X "	9 50
Famous, equal to Bradley—	
I C	6 75
I X	8 25
I X X	9 75
Raven and Vulture Grades—	
I C, usual sizes	4 25
I X "	5 00
I X X "	5 75
I X X X "	6 50

"Dominion Crown Best"—Double Coated, Tissued.

	Per box.
I C	5 50
I X	6 50
I X X	7 50

"Allaway's Best"—Standard Quality.

I C	4 50
I X	5 50
I X X	6 50

Coke Plates—Bright,

Bessemer Steel—	
I.C., usual size, 14x20	3 50
I.C., special sizes, base	3 75
20x28	7 50

Charcoal Plates—Terne

Dean or J. G. Grade—	
I.C., 20x28, 112 sheets	7 50
IX., Terne Tin	10 50

Charcoal Tin Boiler Plates.

Cookley Grade—	
X X, 14x56, 50 sheet bxs. } " 14x60, " } " 14x65, " }	7 00

Tinned Sheets.

72x30 up to 24 gauge	7 25	7 50
" " 26 "	7 75	8 00

IRON AND STEEL.

Common bar, per 100 lb		2 00
Refined " "		2 40
Horseshoe Iron "		2 40
Hoop steel, 1½ to 3-in. base		2 75
Sleigh shoe steel, "		2 10
Tire steel	2 30	2 50
Reeled machinery		3 00
Toe calk steel	2 85	3 00
T. Firth&Co.'s tool steel, per lb	0 12½	0 13
Jessop's tool steel		0 14
Morton's tool steel	0 12½	0 13
Black Diamond and "B.C." tool steel	0 10	0 11
Chas. Leonard's tool steel	0 08	0 09
Jonas & Colver's tool steel	0 10	0 20
" "Air Hardening"		0 70
Drill steel, per lb	0 08	0 10
Russia Iron—		
Genuine		0 11
Imitation Dom. Crown		0 06

STEEL BOILER PLATE.

¼ in	2 50	2 60
3-16 in	2 60	2 70
⅜ in. and thicker	2 50	2 60

BABBIT METAL.

"Tandem," A per lb.	0 27
" B "	0 21
" C "	0 11½
Frictionless Metal "	0 23
Syracuse Smelting Works:	
Aluminum, genuine	0 45
Government, "	0 44
Tough, "	0 40
Hard, "	0 40
Dynamo	0 30
Special	0 25
Harmony	0 22
Car Box	0 20
Extra	0 15
The Canada Metal Co.:	
Imperial, genuine,	0 40
Metallic	0 30
Hercules	0 20
Star	0 15
No. 1	0 12
No. 2	0 10
No. 3	0 06
No. 4	0 05
Geo. Langwell & Son.	
No. 1	0 08
No. 2	0 07
No. 3	0 05½
Extra	0 09½

BLACK SHEETS.

	Montreal.	Toronto
10 and 16 gauge	2 25	2 50
18 gauge	2 30	2 50
20 "	2 30	2 50
22 to 24 gauge	2 35	2 70
26 "	2 40	2 80
28	2 40	2 90

COPPER WIRE.

Discount, 50 per cent.

CANADA PLATES.

Ordinary	2 60
All bright	3 50

Galvanized Canada Plates—

	Ordinary.	Dom. Crown.
18x24x52	4 25	4 35
" 60	4 50	4 60
20x28x80	8 50	8 70
" 94	9 00	9 20

GALVANIZED SHEETS.

	Fleur-de-Lis.	Gordon Crown.	Comet Bell.	Queen's Head
16 gauge	3 65	....	....	....
18 to 24 gauge	3 75	3 75	3 75	3 75
26 "	4 00	4 00	3 90	4 00
28 "	4 25	4 25	4 05	4 25

American brands, $4.00 for 28 gauge.
Less than case lots 10 to 15c. extra.

CHAIN.

Proof coil, 3-16 in., per 100 lb.	....
" ¼ "	6 10
" 5-16 "	4 70
" ⅜ "	4 00
" 7-16 "	3 80
" ½ "	3 70
" 9-16 "	3 55
" ⅝ "	3 35
" ¾ "	3 30

Halter, kennel and post chains, 40 to 40 and 5 per cent.

Cow ties	40 p.c.
Tie out chains	65 p.c.
Stall fixtures	35 p.c.
Trace chain	45 p.c.

Jack chain, iron, single and double, discount 35 p.c.
Jack chain, brass, single and double, discount 40 p.c.

COPPER.

	Ingot.	Per 100 lb.
Casting, car lots	....	13 75
Bars.		
Cut lengths, round, ½ to ⅞ in.	21 00	23 00
" round and square, 1 to 2 inches.	21 00	23 00

Sheet.

Plain, 16 oz., 14x48 and 14x60	20 00
Plain, 14 oz.,	21 00
Tinned copper sheet	24 00
Planished	32 00
Braziers' (in sheets).	
4x6 ft., 25 to 30 lb. each, per lb.	0 22
" 35 to 45 " "	0 21
" 50-lb. and above "	0 20

BOILER AND T.K. PITTS.

Plain tinned, per lb	0 28
Spun, per lb	0 32

BRASS.

Rod and Sheet, 14 to 30 gauge, 15 per cent

Sheets, hard-rolled, 2x4	0 23
Tubing, base, per lb	0 23½

ZINC SPELTER.

Foreign, per 100 lb	6 00	6 25
Domestic " "	....	....

ZINC SHEET.

5-cwt. casks	6 15	6 50
Part casks	6 50	7 00

LEAD.

Imported Pig, per 100 lb.	3 20	3 30
Bar, per lb	....	0 05
Sheets, 2½ lb. sq. ft., by roll	....	0 06½
Sheets, 3 to 6 lb. "	....	0 06

NOTE.—Cut sheets ½c. per lb., extra. Pipe, by the roll, usual weights per yard, lists at 7c. per lb. and 35 p.c dis. f.o.b. Toronto.

NOTE.—Cut lengths, net price, waste pipe 8-ft. lengths, lists at 8c.

ANTIMONY.

Cookson's per lb.	7 50	8 00

SHOT.

Common, $6.50 per 100 lb.; chilled, $7.00 per 100 lb.; buck, seal and ball, $7.50. Discount, 17½ p.c. Prices are f.o.b. Toronto, Hamilton, Montreal, St. John and Halifax. Terms, 3 p.c. cash, freights equalized.

PLUMBING GOODS.

BATH TUBS.

Zinc	6 00

Copper, discount 20 per cent. off revised list.

BATHS.

Standard Enameled.

5½-ft. rolled rim, 1st quality	23 00
5½ " " " 2nd "	20 00

CLOSETS.

	Net.
Plain York or Ontario Syphon Jet	$9 60
Emb. " " "	10 20
Fittings	1 00
Plain Simplex Syphon Jet	9 00
Emb. " " "	7 50
Fittings	1 25
Low Down Elgin or Teutonic, plain	6 00
Low " " " emb.	6 50
Plain Richelieu	4 25
Emb. "	4 50
Connections	1 25
Closet connection	1 25
Basins, P.O., 14-in	0 63
Basins, oval, 17 x 14-in.	1 50
Basins, " 19 x 15-in.	2 00

IRON PIPE.

Black pipe—	Per 100 feet.
⅛ inch	2 93
¼ "	2 07
⅜ "	2 27
½ "	2 51
¾ "	3 22
1 "	4 58
1¼ "	6 47
1½ "	7 88
2 "	11 05
2½ "	19 25
3 "	22 75
3½ "	28 75
4 "	35 25
4½ "	41 00
5 "	44 00
6 "	57 50

Galvanized pipe—	
¼ inch	3 20
⅜ "	3 45
½ "	3 90
¾ "	5 00
1 "	7 20
1¼ "	10 05
1½ "	12 20
2 "	16 85

Malleable Fittings—Discount 15 p.c.
Cast Iron Fittings—
On unions, 55 per cent.; on nipples, 60 per cent.; headers and flanged unions, 52½ per cent.; bushings, plugs and other than standard 57½ per cent.

PLUMBERS' BRASS GOODS.

Standard Compression work, dis. 60 per cent.
Cushion work, discount 50 per cent.
Fuller work, discount 65 per cent.
6 dozen lots and over of the above, extra discount 10 per cent.
Lever handle Stops and Waste, discount 60 per cent. With, in lots of 2 dozen and over, an extra discount of 10 per cent.
Globe, Angle and Check Valves, discount 55 per cent.
Standard Globe, Angle and Check Valves, discount 60 per cent.
J. M. T. Radiator Valves discount 55 per cent
Standard Radiator Valves, discount 60 per cent.
Patent Quick-Opening Valves, discount 65 per cent.

No. 1 compression bath cock	net	1 75
No. 4 " "	"	2 00
No. 7 Fuller's	"	2 20
No. 4½, "	"	2 35
Patent Compression Cushion, basin cock, hot and cold	per doz.	15 00
Patent Compression Cushion, bath cock, No. 2208		2 25

Square head brass cocks, discount 55 per cent.
" " iron " " 50 to 60 "
Competition Globe, Angle and Check Valve discount 65 per cent.
Thompson Smoke-test Machine $25.00

RANGE BOILERS.

Dominion, 30 gallon	net	4 75
" 35 "	"	5 75
" 40 "	"	6 75
Ronald's Galvanized, 30 gallon,	"	7 40
" " 35 "	"	8 40
" " 40 "	"	9 60
Copper, 30 gallon	"	22 00
" 35 "	"	24 00
" 40 "	"	28 00

Discount off copper boilers 15 per cent.

SOIL PIPE AND FITTINGS.

Light soil pipe, discount, 50 per cent.
" " fittings, discount 50 and 10 p.c.
Med. and Extra heavy pipe and fittings, dis. 60 per cent.
7 and 8-in. pipe, discount 40 and 5 per cent.

SOLDER.

	Per lb.
Bar, half-and-half, guaranteed	0 19
Bar, half-and-half, commercial	0 18
Refined	0 18

PAINTS AND OILS.

BLUESTONE.

Casks, for spraying,	5 50
100-lb. lots do per lb.	0 08

COLORS IN OIL.

25-lb. tins, Standard Quality.

Venetian red, per lb.	0 03½	0 05
Chrome yellow	0 12	0 14
Golden ochre	0 07	0 10
French "	....	0 06
Marine black	....	0 04
Chrome green	....	0 10
French Imperial green	....	0 14
Signwriters' black	....	0 16
Umber	0 04	0 06
Sienna	0 04	0 07

THOS. GOLDSWORTHY & SONS
MANCHESTER, ENGLAND.

EMERY { Cloth Corn Flour

We carry all numbers of Corn and Flour Emery in 10-pound packages, from 8 to 140, in stock. Emery Cloth, Nos. OO., O., F., FF., 1 to 3.

JAMES HUTTON & CO., Wholesale Agents for Canada, Montreal.

COLORS DRY.

Common ochre, bbls	1 15	1 30
Yellow ochre (J.F.L.S) bbls.,	....	2 00
Brussels ochre	....	2 00
Venetian red, bbl	1 50	2 25
English oxides, per cwt	3 00	3 25
American oxides, bbls	1 25	2 75
Canadian oxides, bbls	1 25	1 75
Super magnetic oxides, 93 p.c.	2 00	2 25
Burnt sienna, pure, per lb	....	0 10
" umber, " "	0 08	0 10
Raw umber	0 08	0 10
Drop black, pure	....	0 10
Chrome yellow, pure	....	0 18
Chrome greens, pure per lb	0 09	0 10
Golden ochre	0 03	0 04
Ultramarine blue, in 28-lb. boxes, per lb.	0 06	0 12
Fire proof mineral, per 100 lb.	....	1 00
Genunie Eng. Litharge, per lb	....	0 07
Mortar color, per 100 lb	1 25	1 50
Pure Indian red, No. 45, lb.	0 08	0 10
Whiting (common), bbl	0 55	0 60
English vermilion in 30-lb. bgs.	...	0 85

CASTOR OIL.

British, 1st. qual, in cases, per lb	0 08½	0 09½
" " small lots	0 10	0 10½

COD OIL, ETC.

Cod oil, per gal	0 50	0 55
Pure olive	....	1 40
" neatsfoot	....	0 90

WHITE LEAD. [p]er 100 lb.

Pure	....	4 75
No. 1	....	4 50
No. 2	....	4 25
No. 3	....	3 87½
No. 4	....	3 50
Munro's Select Flake White	....	4 75
Elephant and Decorators' Pure	....	4 75
Monarch	....	5 00
Decorator's Pure	....	4 75
Essex Genuine	....	4 25
Sterling Pure	....	5 00
Island City Pure	....	5 00
Ramsay's Pure Lead	4 75	5 00
Ramsay's Exterior	4 50	4 75

RED LEAD.

Genuine, 560 lb. casks, per cwt	$4 25	$4 50
Genuine, 100 lb. kegs, "	....	4 75
No. 1, 560 lb. casks, per cwt	....	4 00
No. 1, 100 lb. kegs, per cwt	....	4 25

WHITE ZINC.

Extra Red Seal	0 06	0 08
French V. M.	0 06	0 06¼
Lehigh	0 06	0 06¼

DRY WHITE LEAD.

Pure, casks	4 50
Pure, kegs	4 75
No. 1, casks	4 25
No. 1, kegs	4 50

PREPARED PAINTS.

In ¼, ½ and 1-gallon tins.

Pure, per gallon	....	1 20
Second qualities, per gallon	....	1 00
Barn (in bbls.)	0 60	0 90
The Sherwin-Williams paints	1 30	1 40
Canada Paint Co.'s pure	....	1 25
Toronto Lead & Color Co's pure	....	1 25
Sanderson Pearcy's pure	....	1 20
Standard Co.'s "New Era."	....	1 30
"Globe" barn	60	70
Francis-Frost Co.'s "Ark" B'd	....	1 25
" British Navy deck	....	1 50
Henderson & Potts's "Anchor"	....	1 35
Globe Paint Co.'s mixed	....	1 30
" barn and bridge	....	0 75
Ramsay's paints, Pure, per gal.	....	1 20
" Thistle, "	....	1 00
" Outside, bbls	0 55	0 65
Island City House Paint	....	1 25
" Floor "	....	1 25
Sterling House Paint	....	1 20
" Floor "	....	1 10
National	....	1 05

PUTTY.

Bulk in bbls	1 75
Bulk in less quantity	2 00
Bladders in bbls	2 00
Bladders in kegs, boxes or loose	2 25
25-lb. tins	2 25
12½ lb. tins	2 50
Bladders in bulk or tins less than 100 lb.	2 50

VARNISHES.

In 5-gal. lots.	Per gal.	Net.
Carriage, No. 1	1 50	1 60
Pale durable body	4 10	4 25
" rubbing	2 85	3 20
Gold size, japan	1 50	1 60
No. 1 brown japan	0 85	0 90
Elastic oak	....	1 50
Furniture, extra	1 10	1 25
" No. 1	0 90	1 00
Hard oil finish	1 35	1 50
Light oil finish	1 60	1 70
Damar	1 75	2 00
Shellac, white	2 40	2 50
" orange	2 30	2 40
Turpentine, brown japan	1 10	1 20
" black japan	1 10	1 20
" " No. 1.	0 85	0 90
Elastilite varnish, 1 gal. can, each.		2 00
Granitine floor finish, per gal		2 75

Maple Leaf coach enamels; size 1, $1.20; size 2, 70c.; size 3, 40c. each.
Sherwin-Williams' kopal varnish, assorted case, from to 1 gal., $2.50.

GLUE.

Common	0 08	0 08½
French medal	0 10	0 14
White, extra	0 18	0 22
Gelatine	....	....
Strip	0 18	0 20
Coopers	0 19	0 20
Huttner	....	....
Ground	0 12	0 16
Cologne, genuine	....	

HARDWARE.

AMMUNITION.

Cartridges.

B. B. Caps Dominion, 50 and 5 per cent.
Rim Fire Pistol, discount 40 p.c., American.
Rim Fire Cartridges, Dominion, 50 and 5 p.c.
Central Fire Pistol and Rifle, 10 p.c., Amer.
Central Fire Cartridges, pistol sizes, Dominion, 30 per cent.
Central Fire Cartridges, Sporting and Military, Dominion, 15 per cent.
Central Fire, Military and Sporting, American, add 5 per cent. to list. B.B. Caps, discount 40 per cent., American.
Loaded and empty Shells, "Trap" and "Dominion" grades, 25 per cent. Rival and Nitro, 10 per cent. advance on list.
Brass Shot Shells, 55 per cent.
Primers, Dom., 30 per cent.; American, $1.60.

Wads.	per lb.
Best thick white felt wadding, in ¼-bags	$ 00
Best thick brown or grey felt wads, in ½-lb. bags	0 70
Best thick white card wads, in boxes of 500 each, 12 and smaller gauges	0 99
Best thick white card wads, in boxes of 500 each, 10 gauge	0 35
Best thick white card wads, in boxes of 500 each, 8 gauge	0 55
Thin card wads, in boxes of 1,000 each, 12 and smaller gauges	0 20
Thin card wads, in boxes of 1,000 each, 10 gauge	0 25
Thin card wads, in boxes of 1,000 each, 8 gauge	...
Chemically prepared black edge grey cloth wads, in boxes of 250 each—	Per M.
11 and smaller gauge	0 60
9 and 10 gauges	0 70
7 and 8 "	0 90
5 and 6 "	1 10
Superior chemically prepared pink edge, best white cloth wads, in boxes of 250 each—	
11 and smaller gauge	1 15
9 and 10 gauges	1 40
7 and 8 "	1 65
5 and 6 "	1 90

ADZES.

Discount 20 per cent.

ANVILS.

Wright's, 80-lb. and over	0 10¾
Hay Budden, 80-lb. and over	0 09¼
Brook's, 80-lb. and over	0 11¼

AUGERS.

Gilmour's, discount 65 and 5 per cent. off list.

AXES.

Chopping Axes		
Single bit, per doz.	7 00	10 00
Double bit, "	10 00	18 00
Bench Axes, 40 per cent.		
Broad Axes, 25 per cent.		
Hunters' Axes	5 50	6 00
Boys' Axes	6 25	7 00
Splitting Axes	7 00	12 00
Handled Axes	...	10 00

AMERICAN AXE AND TOOL CO.

Red Ridge, boys', handled.	5 75
" hunters	5 25

AXLE GREASE

Ordinary, per gross	6 00	7 00
Best quality	10 00	12 00

BELLS.

Hand.

Brass, 60 per cent.
Nickel, 55 per cent.

Cow.

American make, discount 63¾ per cent.
Canadian, discount 45 and 50 per cent.

Door.

Gongs, Sargant's 5 50 8 00
" Peterboro', discount 50 and 10 per cent. off new list.

Farm.

American, each 1 25 3 00

House.

American, per lb. 0 35 0 40

BELLOWS.

Hand, per doz	3 35	4 75
Moulders', per doz	7 50	10 00

Blacksmiths', discount 40 per cent.

BELTING.

Extra, 60 per cent.
Standard, 60 and 10 per cent.
No. 1, not wider than 6 in., 60, 10 and 10 per cent.
Agricultural, not wider than 4 in., 75 per cent.

BITS.

Auger.

Gilmour's, discount 60 per cent.
Rockford, discount 50 and 10 per cent.
Jennings' Gen., net list.

Car.

Gilmour's, 47½ per cent.

Expansive.

Clark's, 40 per cent.

Gimlet.

Clark's, per doz	0 65	0 90
Diamond, Shell, per doz.	1 00	1 50
Nail and Spike, per gross	2 25	5 20

BLIND AND BED STAPLES.

All sizes, per lb.	0 07½	0 12

BOLTS AND NUTS

	Per cent.
Carriage Bolts, common ($1 list)	
" " 3-16 and ¼	60
" " 3-16 and ⅜	55 and 5
" " 7-16 and up	55
" " full sq. ($2.40 list)	60
" " Norway Iron ($3 list)	60
Machine Bolts, all sizes, ⅜ and less	60
Machine Bolts, 7-16 and up	55 and 5
Plough Bolts	55 and 5
Blank Bolts	55 and 5
Bolt Ends	55 and 5
Sleigh Shoe Bolts	70
Coach Screws, cone point	70

Nuts, square, all sizes, 4c. per lb. off.
Nuts, hexagon, all sizes, 4¼c. per lb. off.
Stove Rods, per lb., 5½ to 6c.

BOOT CALKS.

Small and medium, ball ....per M.	4 25
Small heel "	4 50

BRIGHT WIRE GOODS.

Discount 62½ per cent.

BROILERS.

Light, discount 65 to 67½ per cent.
Reversible, discount 65 to 67½ per cent.
Vegetable, per doz., discount 37½ per cent.

Henis, No. 8	per doz.	6 00
Henis, No. 9	"	7 00
Queen City	"	7 50

BUTCHERS' CLEAVERS.

German	per doz.	6 00	9 00
American	"	12 00	18 00

BUTCHER KNIVES.

Bailey's	per doz.	0 60	6 30

BUILDING PAPER, ETC.

Tarred Felt, per 100 lb.	1 85
Ready roofing, 2-ply, not under 45 lb. per roll	0 90
Ready roofing, 3-ply, not under 65 lb., per roll	1 15
Carpet Felt ....per ton	45 00
Heavy Straw Sheathing ....per ton	35 00
Dry Sheathing ....per roll, 400 sq. ft.	0 40
Tar " 400 "	0 50
Dry Fibre " 400 "	0 55
Tarred Fibre " 400 "	0 65
O. K. & I. X. L. " 400 "	0 70
Resin-sized 400 "	0 45
Oiled Sheathing " 600 "	1 00
Oiled " " 400 "	0 70
Roof Coating, in barrels ....per gal.	0 17
Roof " small packages "	0 25
Refined Tar ....per barrel	5 00
Coal Tar "	4 00
Coal Tar, less than barrels ....per gal.	0 15
Roofing Pitch ....per 100 lb.	1 10

BULL RINGS.

Copper, $2.00 for 2½-inch, and $1.90 for 2-inch

BUTTS.

Wrought Brass, net revised list.

Cast Iron.

Loose Pin, discount 60 per cent

Wrought Steel.

Fast Joint, discount 65, 10 and 2½ per cent.
Loose Pin, discount 65, 10 and 2½ per cent.
Berlin Bronzed, discount 70, 70 and 5 per cent
Gen. Bronzed ....per pair 0 40 0 65

CARPET STRETCHERS.

American	per doz.	1 00	1 50
Bullard's	"	....	6 50

CASTORS.

Bed, new list, discount 55 to 57½ per cent.
Plate, discount 52½ to 57½ per cent.

CATTLE LEADERS.

Nos. 32 and 33	per gross	7 50	8 50

CHALK.

Carpenters' Colored, per gross	0 45	0 75
White lump ....per cwt.	0 60	0 65
Red	0 05	0 06
Crayon ....per gross	0 14	0 18

CHISELS.

Socket, Framing and Firmer.

Broad's, discount 60 and 10 per cent.
Warnock's, discount 50 and 10 per cent.
P. S. & W. Extra, discount 60 and 10 per cent.

FOOD—STOCKS.

International Stock Foods, $1 packages, per doz.	$8 00
International Stock Foods, per pail	2 75
" " " per bbl	10 50
" Poultry " $1 pkgs., per dz.	8 00
" Worm Powders, 50c. pkgs. "	4 00
" Pine Healing Oil, per doz	8 00
" Pheno-Chloro, $1 pkgs., per doz	8 00
" Hoof Ointment	8 00
" Compound Absorbent	16 00

Also 25c. pkgs. at $2 per doz. 50c. pkgs. at 4 per doz.

CLIPS

Axle, discount 65 p[er] cent.

Paterson's Wire Edged Ready Roofing

has successfully stood the test of Canada's variable climate for over twenty years, and is the only popular substitute for shingles.

We are advertising the above Roofing extensively in the "Farmers' Magazines" and in all cases we ask prospective customers to order our goods from their local Hardware Merchants.

There will be a very large quantity of our Ready Roofing sold in the future, and you can't blame us if you don't get your share of that trade.

Prices, Samples and Testimonials from

The Paterson Mfg. Co., Limited

Toronto and Montreal.

COMPASSES, DIVIDERS, ETC.

American, discount 62½ to 65 per cent.

CONDUCTOR PIPE.

Plain or Corrugated.

2-inch	per 100 feet	3 00
3 "	" "	4 00
4 "	" "	5 25
5 "	" "	6 75
6 "	" "	9 00

CRADLES, GRAIN.

Canadian, discount 20 to 25 per cent.

CROSSCUT SAW HANDLES.

S. & D., No. 3	per pair	0 17½
S. & D., " 5	"	0 22½
S. & D., " 6	"	0 15
Boynton pattern	"	0 20

DOOR SPRINGS.

Torrey's Rod	per doz.	....	1 75
Coil, 9 to 11 in.	"	0 95	1 65
English	"	2 00	4 00

DRAW KNIVES.

Coach and Wagon, discount 50 per cent.

Carpenters' discount 60 and 10 per cent.

DRILLS.

Hand and Breast.

Millar's Falls, per doz., net list.

DRILL BITS.

Morse, discount 37½ to 40 per cent.
Standard, discount 50 and 5 to 55 per cent.

FAUCETS.

Common, cork-lined, discount 35 per cent.

EAVETROUGHS.

10-inch ...per 100 ft. 10 00

ELBOWS (stovepipe.)

5 and 6-inch, common	per doz.	1 20
7-inch	"	1 35

Polished, 15c. per dozen extra.

ESCUTCHEONS.

Discount 50 and 10 per cent., new list

ESCUTCHEON PINS.

Iron, discount 40 per cent.

FACTORY MILK CANS.

Discount off revised list, 40 per cent.

FILES AND RASPS.

Great Western	70 and 10 per cent.
Arcade	70 " 10 "
Kearney & Foot	70 " 10 "
Disston's	70 " 10 "
American	70 " 10 "
J. Barton Smith	70 " 10 "
McClellan	70 " 10 "
Eagle	70 " 10 "
Nicholson, 60 and 10 to 60, 10 and	5 "
Royal	80 "
Globe	70 to 75 "

Black Diamond. 60 and 10 to 60, 10 and 5 per cent.
Jowitt's, English list, 25 to 27½ per cent.
Nicholson File Co.'s "Simplicity" file handle, per gross 85c. to $1.50

GLASS.

Window. Box Price.

Size United Inches.	Star Per 50 ft.	Star Per 100 ft.	D. Diamond Per 50 ft.	D. Diamond Per 100 ft.
Under 26	....	3 10	....	6 75
26 to 40	....	3 30	....	7 25
41 to 50	....	3 70	....	8 75
51 to 60	....	4 00	....	10 00
61 to 70	....	5 00	....	11 50
71 to 80	....	5 30	....	12 50
81 to 85	....	....	....	14 00
86 to 90	....	....	....	16 50
91 to 95	....	....	....	18 00
96 to 100	....	....	....	20 00

A discount of 25 per cent. is offered on "Double Diamond."

GAUGES.

Marking, Mortise, Etc.

Stanley's, discount 50 to 55 per cent.

Wire Gauges.

Winn's, Nos. 26 to 33 ....each 1 65 2 40

GILLETT'S POWDERED LYE.

1-case, $3.60; 3-case, $3.50; 5-case and over, $3.40.

HALTERS.

Rope, ⅜-inch	per gross	....	12 00
Rope, ½ "	"	....	9 00
Rope, ⅝ to ¾-inch	"	....	14 00
Leather, 1-inch	per doz.	....	4 00
Leather, 1¼ "	"	....	5 20
Web	"	....	2 45

HAMMERS.

Nail.

Maydole's, discount 5 to 10 per cent. Canadian discount 25 to 27½ per cent.

Tack.

Magnetic ...per doz. 1 10 1 20

Sledge.

Canadian ...per lb. 0 07½ 0 08½

Ball Pean.

English and Canadian, per lb. 0 22 0 25

HANDLES.

Axe, 2nd growth, per doz. net	3 00	4 00
Store door ...per doz.	1 00	1 50

Fork.

C. & B., discount 40 per cent., revised list.

Hoe.

C. & B., discount 40 per cent., revised list.

Saw.

American ...per doz 1 00 1 25

Plane.

American ...per gross 3 15 3 75

Hammer and Hatchet.

Canadian, discount 40 per cent.

HANGERS.	doz.	pairs.
Steel barn door	8 00	10 00
Stearns, 4-inch	....	4 50
" 5-inch	....	6 00
Zenith	....	9 00
Lane's covered—		
No. 11, 5-foot run	....	8 40
No. 11½, 10-foot run	....	10 80
No. 12, 10-foot run	....	12 60
No. 14, 15-foot run	...	21 00
Steel, covered	4 00	11 00
" track, 1 x 3-16 in	....	3 90
" " 1¼ x 3-16 in	....	5 60

HARVEST TOOLS.

Discount 60 per cent.

HATCHETS.

Canadian, discount 40 to 42½ per cent.

HAT ENAMEL.

Henderson & Potts' "Anchor Brand'

HINGES.

Blind, Parker's, discount 60 per cent.

Heavy T and strap, 4-in., per lb.	0 06½
" " 5-in., "	0 06¼
" " 6-in., "	0 06
" " 8-in., "	0 05¾
" " 10-in., "	0 05½

Light T and strap, discount 65 and 5 per cent.

Screw hook and hinge—

6 to 10 in. per 100 lb.	....	4 50
12 in. up "	....	3 25
Spring, No. 20, per gro. pairs	....	10 50

HOES.

Garden, Mortar, etc., discount 60 per cent.

Planter ...per doz. 4 00 4 50

HOLLOW WARE.

Tinned cast, 35 per cent.

HOOKS

Cast Iron.

Bird cage ...per doz.	0 50	1 10
Clothes line, No. 61 "	0 00	0 70
Harness "	0 60	12 00
Hat and coat ...per gro.	1 10	10 00
Chandelier ...per doz.	0 50	1 00

Wrought Iron.

Wrought hooks and staples Canadian discount 60 per cent.

Wire.

Hat and coat, discount 60 per cent.
Belt ...per 1,000 .... 0 60
Screw, bright, discount 60 per cent.

HORSE NAILS.

"C" brand, 40, 10 and 7½ per cent. off list } Oval
"M" brand, 55, per cent. } head
Countersunk, 55 per cent.
"Monarch," 50 and 7½ per cent.
"Peerless" 50 per cent. dis.

HORSESHOES.

F.O.B. Montreal

Iron Shoes.	No. 2 and larger.	No. 1 and smaller.
Light, medium and heavy	3 65	3 90
Snow shoes	3 90	4 15
Steel Shoes.		
XL, sizes 1 to 5	....	5 35
Light, No. 2 and larger	....	3 80
No. 1 and smaller	....	4 05
Featherweight, all sizes 0 to 4.	....	5 35
Toeweight, all sizes 1 to 4	....	6 60

JAPANNED WARE.

Discount 50 per cent.

ICE PICKS.

Star ...per doz. 00 3 25

KETTLES.

Brass spun 7½ per cent. discount off new list.
Copper ...per lb. 0 30 0 50
American, 60 and 10 to 65 and 5 per cent.

KEYS.

Lock, Canadian dis. 40 to 40 and 10 per cent.
Cabinet, trunk and padlock, American ...per gross 0 60

KNOBS.

Door, japanned and N.P., per doz.	1 50	2 50
Bronze, Berlin ...per doz.	2 75	3 25
Bronze, Genuine "	6 00	9 00
Shutter, porcelain, F. & L. screw ...per gross	1 30	4 00
White door knobs ...per doz.	....	1 00

HAY KNIVES.

Net prices.

LAMP WICKS.

Discount, 60 per cent.

LANTERNS.

Cold Blast	per doz.	7 00
No. 3, "Wright's"	"	8 50
Ordinary, with O burner.	"	4 00
Dashboard, cold blast	"	9 00
No. 0	"	5 75

Japanning, 50c. per doz. extra.

LEMON SQUEEZERS.

Porcelain lined	per doz.	2 20	5 60
Galvanized	"	1 87	3 85
King, wood	"	2 75	2 90
King, glass	"	4 00	4 50
All glass	"	0 50	0 90

LINES.

Fish	per gross	1 05	2 50
Chalk	"	1 90	7 40

LAWN MOWERS.

Woodyatt, 10½-in. wheel, 14-in. cut	8 50
Star, 9-in. " "	7 00
Daisy, 8-in. " " (net)	2 87½
Philadelphia, 7½-in. " "	7 00
Ontario, 7½-in. " "	15 80
King Edw'd, 12-in. " "	9 50

Discount, 50 per cent., with freight concessions in quantity shipments.

Maxwell & Sons:

10½-in. high wheel	7 50	10 00
9-in.	5 50	6 25
8-in.	4 90	5 50

Discount 50 per cent.

LOCKS.

Canadian, 50 to 50 and 10 per cent.
Russell & Erwin ...per doz.

Cabinet.

Eagle, discount 30 per cent.

Padlocks.

English and Am. ...per doz. 0 50 6 00
Eagle, discount 20 to 25 per cent.

MACHINE SCREWS.

Iron and Brass.

Flat head, discount 25 per cent.
Round head, discount 20 per cent.

MALLETS.

Tinsmiths' ...per doz.	1 25	1 50
Carpenters', hickory, "	1 25	3 75
Lignum Vitae "	3 85	5 00
Caulking, each	0 60	2 00

MATTOCKS.

Canadian ...per doz. 5 50 6 50

MEAT CUTTERS.

American, discount 33⅓ per cent.
German, 15 per cent.
Gem ...each 1 15

MILK CAN TRIMMINGS.

Discount 25 per cent.

NAILS.	Cut.	Wire.
2d and 3d	3 30	3 45
3d	2 95	3 12
4 and 5d	2 70	2 95
6 and 7d	2 60	2 80
8 and 9d	2 45	2 60
10 and 12d	2 40	2 55
16 and 20d	2 35	2 50
30, 40, 50 and 60d (base)	2 30	2 45

Cut nails in carlots 5c. less.
Wire nails in carlots are $2.40.
Steel cut nails 10c. extra.
Miscellaneous wire nails, discount 75 per cent.
Coopers' nails, discount 30 per cent.

NAIL PULLERS.

German and American 1 75 50

NAIL SETS.

Square, round and octagon, per gross ... 3 38
Diamond ... 1 00

POULTRY NETTING.

2-in. Mesh, 19 w.g., dis. 60 per cent.
2-in. Mesh, 16 w.g. and heavier, 50 p.c.

OAKUM.

U. S. Navy ...per 100 lb.	....	6 75
Plumbers "	....	3 00

OILERS.

McClary's Model galvanized oil can, with pump, 5 gallon, per dozen 10 00
Davidson oilers, discount 40 per cent.
Zinc and tin, discount 50, 50 and 10 per cent.

Copper ...per doz.	1 25	3 50
Brass "	1 50	3 50

Malleable, discount 25 per cent

GALVANIZED PAILS.

Dufferin pattern pails, discount 45 per cent
Flaring pattern, discount 45 per cent.
Galvanized washtubs, discount 45 per cent

PIECED WARE.

Discount 40 per cent off list, June, 1899.
10-qt. flaring sap buckets, discount 40 per cent
6, 10 and 14-qt. flaring pails dis. 40 per cent.
Creamer cans, discount 40 per cent.

PICKS.

Per dozen ... 6 00 9 00

PICTURE NAILS.

Porcelain head ...per gross	1 35	1 50
Brass head "	0 40	1 00

PICTURE WIRE.

Tin and gilt, discount 75 per cent.

PINE TAR.

½ pint in tins ...per gross	...	7 80
1 " "	....	9 60

PLANES.

Wood bench, Canadian discount 40 per cent., American discount 50 per cent.
Wood, fancy Canadian or American, 37½ to 40 per cent.

U.M.C. AMMUNITION

for big game shooting is half sold before it is offered by the retailer. This is due to the long-standing reputation and the thorough advertising behind it.

U. M. C. IS EASY TO SELL. NEW CATALOGUE.

The Union Metallic Cartridge Co.

AGENCY, 313 BROADWAY, N.Y. FACTORY, BRIDGEPORT, CONN. DEPOT, SAN FRANCISCO, CAL.

PLANE IRONS.

English ..... per doz.	2 00	5 00

PLIERS AND NIPPERS.

Button's genuine, per doz. pairs, discount 37½ to 40 per cent.

Button's imitation.... per doz.	5 00	9 00
German ..... "	0 60	60

PRESSED SPIKES.

Discount 20 per cent.

PULLEYS.

Hothouse ..... per doz.	0 55	1 00
Axle ..... "	0 22	0 33
Screw ..... "	0 27	1 00
Awning ..... "	0 35	2 50

PUMPS.

Canadian cistern	1 80	3 60
Canadian pitcher spout	1 40	2 10

PUNCHES.

Saddler's ..... per doz.	1 00	1 85
Conductor's ..... "	3 00	15 00
Finners', solid ..... per set	....	0 72
" hollow ..... per inch	....	1 00

RAKES.

Wood ..... per doz. net 1 20 up.

RAZORS. per doz.

Elliot's	4 00	18 00
Geo. Butler's & Co.'s	4 00	18 00
Boker's	7 50	11 00
" King Cutter	12 50	15 00
Wade & Butcher's	3 60	10 00
Theile & Quack's	7 00	12 00
Bailey's	6 00	12 00
Bailey's Brantford	10 00	11 00
Carbo Magnetic	....	15 00
Griffon Barber's Favorite	....	10 75
Griffon No. 65	....	13 00
Griffon Safety Razors	...	13 50
Griffon Stropping Machines ..	....	13 50
Lewis Bros. " Klean Kutter"	8 50	10 50

REGISTERS.

Discount 40 per cent.

RIVETS AND BURRS.

Iron Rivets, black and tinned, discount 60 and 10 per cent.
Iron Burrs, discount 55 per cent.
Extras on Iron Rivets in 1-lb. cartons, ½c. per lb.
Extras on Iron Rivets in ½-lb cartons, 1c. per lb.
Copper Rivets, with usual proportion burrs, 45 per cent. discount. Cartons, 1c. per lb. extra, net.
Copper Burrs only, discount 30 and 10 per cent.
Extras on Tinned or Coppered Rivets, ½-lb. cartons, 1c. per lb.

RIVET SETS.

Canadian, discount 35 to 37½ per cent.

ROPE, ETC.

Sisal	0 11½
Pure Manilla	0 14½
"British" Manilla	0 12
Cotton, 3-16 inch and larger	0 21
" 5-32 inch	0 25
" ¼ inch	0 25
Russia Deep Sea	0 15
Jute	0 08
Lath Yarn, single	0 11
" double	0 11½
Sisal bed cord, 48 feet ..... per doz.	0 65
" " 60 feet ..... "	0 80
" " 72 feet ..... "	0 95

RULES.

Boxwood, discount 55 per cent.
Ivory, discount 37½ to 40 per cent.

SAD IRONS.

Mrs. Potts, No. 55, polished .... per set	0 80
" No. 50, nickle-plated, "	0 90
Common, plain	4 50
" plated	5 50

SAND AND EMERY PAPER.

B. & A. sand, discount, 40 and 5 per cent
Emery, discount 40 per cent.
Garnet (Rurton's) 5 to 10 per cent. advance on list.

SAP SPOUTS.

Bronzed iron with hooks .... per 1,000	7 50	
"Eureka" tinned steel, hooks "	8 00	

SAWS.

Hand, Disston's, discount 12½ per cent
S. & D., discount 40 per cent.
Crosscut, Disston's .... per foot 0 35 0 55
S. & D., discount 35 per cent. on Nos. 2 and 3.

Hack, complete ..... each	0 75	2 75
" frame only ..... each	0 50	1 25

SASH WEIGHTS.

Sectional ..... per 100 lb.	2 00	2 25
Solid ..... "	1 50	1 75

SASH CORD.

Per lb	0 28	0 30

SAW SETS. per doz.

Lincoln and Whiting	4 75
Hand Sets, Perfect	4 00
X-Cut Sets, "	7 50

SCALES.

Gurney Standard, 40 per cent.
Gurney Champion, 50 per cent.
Burrow, Stewart & Milne—
Imperial Standard, discount 40 per cent.
Weigh Beams, discount 35 per cent.
Champion Scales, discount 50 per cent.
Fairbanks standard, discount 35 per cent.
" Dominion, discount 55 per cent
" Richelieu, discount 55 per cent.
Warren's new Standard, discount 40 per cent.
" " Champion, discount 50 per cent.
" Weighbeams, discount 35 per cent.

SCREW DRIVERS.

Sargent's ..... per doz.	0 65	1 00

SCREEN DOORS.

Common doors, 2 or 3 panel, walnut stained, 4-in. style ..... per doz.	6 80
Common doors, 2 or 3 panel, yellow and green stained, 4-in. style .... per doz.	7 00
Common doors, 2 or 3 panel, in natural colors, oil finish ..... per doz.	8 15

3-in. style 20c. per dozen less.

SCREWS.

Wood, F. H., oright and steel, discount 87½ per cent.
Wood, R. H., bright, dis. 82½ per cent.
" F. H., brass, dis. 80 per cent.
" R. H., " dis. 75 per cent.
" F. H., bronze, dis. 75 per cent.
" R. H., " dis. 70 per cent.
Drive Screws, dis. 87½ per cent.

Bench, wood ..... per doz.	3 25	4 00
" iron ..... "	4 25	5 00

Set, case hardened, dis. 60 per cent.
Square Cap, dis. 50 and 5 per cent.
Hexagon Cap, dis. 45 per cent.

SCYTHES.

Per doz. net	6 00	9 00

SCYTHE SNATHS.

Canadian, discount 40 per cent.

SHEARS.

Bailey Cutlery Co., full nickeled, discou and 2½ per cent.
Bailey Cutlery, Japan Handles, discount 67½ per cent.
Seymour's, discount 50 and 10 per cent.

SHOVELS AND SPADES.

Canadian, discount 45 per cent.

SINKS.

Cast iron, 16 x 24	....	0 85
" 18 x 30	....	1 00
" 18 x 36	....	1 40

SNAPS.

Harness, German, discount 25 per cent.

Lock, Andrews'	4 50	11 50

SOLDERING IRONS.

1, 1½-lb. ..... per lb.	....	0 37
2-lb. or over ..... "	....	0 34

SQUARES.

Iron, No. 493 ..... per doz.	2 40	2 55
" No. 494 ..... "	3 25	3 40

Steel, discount 60 to 60 and 5 per cent.
Try and Bevel, discount 50 to 52½ per cent.

STAMPED WARE.

Plain, discount 75 and 12½ per cent. off revised list.
Retinned, discount 75 per cent off revised list.

STAPLES.

Galvanized	...	3 00
Plain	....	2 80

Coopers', discount 45 per cent.
Poultry netting staples, discount 40 per cent.

STOCKS AND DIES.

American discount 25 per cent.

STONE.

Washita ..... per lb.	0 28	0 60
Hindostan ..... "	0 06	0 07
" slip ..... "	0 09	0 09
Labrador ..... "	....	0 13
" Axe ..... "	....	0 15
Turkey ..... "	....	0 50
Arkansas ..... "	....	1 50
Water-of-Ayr ..... "	....	0 10
Scythe ..... per gross	3 50	5 00
Grind, 2-in., 40 to 200 lb., per ton	....	25 00
" " under 40 lb., "	....	28 00
" under 2 in. thick, "	....	29 00

STOVEPIPES.

5 and 6 inch, per 100 lengths	....	7 00
7 inch ..... " "	....	7 50

ENAMELINE STOVE POLISH.

No. 4, 3 doz. in case .. net cash	....	4 80
No. 6, 3 doz. in ase .. "	....	8 40

TACKS, BRADS, ETC.

Carpet tacks, blued	80 and 15
" " tinned	80 and 20
" " (in kegs)	40
Cut tacks, blued, in dozens only	80
" ¼ weights	60
Swedes cut tacks, blued and tinned—	
In bulk	80 and 10
In dozens	75
Swedes, upholsterers', bulk .... 85, 12½ and 12½	
" brush, blued and tinned bulk	70
Swedes, gimp, blued, tinned and japanned	75 and 12½
Zinc tacks	35
Leather carpet tacks	55
Copper tacks	50
Copper nails	52½
Trunk nails, black	65 and 5
Trunk nails, tinned	65 and 10
Clout nails, blued	65 and 5
Chair nails	35
Patent brads	40
Fine finishing	40
Lining tacks, in papers	10
" " in bulk	15
" " solid heads, in bulk	75
Saddle nails, in papers	10
" " in bulk	15
Tufting buttons, 22 line, in dozens only	60
Zinc glaziers' points	5
Double pointed tacks, papers ..	90 and 10
" " bulk	40
Clinch and duck rivets	45

TAPE LINES.

English, ass skin ..... per doz.	2 75	5 00
English, Patent Leather	5 50	9 75
Chesterman's ..... each	0 90	2 85
" steel ..... each	0 80	8 00

TINNERS' SNIPS.

Per doz	3 00	15 00

THERMOMETERS.

Tin case and dairy, discount 75 to 75 and 10 per cent.

TRAPS (steel.)

Game, Newhouse, discount 25 per cent.
Game, H. & N., P. S. & W., 65 per cent.
Game, steel, 72½, 75 per cent.

TROWELS.

Disston's, discount 10 per cent.

German ..... per doz.	4 75	6 00

S. & D., discount 35 per cent.

TWINES.

Bag, Russian ..... per lb.	....	0 27
Wrapping, cotton, 3-ply	....	0 24
" 4-ply	....	0 27
Mattress ..... per lb.	0 33	0 45
Staging ..... "	0 27	0 35

VISES.

Wright's	....	0 13½
Brook's	....	0 12½
Pipe Vise, Hinge, No. 1	....	3 50
" " " No. 2	....	5 50
Saw Vise	4 50	9 00

Columbia Hardware Co.
Blacksmiths' (discount) 60 per cent.
" parallel (discount) 45 per cent.

ENAMELLED WARE.

White, Princess, Turquoise, Blue and White discount 50 per cent. .....
Diamond, Famous, Premier, discount 50 and 10 per cent. .....
Granite or Pearl, Imperial, Crescent, discount 50, 10 and 10 per cent.
Premier steel ware, 40 per cent.
"Star" decorated steel and decorated white. 25 per cent.

WIRE.

Smooth Steel Wire.

No. 0-9 gauge		$2 50
10 "	6c.	extra.
11 "	12c.	"
12 "	20c.	"
13 "	30c.	"
14 "	40c.	"
15 "	55c.	"
16 "	70c.	"

Add 60c. for coppering and $2 for tinning.
Extra net per 100 lb.—Oiled wire 10c., spring wire $1.25, special hay baling wire 30c., best steel wire 75c., bright soft drawn 15c., charcoal (extra quality) $1.25, packed in casks or cases 15c., bagging and papering 10c., 50 and 100-lb. bundles 10c., in 25-lb. bundles 15c., in 5 and 10-lb. bundles 25c., in 1-lb. hanks, 50c., in ½-lb. hanks 75c., in ¼-lb. hanks $1.
Fine Steel Wire, discount 25 per cent. List of extras: In 100-lb. lots: No. 17, $5—No. 18, $5.50—No. 19, $6—No. 20, $6.65—No. 21, $7—No. 22, $7.30—No. 23, $7,65—No. 24, $8—No. 25, $9—No. 26, $9.50—No. 27, $10—No. 28, $11—No. 29, $12—No. 30, $13—No. 31, $14—No. 32, $15—No. 33, $16—No. 34, $17. Extras net—tinned wire, Nos. 17-25, $2—Nos. 26-31, $4—Nos. 32-34, $6. Coppered, 5c.—oiling, 10c.—in 25-lb. bundles, 15c.—in 5 and 10-lb. bundles, 25c.—in 1-lb. hanks, 25c. —in ½-lb. hanks, 38c.—in ¼-lb. hanks, 50c.—packed in casks or cases, 15c.—bagging or papering, 10c.
Brass wire, discount 60 per cent. off the list.
Copper wire, discount 60 per cent. net cash 30 days, f.o.b factory.
Galvanized wire, per 100 lb.—Nos. 4 and 5, $3.70 to $3.70—Nos. 6, 7, 8, $3.15 to $3.15 —No. 9, $2.55 — No. 10, $3.20 to $3.20 —No. 11, $3.25 to $3.25 — No. 12, $2.65 —No. 13, $2.75—No. 14, $3.75 to $3.75—No 15, $4.30—No. 16. $4.30. Base sizes, Nos. 6 to 9, $2.27½ f.o.b. Cleveland. In carlots 12½c. less.
Clothes Line Wire, regular 7 strand, No. 17, $4.65; No. 18, $2.90; No. 19, $2.60. Hollow 6 strand, No. 17, $4.30; No. 18, $2.70; No. 19, $2.35; No. 20, $2.30, f.o.b. Hamilton, Toronto, Montreal.

WIRE FENCING.

Galvanized barb	....	2 75
Galvanized, plain twist	....	2 80

Galvanized barb, f.o.b. Cleveland, $2 55½ in less than carlots, and $2 45 in carlots.

COILED SPRING WIRE.

High Carbon, No. 9	$2 70
" No. 11	3 35
" No. 12	2 95

WIRE CLOTH.

Painted Screen, per 100 sq. ft., net ..	1 50

Terms, 2 per cent. off 30 days.

WASHING MACHINES.

Stephenson Washer, per doz.	45 00

WRENCHES.

Acme, discount 35 to 37½ per cent.
Agricultural, discount 60 per cent.
Coe's Genuine, discount 20 to 25 per cent.

Towers' Engineer ..... each	2 00	7 00
" S. ..... per doz.	5 80	6 00
G. & K.'s Pipe ..... "	....	3 40
Burrell's Pipe ..... each	....	3 00
Pocket ..... per doz.	0 25	2 90

WRINGERS.

Leader ..... per doz.	30 00	33 00
Royal Canadian ..... "	....	24 00
Royal American ..... "	....	24 00
Sampson ..... "	....	24 00
Lightning ..... "	....	27 00

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Canadian make, discount 40 per cent

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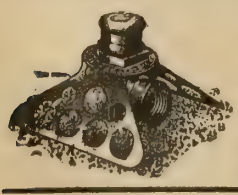

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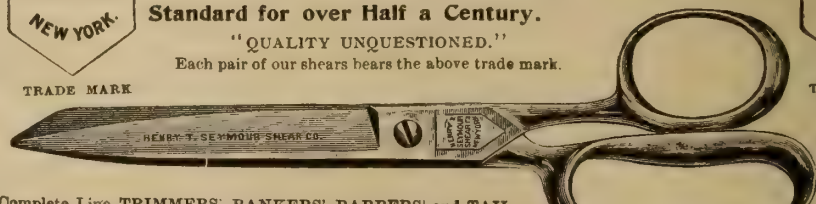

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Bowman, John, Hardware & Coal Co., London, Ont.
Enterprise Mfg. Co., Philadelphia, Pa.
Russell & Erwin Mfg. Co., New Britain, Conn.
Smith & Hemenway Co., New York.

Gas Lamps and Sundries.
Auer Light Co., Montreal.

Hardware Specialties.
Erie Specialty Co., Erie, Pa.

Horse Blankets and Carriage Rugs.
Guelph Waterproof Clothing Co., Guelph.

Horseshoe Pads.
Canadian Rubber Co., Montreal.
Dunlop Tire Co., Toronto.

Ice Cream Freezers.
Dana & Co., Cincinnati, O.

Ice Cutting Tools.
North Bros. Mfg. Co., Philadelphia, Pa

Iron Pipe.
Page-Hersey Iron and Tube Co., Guelph.

Iron Pumps.
McDougall, R., Co., Galt, Ont.

Keys.
Millen, John & Son, Montreal.

Lanterns.
Wright, E. T., & Co., Hamilton.

Lawn Mowers.
Maxwell, David, & Sons, St. Marys Ont.
Taylor-Forbes Co., Guelph, Ont.

Ledgers and Office Stationery.
Briggs Ledger System Co., Toronto.
Weese, G. A. & Son, Toronto.

Lumbermen's Supplies.
Birkett, Thos., & Son Co., Ottawa.
Warnock, Jas., & Co., Galt.

Machinery.
Canada Foundry Co., Toronto.
Crosby, G. A., & Co., Sarnia, Ont.
Dodge Mfg. Co., Toronto.
Fairbanks Co., Montreal and Toronto.
Jardine, A. B., & Co., Hespeler, Ont.
Kerr Engine Co., Walkerville, Ont.
Morrow MachineScrew Co., Ingersoll, Ont.
Ontario Wind Engine and Pump Co., Toronto.
Pemberthy Injector Co., Windsor.

Mantels.
Batty Stove and Hardware Co., Toronto.

Manufacturers' Agents.
Coltart & Cameron, Winnipeg.
Gibb, Alexander, Montreal.
Philip, David, Winnipeg.

Metals.
American Sheet Steel Co., New York.
Booth Copper Co., Toronto.
Canada Iron Furnace Co., Midland, Ont.
Canada Metal Co., Toronto.
Deseronto Iron Co., Deseronto, Ont.
Gibb, Alexander, Montreal.
Ironside, Son & Co., London, Eng.
Jackson, C. F., & Co., Vancouver, B.C.
Leslie, A. C., & Co., Montreal.
London Rolling Mills Co., London, Ont.
Lysaght, John, Bristol, Eng.
Morton, B. K., & Co., Sheffield, Eng.
Nova Scotia Steel and Coal Co., New Glasgow, N.S.
Peck Rolling Mills, Montreal.
Samuel, Benjamin & Co., Toronto.
Thompson, B. & S. H. & Co., Montreal.

Metal Polish, Emery Cloth, etc.
Falkiner, H. F., Toronto,
Hutton, Jas., & Co., Montreal.
Oakey, John, & Sons, London, Eng.

Metallic Window Screens.
Cutts, C. M., & Co., Toronto Junction.

Milk Cans and Trimmings.
Davidson, Thos., Mfg. Co., Montreal.
Kemp Mfg. Co., Toronto.
McClary Mfg. Co., London, Ont.

Nickel-Plated Ware.
Coltart & Cameron. Winnipeg.

Paints, Oils and Glass,
Alabastine Co., Paris, Ont.
Canada Linseed Oil Mills, Montreal.
Canada Paint Co., Montreal.
Consolidated Plate Glass Co., Toronto.
Dods, P. D., & Co., Montreal.
Francis-Frost Co., Toronto.
Gabriel & Schall, New York.
Globe Paint Co., Toronto.
Grant-Hamilton Oil Co., Toronto.
Henderson & Potts, Montreal and Halifax.
Imperial Varnish and Color Co., Toronto.
Jamieson, R. C., & Co., Montreal.
Luxfer Prism Co., Toronto.
McArthur, Corneille & Co., Montreal.
McCaskill, Dougall & Co., Montreal.
Merrick, Anderson & Co., Winnipeg.
Nobles & Hoare, London, Eng.
Queen City Oil Co., Toronto.
Ramsay & Son, Montreal.
Ridout, Geo., & Co., Toronto.
Sherwin-Williams Co., Montreal.
Standard Paint and Varnish Works, Windsor, Ont.
Thorne, R. E., Montreal.

Perforated Sheet Metals.
Greening, B., Wire Co., Hamilton.

Plumbers' Supplies.
Morrison, Jas., Brass Mfg. Co., Toronto.

Portland Cement.
Grey and Bruce Portland Cement Co., Owen Sound.
Hanover Portland Cement Co., Hanover, Ont.
Hyde, F., & Co., Montreal.
McNally, W., & Co., Montreal.

Radiators, Furnaces, Stoves, Tinware, etc.
Adams Co., Dubuque, Iowa.
Dominion Radiator Co., Toronto, Ont.
Gurney Foundry Co., Toronto.
Kemp Mnfg. Co., Toronto.
Western Foundry Co., Wingham.
Wright, E. T., & Co., Hamilton.

Roofing Supplies.
Jenking, A. C., Montreal.
Lockerby & McComb, Montreal.
Metallic Roofing Co., Toronto.
Ormsby, A. B., & Co., Toronto.
Paterson Mfg. Co., Toronto & Montreal.
Reid & Co., Quebec.
Taylor-Forbes Co., Guelph, Ont.

Sates.
Ford & Featherstone, Hamilton.
Taylor, J. & J., Toronto.

Sap Spouts and Buckets.
Davidson, Thos., Mfg. Co., Montreal.
Kemp Mfg. Co., Toronto.
McClary Mfg. Co., London, Ont.
Taylor-Forbes Co., Guelph, Ont.

Saws
Atkins, E. C., & Co., Indianapolis, Ind.

Scales.
Fairbanks Co., Montreal and Toronto.
Merrick, Anderson & Co., Winnipeg.

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United Factories, Toronto.

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Canadian Sewer Pipe Co., Hamilton.
Hyde, F., & Co., Montreal.
McNally & Co., Montreal.

Shelf Boxes.
Bennett Mfg. Co., Pickering, Ont

Shelf Brackets.
Atlas Mfg. Co., New Haven, Conn.
Grand River Metal Works, Galt, Ont.

Silver-Plated Ware.
Ontario Silver Co., Niagara Falls.
Toronto Silver Plate Co., Toronto.
Standard Silver Co., Toronto.

Sporting Goods.
Mast, J. M., Mfg. Co., Lititz, Pa.
Nerlich & Co., Toronto.

Springs.
Wallace, Barnes Co., Bristol, Conn.

Steel Castings.
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Montreal Steel Works, Montreal.

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Morton, B. K., & Co., Sheffield, Eng.
Nova Scotia Steel & Coal Co., New Glasgow, N.S.
Sessenwein Bros., Montreal.

Stencils, Stamps, etc.
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Colonial Stock Food Co., Toronto.
International Stock Food Co., Toronto.

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Grose, Walter, Montreal.

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Imperial Tea Strainer Co., Montreal.

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Harkins & Willis, Ann Arbor, Mich.

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Mast, J. M., Mfg. Co., Lititz, Pa.

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Guelph Waterproof Clothing Co., Guelph.

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Canada Hardware Co., Montreal.
Caverhill, Learmont & Co., Montreal.
Howland, H. S., Sons & Co., Toronto.
Lewis Bros. & Co., Montreal.
Merrick, Anderson & Co., Winnipeg.
Rice Lewis & Son, Toronto.

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Taylor-Forbes Co., Guelph, Ont.
United Factories, Toronto.

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Oneida Community, Niagara Falls.
Owen Sound Wire Fence Co., Owen Sound
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which draws the cork, cuts the wire, removes crown, seal and aluminum stopper. Does the whole thing. Each one tested and guaranteed. We manufacture over 50 different styles.

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OUR CONDITIONS ARE : Give to likely customers to try and if not absolutely satisfactory return it.

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It shaves clean and keen—smooth and easy.

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"The Real" is the only perfect razor for *self-shaving*.

The *rigid handle* and the *anti-cut guard* make it better than the ordinary razor—*better control of the blade* on *face*, *strop* or *hone*—*quicker work* possible—*no cutting*.

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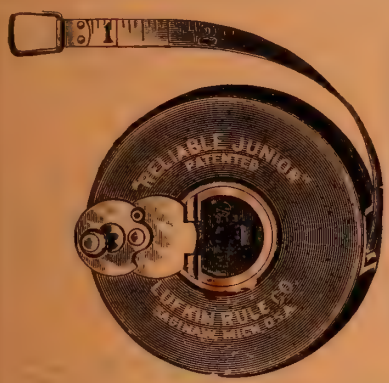

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Huron Stoves sell easily. Their points of distinction and merit are self-evident.

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A Weekly Newspaper devoted to the Hardware, Metal, Machinery, Heating and Plumbing Trades in Canada.

VOL. XVI. MONTREAL AND TORONTO, MARCH 12, 1904. NO. 11

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No Hard Blades
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ARE BETTER

No. 15. "Yankee" Ratchet Screw Driver, with Finger Turn on Blade.

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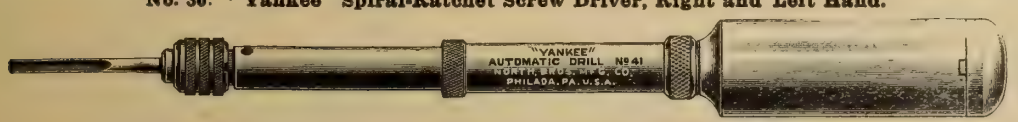

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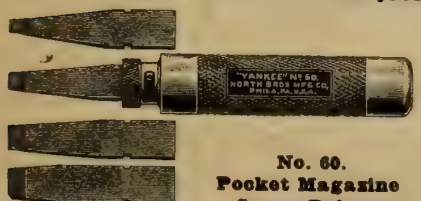

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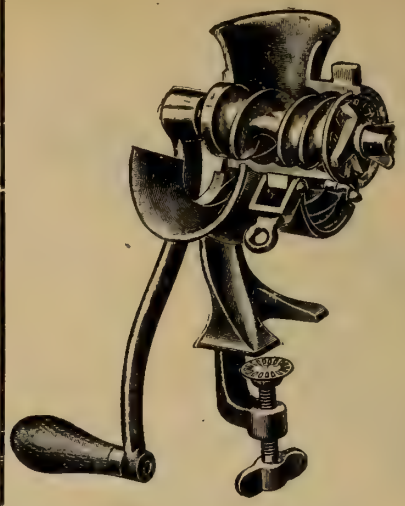
Builders' Lumbermen's and Contractors' Supplies

A complete stock always on hand for prompt delivery.

Enquiries solicited. Mail orders filled with dispatch.



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The Crowning Feature
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The Peerless Iceland

is its simple, yet effective, **one motion**, which not only produces rich, velvety ice cream, but does in the shortest time and with the least possible amount of ice and labor.

Simple in construction

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No gearing on can top.

Peerless Iceland Freezers

embody all the best and most advanced ideas in practical freezer making. They are built to last,—not to fall to pieces after a season's use.

The demand for Peerless Icelands will be great.

Don't let it pass YOU

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All in 1st Book 16
Page 70

Simplicity Itself.

Ice Picks,
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Made in all sizes, with crank, fly wheel or power attachment.

Send us your orders for immediate or future delivery—or at least get our prices, unless you have "money to burn."

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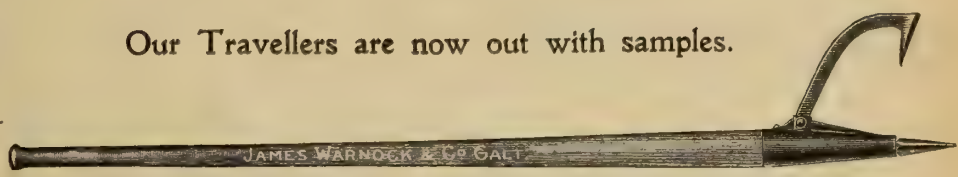
Our Travellers are now out with samples.



Our prices are right and a Warnock Tool is the accepted standard of quality.

See our axe samples before buying.

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In addition to our Axes, which are second to none, we are offering

The Crown Jewel Cross Cut Saw

There is nothing made to excel it in ease of cutting, in quality or in temper, and the price is lower than other high-grade Saws.

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We are the Originators and Sole Manufacturers.

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IMPROVED STEEL WIRE Trace Chains.

Every Chain Guaranteed.

Gives Universal Satisfaction.

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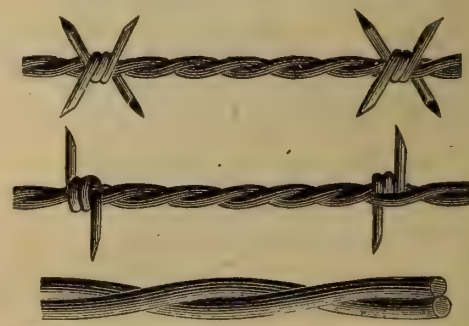

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BRIGHT and GALVANIZED FENCE STAPLES,
1¼ to 2 INCHES.

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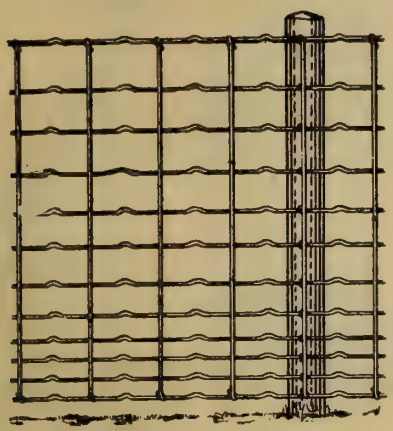
HAY — PULP — PAPER — RAGS — SHINGLES—ENC

BUY DOMINION GOODS

SATISFACTION GUARANTEED

Electrically Welded WIRE FENCING



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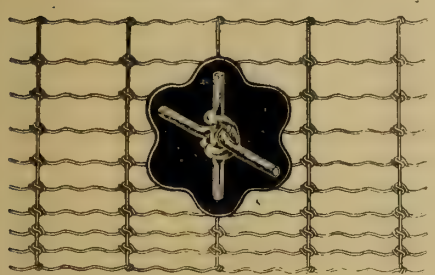

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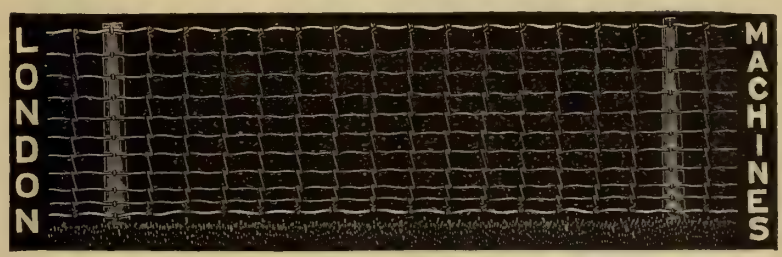

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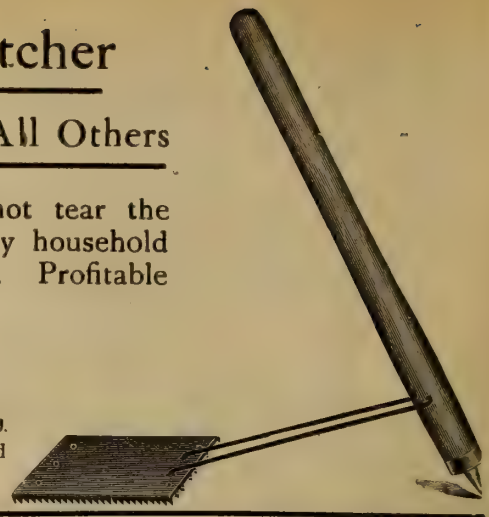

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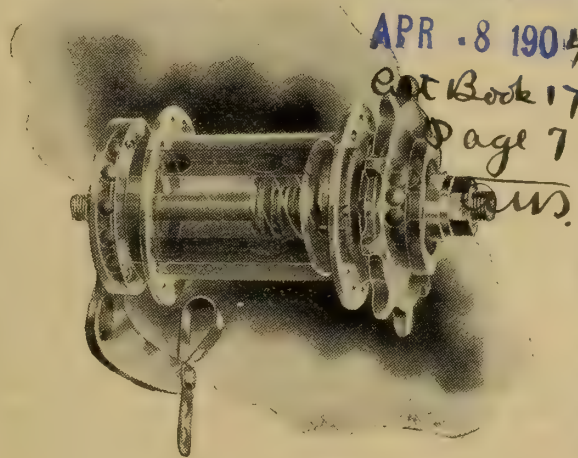

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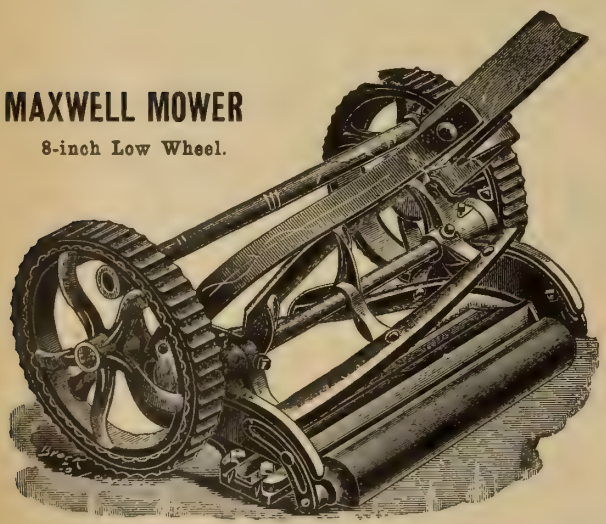

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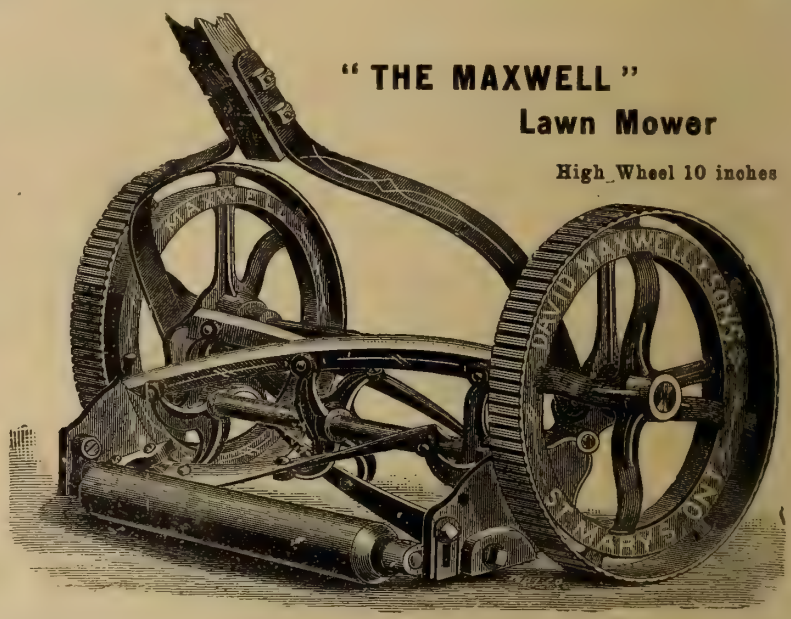

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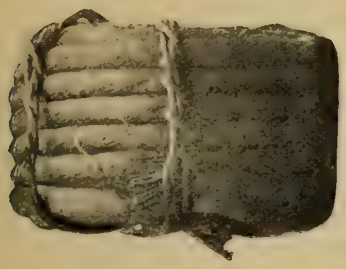

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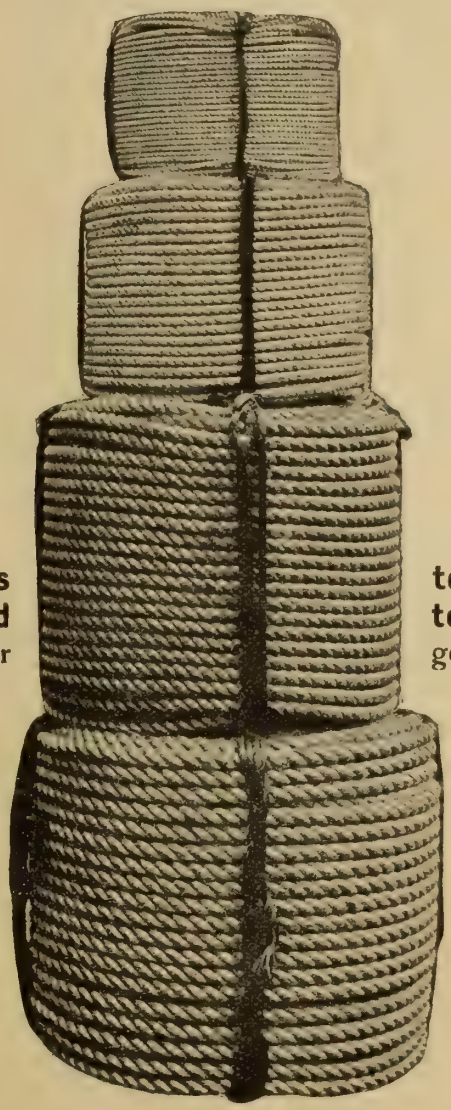

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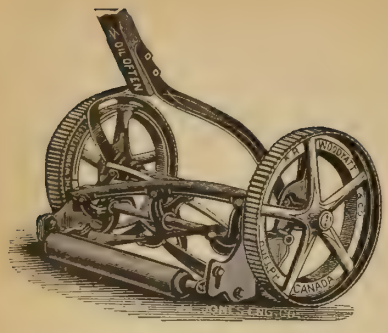

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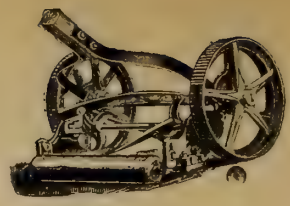

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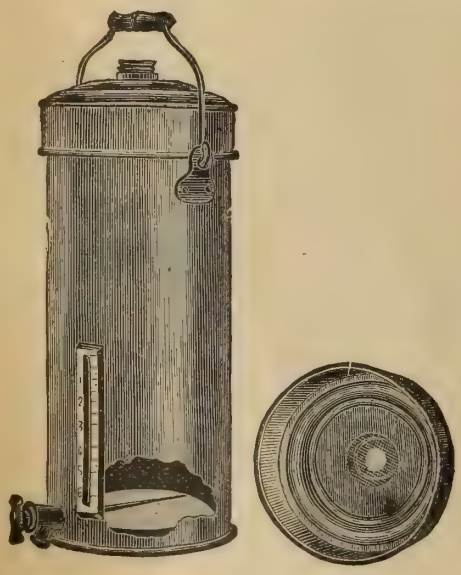

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MONTHLY BANQUET OF CANADIAN MANUFACTURERS' ASSOCIATION

THERE was a swing and an enthusiasm about the banquet of the Canadian Manufacturers' Association, held at the Chateau Frontenac, Quebec, last Saturday night, which rendered the occasion a memorable one to all who had the pleasure of being present. The "Ancient Capital" has always been noted for the hospitality of her citizens and to say that the banquet was held in Quebec implies at once that the visitors from the West were accorded a royal reception. The speaking was of a high order of merit, and the assurances given the association by Honorables Fitzpatrick and Prefontaine of the sympathy of the Government with their aims were greeted with loud applause. F. D. Monk who delivered a most eloquent and effective speech, worthily represented the attitude of the Opposition towards the association and its fiscal aims.

A jolly party of manufacturers left the Place Viger station, Montreal, at 2 p. m., Saturday. They were the last arrivals, as many others from the West were found at the Chateau on their arrival.

The banquet was held in one of the spacious banqueting halls of the famous Chateau. It was gaily decorated with Union Jacks, but perhaps the feature of the decorations which caught the eyes of most was a picture of two hands clasped with the inscription, "The grip and pass-word of a true Canadian—'Made in Canada.'" "Made in Canada" was in truth the key note of the speeches of the evening.

The Menu.

The menu cards were handsomely designed, the cover being ornamented with a maple leaf and below it once again the words "Made in Canada." The menu was a sumptuous one as may be judged from what follows :

Russian Caviare on Toast

Oloroso

Consomme a la Doria

Fillet of Sole a la Marguery

Sauterne — Pommes Noisettes

Graves — Vol-an-Vent a la Monglas

Club Claret — Boiled Turkey, Cranberry Sauce

Oyster Plant Fritters

Brussel Sprout

Mashed Potatoes

Punch au Rum

Moet and Chandon

Hunch of Moose Venison

Sauce Grand Veneur

Fruit Jelly

Bombe Glacee au Chocolat

Petits Fours

Liqueurs — Dessert — Cafe Noir

When ample justice had been done to the array of good things just mentioned, Geo. E. Amyot, chairman of the Quebec branch, who presided, rose to make some announcements. He was greeted with a storm of applause which left no doubt of his popularity with his fellow manufacturers. He called on Secretary R. J. Younge to read some letters and telegrams. Mr. Younge announced the receipt of letters and telegrams of regret from Sir Wilfrid Laurier, R. L. Borden, Sir Charles Ross, Hon. J. C. McCorkill, Geo. E. Drummond, and W K. George.

The King.

Mr. Amyot then rose to propose the toast of the King, and in doing so took occasion to address a few words of welcome to the visitors to Quebec. He was a man of few words (cries of hear! hear! and oh! oh!), but the inspiration of such a large gathering might move any man to eloquence. The government and parliament of the country, the civic authorities and the great industrial interests of the country were here represented. The visitors had come at a time of frigidity in which Quebec excelled as in all things else.

When the toast of the King had been duly honored, Mr. Amyot called on Secretary R. J. Younge, of Toronto, in the unavoidable absence of President Geo. E. Drummond owing to illness which was much regretted, to propose the toast of

Canada and The Empire.

Mr. Younge on rising was given an enthusiastic reception. He regretted sincerely the absence of Mr. Drummond and hesitated to reply to this important toast. He wished in the first place to congratulate the Quebec members on the success of the banquet. In the whole history of the association no more successful banquet had ever been held. Special thanks were due to Mr. Amyot, who was recognized as a tower of strength in the association.

Canada and the Empire ! How fitting that Canada and Great Britain should stand together, young Canada with her infinite possibilities and Great Britain with her historic associations and reputation for right and justice.

In referring to the work of the association Mr. Younge pointed out that the organization had by its various committees, its department of commercial intelligence, etc., justified its existence.

The tariff is a side issue but it receives attention. The position of the Manufacturers' Association is well known. It is the national business standpoint. It is the policy which will keep our country for Canadians. (Cheers). The most regretful circumstance in all our past history is not the loss of our sons on the field of battle or the loss of territory in boundary awards —it is that a million and a half of Canadians are in the service of our competitors across the line.

Hon. Chas. Fitzpatrick.

Hon. Chas. Fitzpatrick, M. P., Minister of Justice, on rising to respond was accorded a flattering reception. Few subjects, he said, had been more universally treated than "Canada and the Empire." He wished to echo what the chairman had said in praise of old Quebec. He had been born in this historic city inseparably connected with the romance and history of Canada.

What should he say of the resources of the country ? In the East, iron ore and coal lie side by side; in the West and Northwest, riches beyond the dreams of avarice requiring only the hand of labor to gather them. And in spite of the chairman's reference to a time of frigidity, we have the most favored climate in the world.

It is a commonplace in economics that commercial supremacy depends on the amount of mechanical force which a country possesses. England's coal and iron had been the basis of her supremacy won in earlier years. To-day coal is giving place to a greater power than even the writer of the Arabian Nights ever dreamt of. We in Canada can command boundless electrical power which is now becoming the controlling factor. Hundreds of rivers are now running idle to the sea and when once she has harnessed them Canada will enter the struggle for manufacturing supremacy backed by a power which will give her an immense advantage over the whole world.

The speaker quoted figures to show the growth of Canada's foreign trade. The showing was satisfactory. We have come to the front and we mean to stay there.

There are United States politicians who hope to keep us tied to their country commercially. But Quebec, Montreal and Toronto must not be allowed to become the distributing points for United States products; nor must Canada be allowed to become the dumping ground of American goods. (Loud cheers). The speaker disclaimed the ability to speak eloquently of free trade or protection. But his eyes are open to changing conditions and it is not right to say that the thing which has been must be. We must always adapt our policy to changing circumstances.

We must remember how much the manufacturers have invested in their industries. Canada is intended for the Canadians. He had no desire to raise a Chinese wall around Canada, but if a coping stone is needed to prevent dumping he, for his part, was in favor of adding it.

Reverting to the toast of Canada and the Empire, Mr. Fitzpatrick said it would be a crime to desire any change in the political relations in the Empire. "No change can take place by which we would benefit; no change can take place by which we would not lose."

He was glad of an opportunity of meeting so many Canadian manufacturers. The manufacturers are doing a public service of importance in giving the government advice. The government must learn from business men.

F. D. Monk.

Mr. Monk was accorded a reception which left no doubt of his popularity and which must have been very gratifying to him. He said it was always a pleasure to him to come to Quebec. He felt he would have failed in his duty if he had not come to this demonstration in honor of the most important business organization in Canada. It might seem strange that a gathering of practical business men should meet in this city of historic associations, but after all it was a fitting tribute to the importance of the industries of the "Ancient Capital." The toast was an important and patriotic one. The man who has not seen Canada can not properly appreciate the mission of the Manufacturers' Associations. We learn far too little of our own country from our early education. He had seen enough of the natural resources of the older provinces to know that we have a magnificent inheritance. We must keep that untold treasure for Canadians. And then when we see the great West beyond, acquired by men who saw farther into the future than their fellows, we can understand the patriotic duty of the manufacturer. He himself had seen the great West with the amazement of the child who first stands before the ocean. In area the West is an Empire in itself—the manufacturer and business man must play an important part in developing that Empire. Statesmen must recognize the justice of the manufacturers' claims.

"There is an impression abroad in some quarters that you are looking only for your own interests. But that must be corrected. Your aim is not a narrow one. You are intent on building up the country and you are entitled to the greatest consideration."

He knew that the country had prospered during the past few years, but when England is reconsidering her position does it not behoove us in the face of the hostility of other nations to look to ourselves? On the principle of "Canada for the Canadians" is it not our duty to shape our conduct and arrange our tariffs so that we shall not suffer from the rivalry of other nations intent on protecting themselves?

None of us want a Chinese wall, as the Minister of Justice has said. But if we are agreed on the principle at stake is it not the case that the best men to give the government information are the manufacturers? "Admitting the necessity of tariffs in the face of foreign hostility, I for one would be ready to support the creation of a commission which would communicate with your association and give effect to principles on which we are agreed giving our industries the protection which those of the United States receive."

In all our banquets now a place is found for the toast to Canada. With the name of Canada is coupled that of the Empire. There was no man born under the British flag who would not cordially drink the toast of the Empire. We talk of the vast extent of the Empire upon which the sun never sets, but whatever may be the fate of England it will be said of her that she has given birth to such dependencies as Canada and Australia, and has endowed them with that glorious freedom which is the birthright of every citizen of the Empire. No other nation could make such a boast.

There was no more interesting spectacle than the great discussion in England of the fiscal question and the relations of the different parts of the Empire. The speaker's mind and heart was an open one with respect to any new relations which might be the outcome of the present discussion. We are happy now and, thanks to the liberty which England has given us, we must be left free to examine those proposals whatever they may be. He entertained no doubt but that with the spirit of liberty which animates the Empire the examination of those proposals would result in the good of all concerned. (Long continued applause).

The City of Quebec.

Mr. Amyot then called upon C. C. Ballantyne, chairman of the Montreal branch, to propose the toast of the City of Quebec, coupling with it the names of Mayor Parent and W. A. Marsh.

C. C. Ballantyne.

Mr. Ballantyne said it was always a pleasure for him and other members of Montreal branch to visit Quebec. The city was quite familiar to him. He first visited it 12 years ago and he knew no city which had made the same progress. At that time there were no electric cars, there was no Chateau Frontenac, the streets were not paved. It is largely owing to the efforts of Mayor Parent that this city has made greater progress than any other in Canada. Mr. Parent was the best mayor in Canada. Also premier of the province, he has taken a wide interest in public affairs. His example was an inspiration to all business men for the speaker understood that he invariably starts work at 8 o'clock in the morning.

He would not refer to the past history of Quebec. That aspect had been dealt with by previous speakers. The city should be proud of her sons Fitzpatrick and Parent.

The Minister of Justice had said that Quebec was noted for her vegetables, but the speaker wanted to add that it is noted for the most charming ladies of Canada. ("Hear and Hear," and cries of dissent. "What about Toronto?" "What about Montreal?")

Mayor Parent.

When the toast had been duly honored Mayor Parent on rising received the ovation of the evening. "Napoleon," as his admirers fondly call him, is a favorite in Quebec.

He said that he appreciated very much the honor of responding to this toast. Mr. Ballantyne's remarks were especially gratifying because he came from Montreal. But he could not claim so large

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a personal share of the credit for the progress of the city; much was due to the loyal support of his colleagues in the council.

The interchange of ideas at such gatherings must facilitate business intercourse. In the Province of Quebec business men are willing and ready to profit from suggestions.

After welcoming the visitors to Quebec Mr. Parent told some interesting stories of business in Quebec in the 17th and 18th centuries, when the manufacturers were accorded a protection that was absolute prohibition of imports. Any person found with an artice of foreign manufacture was fined. Vessels carrying foreign goods to Quebec were confiscated. The merchants of Montreal were allowed to buy only from those of Quebec. He took it that the manufacturers of to-day were asking nothing unreasonable.

Mayor Parent was given another ovation at the conclusion of his speech.

W. A. Marsh.

Mr. Marsh said there were three reasons why he had little to say. The first was his innate modesty, the second was the fact that he is a manufacturer and not an orator, the third was that "there were others." "If you have enjoyed your visit to Quebec as I have enjoyed your company, that banquet has been a success. If the assurances of the politicians mean anything, we manufacturers can stop talking and go to work."

Canadian Industries and Commerce.

Mr. Amyot then called upon Hon. J. D. Rolland to propose the toast of "Canadian Industries and Commerce," coupling with it the names of Alderman Sadler, Montreal, and Hon. Raymond Prefontaine.

H. J. D. Rolland.

Hon. Mr. Rolland spoke briefly in French, the keynote of his address being "Canada for the Canadians." He referred to the motto on the wall—"The grip and password of a true Canadian, 'Made in Canada.' "

Alderman Sadler.

Alderman Sadler said he had enjoyed the banquet but would have enjoyed it more if he had not been requested to take the place of Col. Burnham. He would not go back 200 years, as Mayor Parent had done, but he would compare 1891 with 1904. In 1891 the manufacturers of Canada had invested between four and five hundred millions in the industries of this country, whereas now their investments are between eight and nine hundred millions. When such large amounts are at stake, the interests of the manufacturers demand careful attention. He agreed with Mr. Monk that a commission was desirable to arrange the tariff. Half of our imports are manufactured products and three-quarters of these goods come from the United States. A commission might find how much of those goods we can manufacture in Canada.

Hon. Raymond Prefontaine.

Mr. Prefontaine spoke briefly in French. He dwelt upon the necessity of building up and fostering Canadian industries and declared amid applause that the manufacturers are undertaking a patriotic duty. He spoke of the possibilities of the St. Lawrenre route and of the growing trade of Canadian ports. The exodus of young Canadians to the United States was being stopped. He declared himself unreservedly in favor of protection to Canadain industries.

The Chairman.

This was the last toast on the program, but before the applause had died away Robert Crean was on his feet to propose the health of Chairman Amyot. The growing membership in Quebec City was largely due to the efforts of Mr. Amyot.

He wished to impress upon the members of the Government that the Manufacturers' Association commenced a few years ago with a membership of 130, which has since grown to 1,500. During the last year, new members have been added at the rate of 25 to 50 per month. It was the aim of the association to make its membership so influential that it could approach the Government with confidence. "When you eat sausages, gentlemen, all that you want is confidence."

Louis Breithaupt.

Mr. Breithaupt said he had come 600 miles from Berlin to attend this banquet. It was always a pleasure to him to come to Quebec, a city noted for its hospitality. He had been interested in the speeches of the politicians who, as usual, "talked around the stump."

He spoke of the industries of Berlin, which sends out 100 travellers. From Limburger cheese to lager beer, everything was manufactured in Berlin.

"We are here representing both sides of politics, but we are agreed on a policy although we are not sure what to call it. I am not sure whether it is "adequate protection," or some other kind, but we want enough of it to keep Canada for the Canadians."

The speaker closed with a word for the ladies of the West, next to whom the ladies of Quebec are undoubtedly the best.

Mr. Amyot briefly thanked the manufacturers for coming to Quebec. He hoped that the annual meeting might soon be held in Quebec.

The gathering then dispersed to the tune of "God Save the King."

Business Changes

ONTARIO.

THE petition of the St. Thomas Car Wheel Co., St. Thomas, for winding-up order, has been granted.

W. S. Hughes, general merchant, Winchester, is dead.

B. T. A. Bell, of the Canadian Mining Review, Ottawa, is dead.

Tait & Gordon, hardware merchants, Arnprior, are selling out.

H. H. Foy, general merchant, Eganville, has started in business.

J. Cray, general merchant, Belle River, has advertised his business for sale.

McKenzie & Howell, hardware merchants, Goderich, are dissolving partnership.

J. Chalmers, seed and hardware merchant, St. Marys, has sold out to J. & G. Smith.

Mrs. J. G. Welsh, hardware and tinware merchant, Ripley, has sold out to W. H. Goodhue.

The J. F. Pease Foundry Co., Toronto, have changed the style of their firm name to The Pease Foundry Co.

The R. J. Doyle Mfg. Co., manufacturers of brick, tile, paints, etc., Owen Sound, have assigned to E. Jackman.

R. J. Dodds, proprietor of planing mill, Orangeville, has assigned to A. A. Hughson; meeting of creditors March 14th.

J. Dixon, carriage maker, Toronto, is retiring from business, and has advertised his stock for sale by auction March 31.

The assets of the estate of G. Middleditch, proprietor of foundry, etc., Ridgetown, are advertised to be sold by auction March 18.

QUEBEC.

S. Durocher, saddler, Sorel, is dead.

The Dominion Valve Co., Montreal, have registered.

The Siche Engine Co., Montreal, have registered.

The Standard Coal Co., Montreal, have registered.

Pepin & Blais, carpenters, Montreal, have registered.

The Wharf Scales Co., weighers, Montreal, have registered.

Bithell & Bros., saddlers, etc., Montreal, have registered.

MacDuff & Fournier, saddlers, Montreal, have registered.

J. A. Lochance, tinsmith, Stanfold, has sold out to J. Thibault.

The assets of P. Sicard, plumber, Montreal, have been sold.

Quinlan & Robertson, contractors, Montreal, have registered.

A. Ellison & Son, metal merchants, etc., Montreal, have registered.

Watt & Connolly, wood and coal dealers, Montreal, have registered.

IVER JOHNSON
AUTOMATIC
REVOLVERS

RUSSIA and JAPAN
large consumers of
Iver Johnson Revolvers

They are both quick to recognize the value of a good Arm large or small, hence, are large consumers of our product.

A reliable weapon of defence that can be absolutely depended upon, and which cannot be accidently discharged, appeals to

All People of All Nations.

Send for Catalogue of Bicycles and Fire Arms.

IVER JOHNSON'S ARMS & CYCLE WORKS,

New York Office, 99 Chambers Street. FITCHBURG, MASS.

J. P. Maison, wholesale and retail hardware merchant, Montreal, has registered.

Cote & Robitaille, carpenters, Ancienne Lorette, have dissolved partnership.

Baril & Desrosiers, hardware merchants, Montreal, are starting in business.

H. J. Ross has been appointed liquidator for the Montreal Silicate Brick Co., Montreal.

Consent of the assignment of E. David, contractor, Lonqueil and Montreal, has been filed.

The Dominion Non-Interfering Hydrant Automatic Valve Co., Montreal, have dissolved partnership.

Lefaivre & Taschereau have been appointed curators to the V. & B. Sporting Goods Co., Quebec.

Gingras & Nadeau, plumbers, Levis, have registered.

The stock of P. P. Giguere, plumber, Quebec, has been sold at 17c. on the dollar to P. P. Giguere & Co.

J. Bornais, proprietor of saw and planing mill, St. Raymond, is offering to compromise at 20c. on the dollar.

J. McD. Hains has been appointed provisional liquidator for the Sleeper Engine Co., Montreal, the assets of which are to be sold.

Lajeunesse & Frere, hardware merchants, Quebec, are dissolving partnership; each partner will continue in business on his own account.

The assets of the Locomotive & Machine Co., Montreal, have been taken over by the American Locomotive Co., who have assumed all liabilities.

MANITOBA AND N.W.T.

The Winnipeg Electric Co., Winnipeg, have dissolved partnership.

Lovegrave Bros., harness makers, etc., Newdale, are retiring from business.

W. Shoults & Son, railroad contractors, MacGregor, have dissolved partnership.

The Western Hardware Co., Regina, have been succeeded by the Western Hardware Co., Limited.

J. Maw & Co., wholesale carriage dealers, etc., Winnipeg, have been succeeded by J. Maw Co., Limited.

NOVA SCOTIA.

Denovan & Brennan, tinsmiths and plumbers, Halifax, have been burnt out.

G. Young, of J. & G. A. Young, ship chandlers and contractors, Dartmouth, is dead.

NEW BRUNSWICK.

J. R. McConnell, lumber merchant and proprietor of saw mill, Marysville, has assigned.

BRITISH COLUMBIA.

The Hayes Lumber Co., proprietors of saw mill, Elkmouth, have been succeeded by the Elkmouth Lumber Co.

The Trail Hardware & Plumbing Co., Trail, have sold their hardware stock to N. Wilmas, and have dissolved partnership.

H. S. HOWLAND, SONS & CO., LIMITED

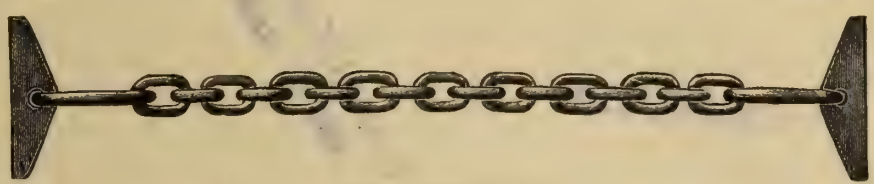
37-39 West Front Street, **Toronto.**

RETURNED
MAR 15 1904.
Cut Book 16
Page 79

Lumbermen's Supplies.

Rafting Chains.
Sizes from ⅜ to 1⅜ inch.

Round Hook
For General Use.



Toggle Rafting Chains.
Sizes ranging from from ⅜ to 1⅜ inch.

Flat Hook.
For General Use.

Long or Short Link Log Chains.
Sizes from ¼ to ⅝ inch, with or without swivel.

Repair Link.
Bright, Open Link.

Repair Link.
Japanned Ingall.

Pike Poles.

Cant Hooks.

Peavies.

FOR FULLER PARTICULARS, SEE OUR HARDWARE CATALOGUE.

H. S. HOWLAND, SONS & CO. LIMITED, Toronto.

WE ship promptly — GRAHAM NAILS ARE THE BEST. — **OUR** prices are right

Factory: Dufferin Street, Toronto

all in Cut Book 16
Page 79

Announcement.

The Dodge Manufacturing Co. of Toronto, Limited, beg to announce to their many friends and customers in Eastern Canada, that they have opened up a

MONTREAL BRANCH

for the more ready distribution of their Standard Lines of Transmission Machinery in the East.

Mail Orders, Telephone Orders, and Wire Orders

ADDRESSED TO

Dodge Manufacturing Co.

419 St. James St.,

'Phones, Main 2412. " 2442.

MONTREAL, QUE.

Will receive our usual prompt attention.

THE AUER GAS LAMP

"Turns night-time into day-time"

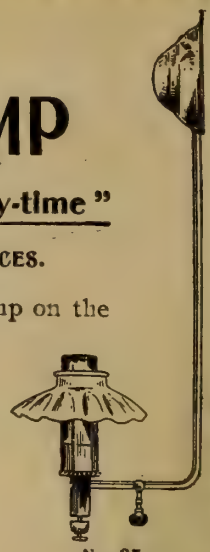
NEW MODELS. LOWER PRICES.

We offer you the best made lamp on the market, built scientifically.

We offer you a lamp that will light your store for half the cost of kerosene.

We offer you a lamp that is safer than a coal oil one.

We offer you a lamp which you can sell at a good profit.



No. 25
100 Candle Power.

Do you want the Agency for it?

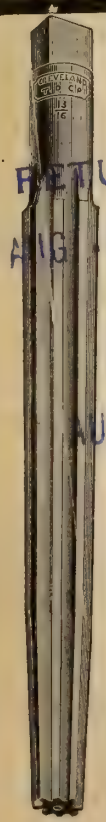
THEN WRITE FOR OUR CATALOGUE AND DISCOUNTS.

EVERY LAMP GUARANTEED.

AUER LIGHT CO., 1682 NOTRE DAME ST., MONTREAL.

A FEW OF THE LINES WE HANDLE

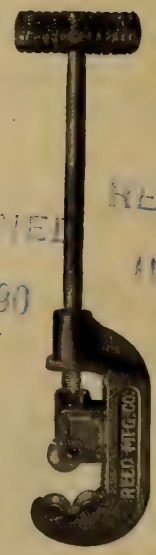
We carry a large stock. Prompt shipment in all lines.



Taper Reamers.

Westcott Wrench.

Oster Tap Wrench.



Reed Pipe Cutter.

SEND FOR OUR CATALOGUE.

THE FAIRBANKS COMPANY

MONTREAL. TORONTO. WINNIPEG. VANCOUVER.

MACHINERY

THE MACHINERY MARKET.

Quebec.

Office of HARDWARE AND METAL,
232 McGill Street.
Montreal, March 10, 1904.

THE chief topic of conversation in local machinery circles is the absorption of the Locomotive and Machine Company by the American Locomotive Company. The merging of these two companies was foreshadowed in our last issue. From time to time references have been made to the financial difficulties of the Locomotive and Machine Company. The energetic group of capitalists who backed the scheme erected in an incredibly short space of time one of the most complete plants in existence. When all was completed they found that their enterprise had been too ambitious for their capital and they were unable to commence active operations. It became evident that if the enterprise were to be made a sucess additional capital must be secured.

At the same time it was known that the American Locomotive Company were anxious to commence operations in Canada. Railway men the world over are interested in the coming era of railway expansion in Canada which will demand an increasing number of locomotives. The British manufacturer having the advantage of a preference in our markets and the duty on some locomotives amounting to three to six thousand dollars, the American Locomotive Company decided to locate in Canada.

For over two weeks direct negotiations were in progress between the managements of the American Locomotive Company and the Locomotive and Machine Company. Matters came to a head on Monday when S. R. Calloway, of New York, and A. J. Pitkin and H. C. Heguenburg, of Schenectady, N.Y., arrived in Montreal. They had a conference with Roger Miller, J. T. Davis and M. J. Haney, representing the local concern, which resulted in the merging of the two companies. The plant is to be put in shape immediately for the construction of from 150 to 200 locomotives per year.

In connection with the locomotive plant there is also a large plant for the manufacture of structural steel and it is the intention to operate this also at its full capacity.

General machinery conditions show some improvement this week. It would be a mistake to suppose that there has been any boom for the market has not been quite up to expectations this Spring. Nevertheless there is in almost all lines a much better feeling and the indications point to a very considerable improvement.

In machine tools there are several large buyers on the market. The Fairbanks Company secured a good proportion of the C.P.R. order for machine tools for their new Winnipeg shops. Some other orders went to New York firms. Among other buyers on the market is the new Easlein Automobile Co. in which U. H. Dandurand, real estate agent, is interested. This concern is building on Bleury street this Spring. Several local houses are bidding for the tool supplies.

The demand for engines and boilers continues steady with no new features of importance to note. Engines of small horse-power are in the greatest request.

Wood-working machinery is still in good request and one or two more sawmill outfits have been sold to buyers in the province. It is still impossible to ship to any points except on the main lines.

Ontario.

Office of HARDWARE AND METAL,
10 Front Street E.
Toronto, March 11, 1904.

THE weather has not been so severe during the past week and as a consequence the blockade on the railway lines has been relieved to a great extent. Consequently more shipments have been made this week than for several weeks and the general outlook is much brighter than for some weeks. Local machinery dealers report an increase in the number of enquiries, and the general indications are that it was the severe weather that caused the slump in the machinery trade. During the past weeks very few travellers have been out, but next week will see them out in full force again. This factor in itself will make things brighter during the week to come.

The two prominent features of the market this week are sawmill outfits and engines and boilers. Still engines and boilers keep their position on the market firmly, the position which they have occupied since the first of the year. There have been quite a few sales this week and numerous enquiries. Enquiries for sawmill outfits have been numerout, and a few orders have been placed with local dealers.

The demand for iron-working machinery is fair, but there is no advancement to be reported since last week. General wood-working machinery is receiving some attention, a few enquiries having been received.

Perhaps conditions on the electrical machinery market are more encouraging than in any other line of machinery. Local manufacturers are running their plants to their full capacity and are receiving any number of enquiries. One local manufacturer said that this amount of business at this time of the year was very unusual. He says that they have as much business on hand at the present time as they had last Fall. This is especially encouraging since not until May or June is generally a rather off season, the busiest time of the year not coming until August or even September.

Gas and gasolene engines are in fair demand, local dealers making several sales, and receiving quite a number of enquiries.

New York.

The Iron Age says of the New York market:

Evidences of improvement are to be found in several branches of the machinery trade. Some fairly good sized orders were booked by machine tool dealers and their mail during the last week has brought assurances of future betterment

of trade to materialize in the near future. Some of the long anticipated railroad propositions appear to be approaching the stage of consummation. In electric travelling cranes there has been special activity in this city. This is largely due to the interest attached to the big order of the International Steam Pump Company. Members of the engine boiler and steam specialty trades are showing market signs of hopefulness, and we are informed on good authority that the large electric projects which have been contemplated for the Metropolitan district are evincing considerable more life than they have displayed for some time past. In this connection a good deal of attention is being paid to the project of the Public Service Corporation of New Jersey, who contemplate the construction of a power station in the Hackensack Meadows, which, we are informed, is to form the nucleus around which a gigantic high tension station is to be built to eventually supply all the electric railway lines in Northern New Jersey.

Steam Consumption.

THE most reliable method to determine the steam consumption of an engine, says Mining and Scientific Press, is to make an evaporation test; that is to measure the water fed to the boiler in a given time and delivered to the engine in the form of steam. This method, however, entails considerable trouble and expense. So engineers often figure out the water consumption from indicator diagrams. The term water consumption and steam consumption are here used indiscriminately, for a pound of water will produce a pound of steam at any pressure. Figuring that way can never be wholly accurate, because the data requisite to insure results are not thus procurable. That is, the amount of water accounted for by the indicator is always considerably less than it ought to be because of cylinder condensation, valve and piston leakage, to the extent that it might be that only 50 per cent. or at best not more than 90 per cent. of the water passing through the cylinder would be accounted for by the indicator. But if the cylinder were properly steam jacketed, or if superheated steam were used, and there were no leakage of steam from valves or pistons, the water consumption could be closely calculated from an indicator diagram

MACHINERY AND ELECTRICAL NOTES.

The Intercolonial Railway is to be double tracked between Bedford Bridge and Windsor Junction.

The name of the J. F. Pease Foundry Co., Limited., has been changed to Pease Foundry Co., Limited.

The machinery for the new pit head of the Western Fuel Co., at Departure Bay, Vancouver Island, is now en route.

The Jones & Moore Electric Co., Toronto, have just shipped 2 motors, a 40 h. p. and a 20 h. p., to H. C. Fontaine, Coaticook, Que.

A prominent manufacturer of Berlin, Ont., C. K. Hagerdorn, reports that the Redpath Co. of that town are preparing to manufacture automobiles.

The Kemp Manufacturing Co., Toronto, Ont., has just had a 40 h. p. electric motor installed by the Jones & Moore Electric Co., Toronto.

The Morris Manufacturing Co., Hartney, Man., are now installing their machinery, and it is expected that they will be in operation in six weeks.

Duchesneau & Co., Hartney, Man., are enlarging their carriage factory and machine shop, and are about to install another engine and a number of iron working machines.

The Ingersoll Electric Power & Light Co., Ingersoll, Ont., are installing two new generators of 75,000 watts each to their plant. A 200 horse power engine is also being added to the plant.

The ratepayers of Moose Jaw, N. W. T., have carried a by-law to raise $150,000 for water works, sewers and electric lights, and also $10,000 to assist in the erection of new municipal buildings.

The J. F. Brown Furniture Co., Toronto, have just had 2 generators, one of 1,000 light capacity and the other of 500 light capacity, installed by the Jones & Moore Electric Co., Toronto.

At the meeting of the Provincial Mining Convention, held in Victoria, B. C., recently, the tariff on mining machinery was discussed, and a committee was appointed to urge the Dominion Government to make certain concessions.

The Stayner Light & Power Co., Limited, Stayner, Ont., have been incorporated with a capital of $40,000, to operate works for the production of electricity for light, heat and power purposes. The directors are: J. S. Knox, M. Gartlan, and S. L. Devine, all of Stayner.

The Levy, Weston & McLean Machinery Co., Limited, Toronto, have just shipped a saw mill outfit, together with engine and boiler, to the Hobbs Lumber Co., Powassan, Ont. This is a new firm who are just establishing their plant. This machinery firm are also shipping a 200 h. p. gasoline engine to D. Hooker brick tile manufacturer, Welland, Ont.

J. R. Woodward, representing the Eastern Townships Mining & Smelting Company, appeared before the city council of Sherbrooke, Province Quebec, recently and asked for assistance from the city for the projected enterprise. The company intend having a subscribed capital of $40,000, and will erect a copper smelter and plant to cost $25,000. The amount of bonus asked for is $10,000, with exemption from taxation for ten years.

The International Coal & Coke Co. have recently opened a new town, Colman, four miles west of Blairmore. The company purpose operating extensive coal mines there, also coke ovens, one hundred of which are to be built this Summer. Colman is to be an open town; no company hotels, stores, etc. There is already a first-class hotel with 40 bedrooms. Two first-class hardware stores, one bank, several general stores have been started. Altogether Colman looks like a very prosperous town.

Transmission Rope Contract.

The Consumers' Cordage Company, Montreal, are supplying all the transmission rope used in the new Montreal elevator. This company have always made a specialty of transmission rope and this large contract is but another evidence of the esteem in which their goods are held. The contract is, of course, a large one, and the Consumers' Cordage Company are to be congratulated on having secured it.

An Advertiser's Error.

IN the advertisement of the Canada Corundum Co., Toronto, in last week's issue of Hardware and Metal, the following sentence appeared:

It is the presence of emery in the corundum that gives to it its abrasive qualities.

This should have read:

It is the presence of corundum in the emery that gives to it its abrasive qualities.

The point the advertiser was drawing attention to was that emery is an impure form of corundum. It contains about 20 per cent. to 40 per cent. of corundum (free crystalline alumina), the remaining 60 per cent. to 80 per cent. being oxide of iron, silica, etc., and also combined alumina, which last has no cutting power. The 20 per cent. to 40 per cent. (the corundum) cuts, while the 60 per cent. to 88 per cent. rubs and burns. This is why an emery wheel will glaze; it is why it will destroy the temper of a steel tool. Corundum itself is a cold cutter, it takes a clean bite without rubbing.

Get a

Canada Cheque Protector

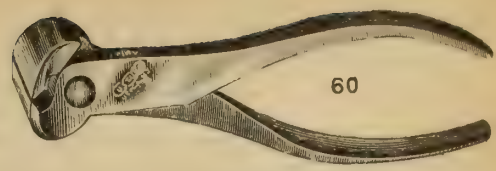
P-R-I-C-E, $12.00

Manufactured by the

Hamilton Stamp & Stencil Works,

HAMILTON, ONT.

Utica Bull Dog End Cutting Nipper



A tool unequalled for cutting qualities, is forged from our special tool steel and warranted free from defects.

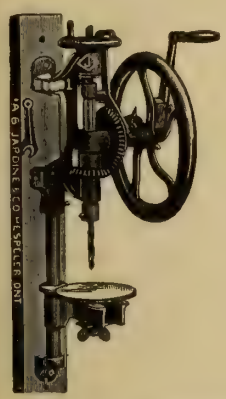
Send for the "Green Book" of Hardware Specialties for full description and price.

Utica Drop Forge & Tool Co.
Mfrs. of Nippers and Plyers.

The Smith, Hemenway & Co.,
Mfrs. of Cutlery and Hardware Specialties.

296 BROADWAY, NEW YORK, NEW YORK.

Canadian Sample Room: 215 Coristine Bldg., MONTREAL, ALLEN C. JENKINS, Canadian Manager.



Blacksmiths' Hand Drills.

The very best.

A. B. JARDINE & CO.
HESPELER, ONT.

H. & R. SINGLE GUN AUTOMATIC AND NON-EJECTING

12, 16 and 20 Guage.
Steel and Twist Barrels

Superior in Design, Workmanship and Finish, and the most popular Gun on the Market.

Simplest "Take Down" Gun Made

HARRINGTON & RICHARDSON ARMS CO.
Also makers of H. & R. Revolvers.
Catalog on request. Worcester, Mass., U.S.A.

The Hamilton Steel & Iron Company LIMITED

HAMILTON, - CANADA.

OPEN HEARTH

STEEL CASTINGS

OF ANY WEIGHT.

MADE IN CANADA

Stitched Cotton Duck Belting

Superior to all others.

FOR

Agricultural Machines, Elevators, Pulp and Paper Mills, Cotton, Woollen, Cement and Saw Mills, Machine Shops and Electric Powers.

MANUFACTURED BY

DOMINION BELTING COMPANY Limited

HAMILTON, CANADA.

USE OUR

"MAPLE LEAF BELT DRESSING"

HOW DO YOU DO!

HAVE YOU USED

Manganese Anti-Friction Metal?

The Babbitt that is made of the very best virgin metals and fully guaranteed.

SYRACUSE SMELTING WORKS

MONTREAL NEW YORK SEATTLE

ASK YOUR DEALER FOR IT.

Patents Granted in Canada.

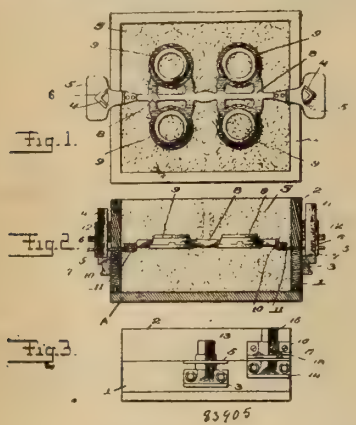
An authoritative report of patents granted by the Canadian Patent Office for recipes and devises of interest to HARDWARE AND METAL readers.

Moulder's Flask and Gate.

GRANTED Stanton Griffith, Beloit, Wisconsin. Claim: 1. In combination, a drag having guide pins, guides, suitably mounted on said pins, and a pattern carrying gate supported directly by said guides.

2. In combination, a drag having guide pins, guides suitably mounted on said pins, and a pattern carrying gate supported directly by said guides and adjustable with relation thereto.

3. In combination, a cope, a drag provided with guide pins, guides provided with flanges for co-operation with said pins, and a pattern carrying gate supported directly by said guides, the construction and arrangement being such that there is a flush joint between the opening faces of the cope and the drag, save for the limited spaces where said guides pass between said cope and drag.



4. In a moulder's flask, a pattern carrying gate, guides by which said gate is directly supported, a drag, means on said drag and co-operating with said guides whereby a right line movement is obtained during the drawing of the patterns.

5. In a moulder's flask, in combination, a pattern carrying gate, guides by which said gate is directly and adjustably supported, a drag, and means upon said drag co-operating with said guides whereby a right line movement is obtained during the drawing of the patterns.

6. In combination, a pattern carrying gate and guide members therefore, said pattern carrying gate being supported directly by said guide members.

7. In combination, a pattern carrying gate and guide members therefore, said pattern carrying gate supported directly by said guide members, and adjustable with relation thereto.

8. The combination of a drag and a pattern carrier having guide members in connection therewith co-operating with guide members on said drag, a cope, co-operating guide members on said cope and drag, independent of said first-mentioned guide members.

9. A pattern carrier comprising a gate 8, to which the patterns are suitably connected, the guide plates 5 directly supporting the ends of said gate.

10. A pattern carrier comprising a gate 8, to which the patterns are suitably connected, guide plates 5 directly and adjustably supporting the ends of said gate.

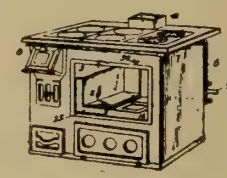
A Range.

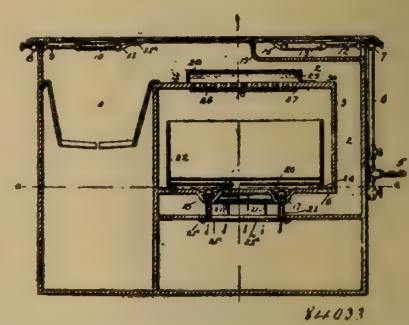
Granted John F. Ruth, co-inventors, St. Louis, Missouri. Claims: 1. The improved range, comprising an oven having a depression in its bottom whereby the remaining portion of the bottom is undisturbed, a fire box, a smoke passage leading from located within the said depression in the bottom of said oven and completely shielded from the smoke passage so that both gas and solid fuel may be burned at the same time and at different times without changing any of the parts, substantially as specified.

2. The improved range, comprising an oven having a depression in its bottom whereby the remaining portion of the bottom is undisturbed, a fire box, a smoke passage leading from said fire box and passing over and under the oven in order to supply heat to all sides thereof when solid fuel is used, a gas burner located within the said depression in the bottom of said oven and completely shielded from the smoke passage so that both gas and solid fuel may be burned at the same time and at different times without changing any of the parts, and vertical pipes 21 connecting said depression and passing through the outer wall of the smoke passage beneath the oven for the purposes of supplying air to the said burner, substantially as specified.

3. The improved range, comprising an oven having a depression in its bottom whereby the remaining portion of the bottom is undisturbed, a fire box, a smoke passage leading from said fire box and passing over and under the oven in order to supply heat to the sides thereof when solid fuel is used, a gas burner located within said depression in the bottom of said oven and completely shielded from the smoke passage so that both gas and solid fuel may be burned at the same time at the different times without changing any of the parts, vertical pipes 21, connecting said depression and passing through the outer wall of the smoke passage beneath the oven for the purpose of supplying air to the said burner, a secondary oven having a vertical wall and an open top and provided with the downwardly extending flange 25, which rests in contact with the bottom of the oven at the front thereof and compels the flames to pass rearwardly, and means for ventilating the oven, substantially as specified.

4. In a range, an oven having a portion 17 of its bottom depressed to form a burner seat, a burner 18 carried within said depressed portion and having its upper side even with the bottom of the oven, arms 20 rigid with said burner for holding it out of contact with the portion 17, a smoke passage 2 passing under the oven, pipes 21 leading through the smoke passage and through the depressed portion 17 of the oven bottom and terminating underneath the burner, a damper for controlling said pipes, openings 26 in the top of the oven, a damper for controlling said openings, a shield 28 above the oven and covering





the openings 26, and a damper 29 for closing said shield, substantially as specified.

5. In a range, an oven, a smoke passage passing underneath said oven, a burner seat 17 formed in the bottom of said oven, a burner 18 carried within said burner seat and completely shielded from the smoke passage and having arms 20, whereby it is held out of contact with the burner seat, air pipes 21 passing through the smoke passage under the oven and leading into the burner seat below the burner 18, a damper for controlling said pipes, and a valve controlled passage at the top of the oven through which the fumes may be permitted to pass, substantially as specified.

6. A range constructed with a fire box and a smoke passage and having heating holes at its top above the fire box and above the smoke passage, an integral partition wall 15 located in the smoke passage and shielding a number of the heating holes from the smoke.

Persons addressing advertisers will kindly mention having seen their advertisement in Hardware and Metal.

Don't Forget the Name...

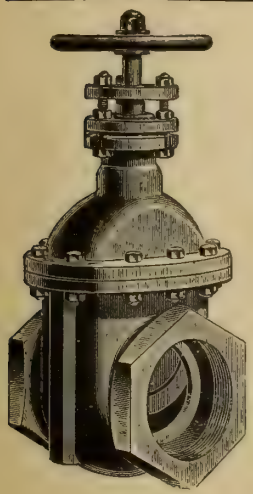
NEWMAN'S INVINCIBLE

FLOOR SPRINGS

Strong, Quick, Reliable, Effective.

Will close a door against any pressure of wind. Far ahead of ordinary door springs, pneumatic or otherwise. Ask your wholesaler.

W. NEWMAN & SONS, Birmingham.



BUY KERR VALVES.

They give satisfaction every time,

Catalogne on application.

The Kerr Engine Co. LIMITED

Walkerville, Ont.

SPECIFY

TRADE **PENBERTHY** MARK.

INJECTORS

PENBERTHY INJECTOR CO., LIMITED.

BRASS MFRS. **Windsor, Ont.**

TRUCKS

for **Warehouse** and **Factory.**

Save You Money

Do Men's Work

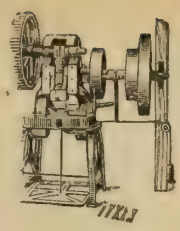
Draw no Salary

Our Trucks are guaranteed satisfactory. Turn in their own length.

MADE IN CANADA.

H. C. Slingsby for Canada.

Factory, Ontario Street, Temple Building, **MONTREAL.**



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SARNIA, ONT.

Manufacturers of

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H. W. Petrie, 141-145 Front Street West, TORONTO—Selling Agent.

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STAR
SPECIAL
HERCULES
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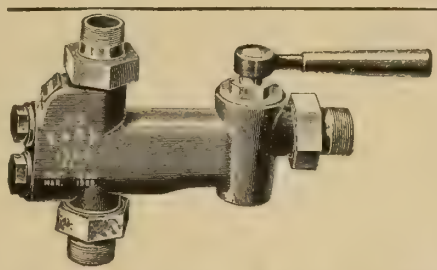
QUALITY & PRICE TO SUIT ALL GRADES OF WORK.

THE **CANADA METAL CO.**

WILLIAM ST., TORONTO. TELEPHONE MAIN 1729.



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A DOUBLE-TUBE MACHINE AT SINGLE-TUBE PRICE.

Write for Price List.

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Head Office and Works, - TORONTO, ONT.

District Offices — Montreal, Halifax, Ottawa, Winnipeg, Vancouver, Victoria, Rossland.

CRYSTAL REGISTERED TRADE MARK CORUNDUM

WHAT THE

UNITED STATES GOVERNMENT SAYS:

"Emery is a mechanical admixture of corundum and magnetite or hematite. It is, of course, the presence of corundum in the emery that gives to it its abrasive qualities and makes it of commercial value, and the abrasive efficiency of emeries varies according to the percentage of corundum they contain."—*Bulletin No. 180, Department of Interior.*

Emery is about 35% Corundum. Craig Mine Corundum is 98% Corundum.

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The Canada Corundum Company, Limited

TORONTO, CANADA.

Are we honest,

think you, in urging you to believe that **COLONIAL POULTRY FOOD** and **COLONIAL STOCK FOOD** are **the very best of their kind ?**

We know what competitive foods are, and it is this knowledge that makes us the more insistent as to the merits of ours.

Colonial Foods are the best, and they pay the best.

Colonial Poultry Food

Packed in 3 and 6-doz. cases ; 1-lb. cartons.
Retails at 25c. per pkge.; costs $1.25 per doz.

Colonial Stock Food

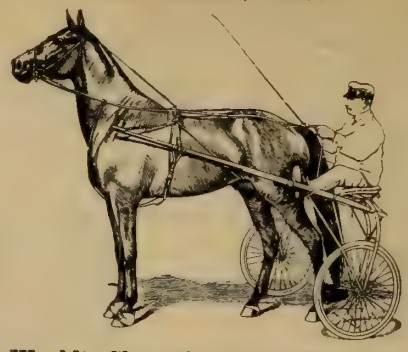
6-doz. 10c. pkgs., @ .75 doz.
3-doz. 25c. " @ 2.00 "
Holds almost 3 lbs.

2-doz. 50c. pkgs., @ 4.00 doz.
Holds 6 lbs.
25-lb. Pails, - @ 1.30 each.
Retails for 2.25.

Write us for the Agency.

THE COLONIAL STOCK FOOD COMPANY
TORONTO.

DAN PATCH, 1.56¼



World's Champion Harness Horse.

COLDWATER, ONT.,
HARDWARE & METAL,
TORONTO.

Dear Sirs:—Your favor of the 29th January to hand re International Stock Food. I have only had their agency for about three months, and must say I have had great results and the best of satisfaction from International Stock Food.

International Stock Food not only pleases the merchant who sells it, but also makes a customer for me at every place where I put the goods in. International people know how to advertise so well that I have scarcely any effort in selling their food, as the farmer understands exactly what he wants from the way the firm advertises direct to the farmer. I have never handled a line of goods that gave me better results. Yours truly,

(Sgd.) H. M. BORLAND.

INTERNATIONAL STOCK FOOD

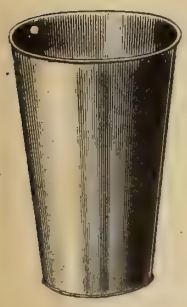
INTERNATIONAL STOCK FOOD will prove the best specialty line you ever handled, being a ready seller and netting you a large per cent. of profit. Over 40,000 dealers are to-day handling these goods, among them being many hardware men. We are anxious to increase the number of our agents, and would like to have you drop us a card so that we can furnish you with full particulars of our Special Dan Patch Lithograph Offer.

Address at once

INTERNATIONAL STOCK FOOD CO.,
TORONTO, CANADA.

A LARGE COLORED LITHOGRAPH OF DAN PATCH FREE TO ANY READER OF THIS PAPER.

SAP PAILS and SPILES



STRAIGHT PATTERN

These goods will be needed before long, and your customers may ask for them any time now.

If you require either spiles or pails we can ship you any quantity the same day the order reaches us.

Sap Pails

Made in six sizes in both straight and flaring patterns.

"Eureka" Cast Iron Sap Spiles

FLARING PATTERN

The superiority of these spiles over all others is well known to the trade

Tinned and Galvanized Iron in the following sizes and gauges, for sap pans always in stock.

Tinned Iron	*Galvanized Iron*
48x96x20	48x96x22
48x96x22	36x96x22
48x96x24	36x96x24
36x84x22	
36x84x24	

Prompt Shipment Guaranteed.

The McClary Manufacturing Co.

London, Toronto, Montreal, Winnipeg, Vancouver, St. John N.B.

"EVERYTHING FOR THE TINSHOP."

HARDWARE AND METAL

President:
JOHN BAYNE MACLEAN,
Montreal.

The MacLean Publishing Co.
Limited

Publishers of Trade Newspapers which circulate in the Provinces of British Columbia, North-West Territories, Manitoba, Ontario, Quebec, Nova Scotia, New Brunswick, P.E. Island and Newfoundland.

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TOURIST TRADE.

SIGNS are not wanting that the Summer of 1904 will see an unprecedented rush of tourists and Summer visitors to Canada, and the wise merchant will spend some of the leisure time which the snow blockade has given him in planning ways and means whereby this profitable tourist trade may be secured. Canada is now "looming large" before the British public and the number of English visitors to Canada is bound to be largely increased. The newspapers have remarked on the large number of English tourists who have braved the rigors of an exceptionally severe Winter and have enjoyed themselves. When such large numbers have come in Winter how many may we not expect during the Summer months?

But perhaps the greatest increase may be expected from the United States where the wealthy classes in their search of Summer enjoyment are becoming more and more interested in Canada. That the great railways realize the possibilities of this trade is evidenced by the increasing attention which they are devoting to the task of attracting tourists. L. O. Armstrong, colonization agent for the C.P.R., attended the Sportsman's show held recently in New York and he has returned to Canada more than ever impressed with the possibilities of this class of trade. He found the wealthy classes taking more interest in the show than ever before and inspired with an ever increasing love of a life such as is offered in and about Canadian woods, streams and lakes. He found that many of the wealthiest people in the United States are arranging for a Summer's outing in Canada, some at the regular Summer resorts and some in British Columbia, the Northwest, and the northern portions of Ontario and Quebec. The lake regions of Southern Quebec and the natural beauties of the Maritime Provinces also claimed their admirers.

The delights of Canadian Summer resorts and the pleasures of a Summer in the Canadian lake regions were placed before the visitors at the Sportsman's Show by the representatives of the Canadian railroads and the result is bound to be a larger influx than ever of American visitors.

The C.P.R. had a very large exhibit at the show and its corps of ten guides, some from British Columbia, some from the northern posts of the Hudson Bay Company, and others from the northern sections of Ontario and Quebec were kept busy arranging details with parties for next Summer. In previous years, the railways have had difficulty in finding a sufficient number of trained guides, and the C.P.R. is now contemplating the establishment of a school for the instruction of guides. This shows that one railway at all events is thoroughly in earnest.

Now what does all this mean to the merchant in Canada? It means that many Canadian towns are to see a great influx of visitors this Summer the majority of whom have money to spend and are willing to spend it. In a town where tourists may be expected, the merchant should make a special effort to cater to this class of trade. If possible, souvenirs of local interest should be collected for this trade. The merchant could gather many ideas by a visit to city shops where such goods are sold. But trade need not be confined to souvenirs. There are many staple articles which will be required during a Summer's visit and this class want the best. The merchant whose town is favored by the Summer visitor should prepare to supply this trade.

THE RECIPROCITY QUESTION.

IT is not sound economically to contend that reciprocity in its proper sense with the United States would not be a good thing commercially.

Reciprocity with the United States is not a defunct issue because it is an undesirable international business arrangement. It is because the people of Canada are as fully persuaded as they are of their existence that reciprocity, as the compilers of dictionaries, economists and business men understand the term, is not so understood in the United States. And yet we were told 13 years ago by a writer in the North American Review that the word was first officially used in 1782 in the provisional treaty of peace between Great Britain and the United States.

"Mutual equality of rights and benefits" is the definition of reciprocity according to one of their own lexicographers. But the interpretation they put upon it is the very opposite of the root meaning of the word. No arrangement which does not allow at least 90 per cent. of the advantage to accrue to them is acceptable.

Our tariff is about 50 per cent. lower than that of the United States and as they already sell us about $66,000,000 worth more of merchandise than they buy from us they should, as an evidence of their good intentions, approximate their tariff to ours. Both countries would be then on an equal footing and perhaps nearer than they now are to the starting point for an equitable reciprocal arrangement.

In the meantime the National Board of Trade, manufacturers' associations and other commercial bodies in the United States may pass many resolution of the Dominion could readily, by matter. It may help them to appreciate Canada and perhaps incidentally to learn what reciprocity really means. But until they bring forth fruits meet for repentence there is not even a possibility of reciprocity with Canada being obtained.

NOT THE MAN FOR THE PLACE.

London, March 2.—The Daily Chronicle, referring to the rumor that Sir Richard Cartwright is to succeed Lord Strathcona, says that the former is a slashing debater, a man of culture and a friend of the late W. E. H. Lecky.

THE above press despatch refers to a rumor which has from time to time gained considerable credence on this side of the Atlantic. It is to be sincerely hoped that "there's nothing in it."

Sir Richard Cartwright is one of the foremost public men of Canada, one of the most effective debaters in the Canadian House of Commons; his career has been as honorable as it has been long. He has, in fact, fairly earned the title of "Nestor of the Canadian Parliament."

Yet he is not the man to succeed Lord Strathcona in London. The office of Canadian High Commissioner is one that calls for strenuous and virile business enterprise and progressiveness in addition to its social and diplomatic obligations.

Lord Strathcona has been a business man in the truest sense and his presence in London has done much to establish better business relations between the two countries. But even with Lord Strathcona in authority not enough attention has been paid to the needs of the industrial and commercial interests. So strong has been the agitation for improvement in this regard that Parliament voted $25,000 toward the establishment of a commercial agency in London.

The responsibility for the expenditure of this money rests with Sir Richard Cartwright as Minister of Trade and Commerce. What has he done? What steps have been taken toward the establishment of this agency, which is so seriously needed and so insistently demanded by the business interests of Canada? We are still waiting to hear of the first step in the right direction, the first move in this matter. And from present indications we are likely to continue waiting—for how long none can say!

It is not surprising in view of Sir Richard's seemingly contemptuous indifference to this matter, to his inaction where prompt and progressive action was looked for, that Canadian business men should look upon his appointment to the office of Canadian High Commissioner in London with serious misgivings; more, even with anger.

If Sir Richard Cartwright is sent to London as Canada's representative the social and diplomatic duties may safely be entrusted to him, but another man of proven ability must be sent to take care of Canada's business interests. Such men are to be found in the Dominion Parliament if that be deemed advantageous. Out of the House there are many men of the right type.

In the meantime it is to be hoped that influence may be brought to bear upon Sir Richard to induce him to establish the commercial agency in London for which the necessary money has been set aside.

THE NEW ASSESSMENT BILL.

ON Tuesday the Municipal Taxation Committee of the Ontario Legislature completed its labors, and in the afternoon reported the same to the house. The principal amendments to the bill are in substance as below:

Distillers will pay a business tax on a basis of 150 per cent. of the real estate assessment instead of 125 per cent., while the brewers will pay on 75 per cent. instead of 100, and 60 per cent. on malting house portions.

Manufacturers will pay 60 per cent. instead of 50 per cent. and dividend tax; they are not to be considered as wholesalers because of selling by wholesale goods of their own manufacture.

Retailers in cities of over 50,000 pay on 25 per cent., in other cities 30 per cent., and in town and other municipalities 35 per cent.

Clubs that do not sell fermented liquots or supply meals are put in the 25 per cent. class instead of 50.

Coal and wood and lumber dealers pay 50 per cent. instead of 25.

For professional men occupying premises used partly for residence and partly for business 50 per cent. of the assessed value of the premises occupied is to be considered as a full assessed value, and they will pay on a basis of 50 per cent. of that assessment

Hotels have been taken out of the 50 per cent. class and placed in the 25. The shop licenses remain in the 50 per cent. class.

Curling rinks are exempted from business tax; they were in the 25 per cent. class.

Electric railways are classed with street railways on a 50 per cent. basis.

The minimum amount of the business assessment of any person is raised from $150 to $250. Persons are exempted from paying business tax on dividends derived from industrial concerns.

Brokers, financial agents, manufacturers' agents, or other agents who sell goods by sample only pay on income, and not on business assessment, but all commercial agents not included in that list are to pay a business tax on a basis of 50 per cent. of premises or portions of premises occupied.

All of these, it must be remembered, have yet to be adopted by the house, and there is likely to be a keen discussion before some of the bill becomes law.

INQUIRIES FOR CANADIAN GOODS.

Among the inquiries from the Canadian Government office in London, Eng., is a firm asking to be placed in touch with Canadian manufacturers of blind lathes. Another firm seeks through the Imperial Institute to be placed in communication with Canadian importers of glass bottles of various kinds. The names of the enquirers may be obtained from the editor of Hardware and Metal.

A BRITISH VIEW OF CANADIAN PREFERENCE.

FROM time to time many utterances of British statesmen, economists, business men, etc., regarding the rebate of 33 1-3 per cent. given British exporters from the Canadian customs duty have found their way across the Atlantic.

Some speakers have recognized in this preference a decided advantage; others are firmly convinced that its value is microscopic, if existant. In fact the general impression, according to views which reach Canada, in Great Britain seems to be that the Canadian preference to British goods has sprung from a fine patriotic motive but has been of no practical advantage to British manufacturers. An instance of this viewpoint just to hand is the following article, reproduced from the Iron and Steel Trades Review, London, February 27:

It is constantly stated that the special rebate on duties on British goods imported into Canada has resulted in a great increase in our trade with the Dominion. This is used as an argument to prove that the introduction of the system in our trade with Australia, South Africa, and other parts of the Empire would produce equally satisfactory results. "We believe it to be a "fact that neither the rebate of 25 per "cent. arranged in 1897 nor the in- "crease to 33 1-3 per cent. in 1901 has "been of the slightest benefit to British "trade with Canada. It is true that "our exports to Canada have been in- "creasing since 1897, but it is true, in "spite of the rebate, the commercial "nations who are our competitors have "made relatively greater progress in the "Canadian market."

Figures have been officially given in the House this week showing that in 1903 our exports to Canada were more than double the values recorded in 1897, the total rising from five millions to eleven millions. We are very strongly of opinion that in these years, by reason of the rebate, we gained practically nothing, and the Canadians had to make up this shortage in the import duties in some other way. The increase of 2 1-2 millions in the Canadian trade in 1902, and of another £800.000 in 1903, had nothing to do with rebates, but was entirely owing to abnormal activity in the industries of the United States, the great source of supply for Canada; and perforce, rebate or no rebate, Canadian buyers were driven into our markets. Now that the rush of business is over, American manufacturers will again be able to attend to the requirements of their customers across the boundary, and we anticipate that our business with the Dominion this year will fall far short of the figures for 1903.

HARDWAREMEN WILL DINE.

THE annual banquet of the Toronto Hardware Section of the Retail Merchants' Association will be held at Webb's on Friday, March 25, at 8.30 p.m.

It is to be hoped that the retail hardwaremen of Toronto will unite to make this function a truly representative one, that the attendance, the enthusiasm and the discussion may lead to a stronger feeling of unity and zeal than has characterized the attitude of the trade in the past.

There are many reasons why Toronto hardwaremen should unite, reasons which are too well known by each retailer in the city to need mention here. This association is working steadily to the end of getting the retail hardwaremen of Toronto united for the protection of their own interests and is deserving of practical support of all retailers and general sympathy of all branches of the trade.

THE SPECIAL SPRING NUMBER.

INASMUCH as the special Spring number of Hardware and Metal will be issued next week all subscribers desiring to insert either advertising or reading matter are requested to send in the same at the earliest moment possible.

The issue will be a big one and the number printed considerably beyond our usual circulation. This entails much extra time in printing the last pages so that all copy must be in the editor's hands at least two full days earlier than usual.

Much of the paper is already printed, so advertisers or subscribers wishing any position except in the last forms must have their copy in the office of publication by Monday.

Any persons desiring extra copies are requested to notify us at once, as the demand for the issue is, judging from present indications, likely to be large.

PERSONAL MENTION.

Mr. A. Beechy has opened a hardware store in Hespler, Ont.

Mr. A. Runsteller, harness dealer, Glen Allan, Ont., has put in a hardware stock.

Mr. T. P. Bell, hardware dealer, Beeton, Ont., has sold out to Mr. W. F. Strangways.

Mr. Geo. M. Edwards, managing director Henderson & Potts Company, Montreal and Halifax, was in Ottawa this week.

Mr. John Dickie, of John Dickie & Co., general merchants, Pickering, in an interview with The Grocer this week, stated that his business had been surprisingly good during the past two months in spite of adverse weather conditions.

Mr. R. W. Ross, of R. W. Ross & Co., hardware merchants, Prescott, Ont., died in that town on Sunday, 6th inst. Mr. Ross had a wide circle of friends in the hardware trade who will regret his loss. The business will be carried on as usual under the management of his son and son-in-law.

Messrs. J. Hofman, of the American Axe and Tool Co., and Archie Macfarlane, of A. Macfarlane, Montreal, were in Toronto on Friday. They had just returned from a business trip to the Pacific coast and were en route to Western Ontario points. Business was satisfactory all along the line, they reported.

Among the visitors to Montreal during the past week were noticed Lt.-Col. Garthshore of the McClary Mfg. Co., London, Ontario, and Mr. H. G. Wright, of E. T. Wright & Co., Hamilton, Ontario. Both gentlemen received a hearty welcome and were usually the centre of a coterie of friends in the rotunda of the Windsor Hotel.

Mr. T. Anderson, of the firm of Merrick, Anderson & Co., Winnipeg, has been in Montreal for several days calling upon his old friends who, it is needless to say, were glad to see him. Mr. Anderson is an old time resident of Quebec Province and at one time travelled for the Montreal Rolling Mills Company. He is well known among the hardware trade of Canada.

Mr. Miles S. Chapman, for the past 7 years head clerk with John Dickie Co., general merchants, Pickering, Ont., has bought out the hardware business of W. J. Reazin. Mr. Chapman will add a stock of tin and granite ware, and a stock of stoves later on. The prospects for Mr. Chapman are bright. He takes with him in his new business the good will of a large circle of buyers; he has youth, fitness, and energy on his side; and the territory he will serve is both large and prosperous. His place in Dickie & Co.'s will be taken by Mr. S. Gormley, whose home is Pickering, but whose acquaintance extends all over Western Canada

MARKETS AND MARKET NOTES

QUEBEC MARKETS.

Office of HARDWARE AND METAL.
232 McGill Street.
Montreal, March 11, 1904.

Hardware.

THE freight blockade has been at least partially lifted and the hardware jobbing trade has felt a considerable impetus in consequence. The general tie up was aggravated last week by the cancelling of all trains on the Quebec Southern, due to labor difficulties. At time of writing the road seems likely to reopen at once, but the jobbing houses have suffered no little inconvenience in consequence. Freight for Sorel and various other points on the south shore had to be shipped by Bertier and this has caused vexatious delays. The general situation is, however, somewhat improved and freight is now commencing to move. The wholesale houses are themselves receiving long delayed supplies and are now commencing to fill orders which have been waiting for weeks. Collections are still reported very unsatisfactory and it can scarcely be expected that there will be much improvement until some weeks after the roads become passable and merchants dispose of their goods. Meanwhile the general feeling of confidence among the retail trade continues and the number of orders received this week for April and May shipment is much in excess of last week.

There are very few price changes to note this week. Annealed hay wire and annealed and oiled wire are now sold at list price plus usual extras. This is an advance of about 25 cents per 100 lbs. on hay wire. Mrs. Potts' sad iron handles are now sold at $9 per gross, which is a decline of $1. The new prices on heavy screw hooks and hinges were referred to last week and will be found below. Jobbers are finding difficulty in obtaining single barrel shot guns from the American makers. Prices have been withdrawn by the manufacturers and the wholesale houses are at time of writing unable to get satisfaction as to the future course of the market.

Poultry Netting—Trade shows some improvement this week, the number of orders received for April and May shipment showing a considerable increase. Prices remain firm at former quotations. Discounts are, for 2-inch 19-gauge standard extras are 60 and 5; for 2-inch 16-gauge, the discounts are 55 and 5 per cent.

Galvanized Poultry Netting Staples—Also in good seasonable request at steady prices. Our quotations are as follows: Sizes 5-8, 3-4, 1, 1 1-8, 10-lb. boxes, $12.50 list; 25 and 50-lb. boxes, $12.25 list; 100-lb. boxes, $12 list. Less 57 1-2 per cent.

Bed Staples—In the reference to this line in last week's issue the name of the B. Greening Wire Co., Hamilton, should have been included. Their list is identical with that of the Montreal Rolling Mills and their discount is the same, 57 1-2 per cent. The discounts on the Dominion Wire Company's list are 25 and 2 1-2 per cent.

Blind Staples—As noted before, the discount has been recently fixed at 40 per cent. which means a slight decline in price.

Boxwood Rules—Discounts range from 52 1-2 to 50 per cent. off list. The price is not definitely settled but the differences are less than they were a few weeks ago.

Hardwood Step Ladders—It is impossible to quote with exactitude as prices are "open." Not long ago one manufacturer was quoting at about the same price as for ladders made of soft wood. Hardware and Metal is advised that these prices are now withdrawn and that, although prices are not uniform, there has been a general advance of about 20 per cent.

Heavy Screw Hooks and Hinges—As noted in our last issue the price of size 12 inches and upwards has been fixed at $3.25 per 100 lbs., which is a decline of 25 cents; the price of 6, 8 and 10-inch sizes is $4.25, which is a decline of 25 cents per 100 lbs.

Lawn Mowers—A feature of the market this Spring is the early and steady enquiry for lawn mowers. Prices continue steady at figures before quoted, which were: With 8-inch wheel, sizes 12, 14 and 16, $2.65 each; with 9-inch wheel, size 12, $3; size 14, $3.12 1-2; size 16, $3.25 each; Philadelphia pattern, size 12, $3.25, size 14, $3.50; size 16, $3.75 each; High Wheel, size 12, $4; 14, $4.25; 16, $4.50; 18, $4.75; 20, $5.25 each.

Garden Hose—The demand continues excellent at the following discounts: Trade, 75 per cent.; Western, 65 and 10 per cent.; White, 40 and 10 per cent.; Maroon, 40 and 10 per cent.; cotton, 60 per cent.

Harvest Tools—The discount is 60 per cent. Orders for Spring delivery are now being booked in fair number.

Spring Hinges—Steill in excellent request, the demand showing a considerable increase. Prices continue seady at the following figures: No. 5, $17.25 per gross; No. 10 $18 per gross, No. 20, $10.50; No. 120, $20; No. 51, $9.25; No. 50, $27.50.

Game Traps—The discount on "Victor" is 72 1-2 per cent. and on "Hawley and Norton" 60 and 2 1-2 per cent. An occasional order is still being received.

Wire Nails—A typographical error occurred in our report last week. The printer made us say that prices are fairly maintained, whereas it would be correct to say that prices are firmly maintained. That remark still applies. There is nothing new to report and we again quote as follows: $2.40 per keg carlots, and $2.45 per keg in small lots f.o.b. Gananoque, Montreal, London, Hamilton, Toronto, Brantford, and St. John.

Cut Nails—Prices rule steady at former quotations. There is very little doing. We quote $2.30 per keg f.o.b. Montreal, Toronto, Hamilton and St. John.

Fence Staples—There is nothing new to report. Good orders are being booked at present for Spring shipment. Prices continue firm as follows: $3 per 100-lb. keg for galvanized, and $2.80 for bright; 25 to 50-lb. packages, 25c. extra.

Pressed Spikes—The discount is 25 per cent.

Horsenails—As noted in last issue, the discount on "Countersunk" is 57 1-2 per cent. Trade is quiet and featureless We again quote the following discounts: "M" brand, "Oval" and "New City" heads, 55 per cent.; "Countersunk" heads, 57 1-2 per cent.; "C" brand, 40,10

and 7 1-2 per cent. off; "Monarch," 50 and 7 1-2 per cent. and "Peerless," 50 per cent.

Horseshoes—The remarks made in last issue still apply. Trade is now very quiet but in what little is passing prices are being well maintained. We again quote the following prices: Iron shoes light and medium pattern, No. 2 and larger, $3.65; No. 1 and smaller, $3.90; snow pattern, No. 2 and larger, $3.90; No. 1 and smaller, $4.15; light steel shoes, No. 2 and larger, $3.80; No. 1 and smaller, $4.05; featherweight, all sizes, 0 to 4, $5.35; toe weight, all sizes, 1 to 4, $6.60. Shoes more than one size in a keg, 10c. per keg extra f.ob. Montreal onlv.

Screen Wire Cloth—A good proportion of the orders for next season have already been booked. The price is $1.50 per 100 square feet.

Galvanized Coil Spring Wire—Trade continues very quiet. Prices are still as follows: Nos. 6, 7, and 8, $3.20; No. 9, $2.70; No. 10, $3.30; No. 11, $3.35; No. 12, $2.95; No. 13, $3.10. Car lots 5 cents less. Freight prepaid in less than car lots to extent of 25 cents and in car lots to extent of 20 cents. For following factory points freight is equalized: Montreal, Hamilton, London, Welland, Windsor, Stratford.

Galvanized Wire—Trade this week shows some improvement. There is an improved demand for May shipment. Prices continue firm and unchanged as follows: No. 5, $3.65; Nos. 6, 7 and 8 $3.10; No. 9, $2.45; No. 10, $3.15; No. 11, $3.20; No. 12, $2.60; No. 13, $2.70; No. 14, $3.70. In carlots f.o.b. Cleveland, No. 5, $2.15; Nos. 6, 7, 8 and 9, $2.10; No. 10, $2.15; No. 11, $2.20; No. 12. $2.25; No. 13, $2.35; No. 14, $2.45. In less than carlots, 12 1-2c. extra per 100 lbs. will be charged.

Barb Wire—There is no change in the situation. As was noted before, the lower prices quoted by one American manufacturer to the retail trade have been withdrawn. A great many retailers bought from this manufacturer and are somewhat disturbed by the persistent reports that deliveries can not be made. As to that, Hardware and Metal offers no opinion. It seems improbable that any manufacturer would establish an agency in Canada and make such large sales if deliveries could not be made. In the meantime, most retailers have bought and there is little activity in jobbing circles. If it should happen that deliveries can not be made, there will be a big rush in a month or more. Our quotations are as follows: $2.75 per 100 lbs. f.o.b. Montreal and $2.50 f.o.b. Cleveland. Carlots of 15 tons, $2.40 f.o.b. Cleveland.

Smooth Steel Wire—There is only a moderate demand. Prices are as follows: Bright and annealed, $2.50 per 100 lb. f.o.b. Montreal, Toronto, Halifax, London, Hamilton and St. John. Net extras per 100 lb. are now as follows: Coppered wire, 60c.; tinned wire, $2; oiling, 10c.: spring wire, $1.25; best steel wire, 75c.; bright soft-drawn, 15c.; hay-baling wire, 20 to 25c.

Annealed Hay Wire—Annealed hay wire and annealed and oiled wire are now sold at list price plus usual extras. This is equivalent to an advance of about 25 cents per 100 lbs. on hay wire.

Fine Steel Wire—There is only a moderate enquiry. The discount is 25 per cent., with net extras as follows: 1 and 2-lb hanks, 25c per 100-lbs.; 1-2-lb. hanks, 37 1-2c.; 1-4-lb. hanks, 50c.

Brass Wire—The market is quiet. The discount is 60 per cent.

Copper Wire—There is very little doing. The discount is 60 per cent.

Rivets and Burrs—There is a steady demand both for immediate and future delivery. Prices are firm and unchanged. Discounts are as follows: Best iron rivets section carriage and wagon box, black rivets, tinned do., coopers' rivets and tinned swede rivets, 60 and 10 per cent.; swedes iron burrs are quoted at 55 per cent. off; copper rivets with the usual proportion of burrs, 45 per cent. off and coppered iron rivets and burrs, in 5-lb. carton boxes are quoted at 60 and 10 per cent. off list.

Screws—In good brisk demand both for immediate and future delivery. Manuafeturers expect to be able to meet this season's demand for all sizes. We again quote as follows: Round head bright, 82 1-2 per cent.; flat head bright, 87 1-2 per cent.; brass, round head, 75 per cent.; brass, flat head, 80 per cent.

Shot—Business is entirely of a sorting nature. There is little doing. We again quote as follows: Ordinary drop shot, A.A.A. to dust, $6.50 per 100 lb.; chilled, Nos. 1 to 10, $7 per 100 lb.; buck and seal, $7.50 per 100 lb.; ball, $8 per 100 lb. Trade discount 17 1-2 per cent. f.o.b Montreal, Toronto, Hamilton, London, St. John, N.B., and Halifax.

Cordage—As was noted last week manila and sisal rope have been advanced 1-2 cent per lb. Prices are firm at the advance. We quote: Pure manila, 15c.; British pure manila, 12 1-2c.; sisal, 12c.; double lathyarn, 11c.; single lathyarn, 10 1-2c.; Russian tarred spunyarn 13 1-2c.; jute rope, 3-8-in. in diam. and upwards, 9c.; cotton rope, 20c.; cotton twine, 24c. for 3 and 4 ply. Cotton bedcord, 90c. to $1.70, according to length. Sash cord 30 to 31 1-2c.; cotton candle wick, 22 to 24c.

Building Paper—Trade continues fair at following unchanged prices: Tarred felt, $1.85 per 100 lb.; 2-ply ready roofing, 90c. per roll; 3-ply, $1.15 per roll; carpet felt, $2.25 per 100 lb.; dry sheathing, 40c per roll; tar sheathing, 50c. per roll; dry fibre, 55c. per roll; tarred fibre, 65c. per roll; O.K. and I.X.L., 70c per roll; heavy straw and sheathing, $35 per ton; slaters' felt, 65c. per roll.

Cement—Trade is now beginning to show some improvement after the prolonged mid-Winter dullness. There are few actual transactions but enquiries for Spring shipment are now being received and all the indications point to an improved trade very soon. There are large stocks of German cement on hand and in spite of the surtax it is not expected that any advance will be made at present. We quote: Canadian cement $1.90 to $2.25; German, $2.25 to $2.40; English, $2.15 to $2.25; Belgian, $1.70 to $1.95 per bbl., ex store, and American, $2.20 to $2.40 ex-cars.

Firebricks—Trade is showing some slight improvement. Quotations are: English, $16 to $22 per 1,000; Scotch, $17 to $22.

PLUMBING GOODS.

All lines of plumbing goods and plumbers' tools are in good demand, indicating that the trade are expecting a busy Spring. There are no quotable changes in price.

Lead Pipe—Business in lead pipe is showing a further improvement. The price is 8c. for composition and 7c. for ordinary. The discount is 35 per cent.

Soil Pipe and Fittings—Business is much improved, orders now being received for delivery by the first boats. The discounts remain as follows: Light soil pipe, 3 to 6-in., 50 and 10 per cent.; medium and extra heavy soil pipe, 2 and 6-in., 60 per cent.; extra heavy soil pipe, 8-in., 45 per cent. Light fittings, 2 to 6-in., 50 and 10 per cent.; medium and extra heavy fittings, 2 to 6-in., 60 and 5 per cent.; extra heavy fittings 8-in., 45 per cent.

Solder—Wire solder is quoted at 18 1-2c. and bar solder at 18c. These prices are well maintained.

METALS.

The general tone of the metal market is showing considerable improvement. In almost all lines there is a firmer feeling, although quotable changes are few. The competition between American and British houses continues brisk in such lines as tinplates and galvanized iron. The great difficulty which is being experienced in the metal market is the general tie up of freight. A local agent who has been waiting for weeks for freight which is tied up in Buffalo showed a Hardware and Metal representative some advices received from that city to the effect that all the yards in that city and eight miles of track on the main line are filled with cars that have been there for weeks. Little hope was extended of early shipment. One large metal house received several cars this week which had been delayed for weeks only to have part of the shipment refused by purchasers on the plea that they arrived too late to be of service.

Copper continues strong and no changes in price have been made locally. Tin is a little weaker in primary markets and, although no nominal changes have been made here, prices quoted below would be shaded for quantities. Pig lead is very firm.

Pig Iron—There is not much activity yet. Summerlee is still quoted at $20.25 to $20.75 per ton.

Bar Iron—Prices are said to be steady at prices quoted. There has been considerable activity in bar iron during the last few weeks. We quote: Merchants' bar, $1.75; horseshoe iron $2; forged iron $1.95.

Black Sheets—There is some improvement in general business both in orders from stock and import orders. Prices quoted are based on shipments from stock and might be shaded a little on import orders. The primary markets are, however, very firm and prices locally are well maintained. We quote: 28-gauge, $2.35; 26-gauge, $2.30; 22 to 24-gauge, $2.25; 18 to 20-gauge, $2.30, and 8 to 10-gauge, $2.40.

Steel—There is not any special activity. We quote the following prices: Sleighshoe, $1.90; tire, $1.95 to $2.10; spring, $2.75 to $2.95; toe calk, $2.55; machinery (iron finish), $2.45; square harrow, $2.45.

Tool Steel—There is a continued slight improvement in general business but the total volume of trade is not very large at present. We quote as follows: Black Diamond, 8 to 9c.; Saunderson's, 8 to 9c. according to the grade; Jessop's, 13c.; Jonas & Colver's, 10 to 20c.; "Air Hardening," 65c. per lb.; Conqueror, 7 1-4c.

Sheet Zinc—There is a fair demand. For cask lots, the price is $6.15 to $6.25 and for smaller lots the price is $6.50.

Galvanized Iron—Business continues very good for delivery at the opening of navigation. Some large bookings have been made recently. We quote the following prices for 28-gauge: Queen's Head, $4.30; Gorbal's "Best Best," $4.30; Apollo, 10 3-4 oz., $4.30; Fleur-de-Lis, $4; Comet, $4; Bell brand, $4. In less than case lots 25c. extra.

Tinplates—The tinplate market continues firm in England and Wales and prices here are stiff in consequence. Cokes are quoted at $3.75 and charcoals at $4.

Terne Plates—Slightly weaker and in consequence the higher price ($7) formerly quoted is withdrawn. The price is $6.75, which is possibly subject to concessions for quantities.

Ingot Tin—The market is a trifle easier and although no actual changes are made this week in local quotations these prices are undoubtedly subject to some concessions for quantities. For ordinary business in small lots the price is 32 to 32 1-2c.

Ingot Copper—The market continues strong. We quote 13 3-4 to 14c. per lb., subject to slight concessions for large quantities.

Antimony—Held firmly at 8c. per lb. Supplies are not very large.

Coil Chains—There is not much activity at present. Several jobbing houses are waiting anxiously for shipments to arrive. We quote as follows: No. 6, 10c.; No. 5, 9c.; No. 4, 8 1-2c.; No. 3, 7c.; 1-4-in., $6.10; 5-16-inch, $4.70; 3-8-inch, $4; 7-16-inch, $3.80; 1-2-inch, $3.70; 9-16-inch, $3.55; 5-8-inch, $3.35; 3-4-inch, $3.30; 7-8-inch, $3.25; and 1-inch, $3.20 with 10c. allowance on carlots.

Canada Plates—The local market continues firm in sympathy with primary markets. As noted last issue, there is some enquiry from various points in the Province of Quebec where Canada plates are used for roofing. We again quote as follows: 52s., $2.30; 60s., $2.40; 75s., $2.55; full polished, $3.60, and galvanized, $4 to $4.10; galvanized 60s., $4.25 to $4.35.

Pig Lead—The market continues very firm and there has been a slight advance. We now quote $3.30 to $3.45, the former price being for large quantities.

Zinc Spelter—Quoted at 6c.

Scrap Metals—There is a better demand for cast iron scrap. We again quote the following prices: Heavy copper and wire 10 to 10 1-2c. per lb.; light copper, 10c.; heavy red brass, 10 to 10 1-4c.; heavy yellow brass, 8 1-2c.; light brass, 5 1-2c.; lead, 2 1-2c.; zinc, 2 3-4c. to 3c.; iron, No. 1 wrought, $11 to $12; machinery scrap, $14 to $15; stove plate, $12; mixed country rags, 65c. to 75c. per 100 lbs.; old rubbers, 6 to 6 1-4c. per lb.

HIDES.

There has been no quotable change. Receipts have picked up to some extent, though the quality is still not the most desirable. We quote as follows:

No. 1 beef hides	0 08 0 08½
No. 2 "	0 07 0 07½
No. 3 "	0 06 0 06½
Lambskins	0 75
No. 1 calfskins	0 11

ONTARIO MARKETS.

Office of HARDWARE AND METAL,
10 Front Street, East.
Toronto, March 12, 1904.

Hardware.

WHOLESALE houses have been fairly busy this week. The railroads have all week been taking freight for many points throughout the province and towards the end of the week for all points. This has relieved the situation materially and the wholesale houses are now able to send out goods ordered for delivery on the first of March, but which the railroads would not accept. While, however, freight is being accepted the trouble is by no means ended. On every side one hears of inconvenience and even loss resulting from the delays in transportation. Heavier freight such as coal, coke, lumber, etc., seems particularly difficult to get forward, with the result that factories in several centres have had great difficulty in obtaining fuel.

The question at once arises, when will matters be straightened out? It is clear that at the moment the railroads are weeks behind with their business. Therefore, inasmuch as under normal conditions last Summer the railroads, the Grand Trunk particularly, had difficulty

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CANADIAN, ENGLISH, GERMAN and BELGIAN.

FIRE BRICKS, FIRE CLAY, ENAMELLED BRICKS, all colors. BUILDING BRICKS.

SEWER PIPES, CULVERT PIPES, WHEELBARROWS, FOUNDERS' and CONTRACTORS' SUPPLIES.

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OAKEY'S 'WELLINGTON' KNIFE POLISH

The original and only Genuine Preparation for Cleaning Cutlery 6d. and 1s Canisters.

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Emery, Black Lead, Emery, Glass and Flint Cloths and Papers, etc.

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Manufacturers of

CHARCOAL PIG IRON

BRAND "DESERONTO."

Especially adapted for Car Wheels, Malleable Castings, Boiler Tubes, Engine Cylinders, Hydraulic and other Machinery where great strength is required: Strong, High Silicon Iron, for Foundry Purposes.

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Made from carefully selected Lake Superior Ores, with Connellsville Coke as Fuel, "Midland" will rival in quality and grading the very best of the imported brands.

Write for Price to Sales Agents

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MONTREAL, QUE.

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Canada Iron Furnace Co.

MIDLAND, ONT. Limited

in handling their business, it is argued that it will be months before the situation will be cleared, especially if the Spring business is as active as anticipated.

While there is still every expectation of a heavy movement in the Spring there is no doubt the continued unfavorable conditions have had a depressing effect, some of the shrewdest jobbers expressing the conviction that through the weather conditions some business has been lost which will now never be done. However, this loss is not great enough to cause serious anxiety and prices are steady throughout.

Screen Wire Cloth—Prices are steady at $1.50.

Spring Hinges—A moderate trade with prices as follows: No. 5, $17.25 per gross; No. 10, $18 per gross; No. 20, $10.50; No. 120, $20; No. 51, $9.25; No. 50, $27.50.

Galvanized Wire—There is not much doing. Prices are as follows: No. 5, $3.65; Nos. 6, 7 and 8, $3.10; No. 9, $2.45; No. 10, $3.15; No. 11, $3.20; No. 12, $2.60; No. 13, $2.70; No. 14, $3.70. In carlots f.o.b. Clevland, No. 5, $2.15; Nos. 6, 7, 8 and 9, $2.10; No. 10, $2.15; No. 11, $2.20; No. 12, $2.25; No. 13, $2.35; No. 14, $2.45. In less than carlots, 12 1-2c per 100 lbs extra charged.

Barb wire—A few orders still coming in. Our quotations are as follows: $2.75 per 100 lbs f.o.b. Toronto, and $2.50 f.o.b. Cleveland. Carlots of 15 tons, $2.40 f.o.b. Cleveland.

Coiled Spring Wire—The market is steady. We quote the following prices: No. 9, $2.70 per 100 lbs f.o.b. Cleveland, freights equalized with factory points at Hamilton, London, Welland or Windsor and allowance to other points up to 25c; carlots, $2.65, freight allowance to 20c.

Wire Nails—Some business is reported with prices unchanged at $2.45 per keg f.o.b. Toronto, with carlots $2.40.

Cut Nails—Not much doing. Prices are now steady at $2.30 per keg f.o.b Toronto and Hamilton.

Horseshoes—There is practically nothing doing. Prices show no change. We quote as follows: Iron shoes, light and medium pattern, No. 2 and larger, $3.80; No. 1 and smaller, $4.05; snow pattern, No. 2 and larger, $4.05; No. 1 and smaller, $4.30; light steel shoes, No. 2 and larger, $3.95; No. 1 and smaller, $4.20; featherweight, all sizes, 0 to 4, $5.50; toe weight, all sizes, 1 to

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NEW GLASGOW, N.S.

Manufacturers of

Ferrona Pig Iron

And SIEMENS MARTIN

OPEN HEARTH STEEL

$6.75. If shipped from factory 15c less.

Horsenails—The market is quiet. We still quote discounts as follows: "M" brand, "Oval" and "New City" heads, 55 per cent.; "Countersunk" heads, 57 1-2 per cent.; "C" brand, 40, 10 and 7 1-2 per cent. off; "Monarch," 50 and 7 1-2 per cent. and "Peerless," 50 per cent.

Screws—A fair trade is doing. Prices are steady. We quote as follows: Flat head bright, 87 1-2 per cent. discount; round head bright, 82 1-2 per cent.; flat head brass, 80 per cent.; round head brass, 75 per cent.; round head bronze, 70 per cent.; flat head bronze, 75 per cent.

Rivets and Burrs—Rivets have been advanced in the United States, but Canadian makers manifest no disposition to follow this lead. We again quote as follows: Iron rivets, 60 and 10 per cent. discount; iron burrs, 55 per cent.; copper rivets, with usual proportion of burrs, 45 per cent.

Bolts and Nuts—Several concerns ery of this line. Prices are steady as follows: Carriage bolts, common ($1 list), 3-16 and 1-4-inch, 60 per cent.; 5-16 and 3-8-inch, 55 and 5 per cent.; 7-16 and up, 55 per cent.; carriage bolts, full square ($2.40 list), 60 per cent.; carriage bolts, Norway iron ($3 list), 60 per cent.; machine bolts, 3-8 and less, 60 per cent.; 7-16 and up, 55 and 5 per cent.; coach screws, cone points, 66 2-3 and 10 per cent.

Cordage—While there is not much doing the market retains its strength, the advance of 1-2c last week being easily maintained. We quote: Pure manila, 15c; British pure manila, 12 1-2c; sisal, 12c; double lathyarn, 11 1-2c; single lathyarn, 11c; double shingleyarn, 11 1-2c; single shingleyarn, 11c; sash-cord "Hercules," 29 to 30c; "Star," 36 to 38c; cotton rope, 3-16-inch and up, 20 1-2 to 22c; 5 32-inch, 25 to 27c; 1-8-inch, 25 to 28c; cotton twine, 3-ply, 23 to 24c; 4-ply, 27 1-2 to 28c; calking cotton, 16c; cotton waste, colored, 6 3-4c; white 10 to 12c.

Building Paper—Orders are generous but shipments are slow owing to freight blockade. We quote the following prices: Tarred felt, $1.85 per 100 lbs; 2-ply ready roofing, 90c per roll; 3-ply, $1.15 per roll; carpet felt, $2.25 per 100 lb; dry seathing, 40c per roll; tar sheathing, 50c per roll; dry fibre, 55c per roll; tarred fibre, 65c per roll; O.K. and I.X.L., 70c per roll; heavy straw

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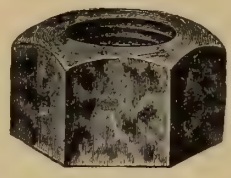

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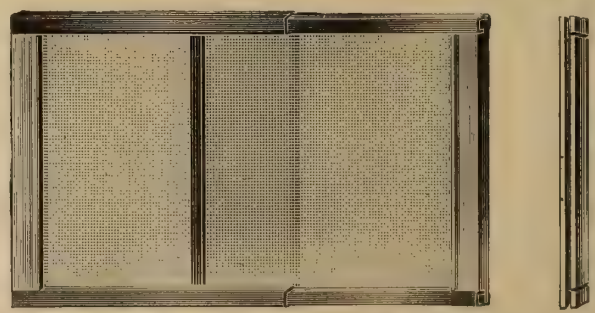

Canadian Patent, March 17, 1903. U. S. Patent, January 26, 1904.

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and sheathing, $35 per ton; slaters' felt, 60c per roll.

Cement—Business on the books is increasing and when freight is moving freely a rush is expected. We quote small quantities: Canadian Portland, $1.90 to $2.25; American Portland, $2 to $2.10 f.o.b. Toronto.

Firebricks—Firebricks are quiet this week, but will find a ready sale as soon as the weather opens up. We quote English and Scotch, each, at 28 to 35c.

PLUMBING GOODS.

Business in Toronto is excellent and trade is improving from all sections. Prices are steadier than for some time, but no changes are recorded. Our quotations are as follows:

Lead Pipe—A fairly good movement is recorded. We quote: Lead, 7c; lead waste pipe, 8c; discount 35 per cent.

Soil Pipe and Fittings—A moderate trade is reported at steady prices. We quote: Medium and extra heavy pipe and fittings, 60 per cent.; 7 and 8-inch pipe 40 and 5 per cent.

Iron Pipe Fittings—Business in this line continues to improve. We quote: Malleable fittings, 15 per cent.; cast iron (standard), 57 1-2 per cent.; headers (not standard), 52 1-2 per cent.; flanged unions, 52 1-2 per cent.; bushings and plugs, 57 1-2 per cent.; nipples up to 2-inches, 65 per cent.; 2 1-2 to 6-inch, inclusive, 60 per cent.

Copper Range Boilers—Trade in copper range boilers continues fair. Discounts at 15 per cent. continue.

Brass Goods—Trade is improving in brass goods. Valves and steam specialties are moving particularly well.

Iron Pipe—A good volume of trade is recorded. Prices show no change. We quote f.o.b. Toronto: 1-8-inch, $2.93; 1-4-inch, $2.07; 3-8-inch, $2.27; 1-2-inch, $2.51; 3-4-inch, $3.22; 1-inch, $4.58; 1 1-4-inch, $6.47; 1 1-2-inch, $7.88; 2-inch, $11.05; 2 1-2-inch, $19.25; 3-inch, $22.75; 3 1-2-inch, $28.75; 4-inch, $35.25.

METALS.

While the railways are accepting freight deliveries are none too generous. Midland and Sydney smelters have been unable to send their pig iron to the Toronto market. Manufacturers seem to have been well supplied, however, for there are no reports of a shortage. Bar iron is still easy and several sales are reported at 5c below our current quotations. Owing to the difficulties in getting black sheets forward and the big demand for them in Toronto there is a strong movement from stock at the moment. In other lines there is practically no change from last week except that the railways are accepting freight for delivery.

Pig Iron—The outside markets continue firm. Prices are unchanged locally but there is is practically nothing doing owing to difficulty of securing delivery. Prices are still $18.50 for No. 1 and $18 for No. 2 f.o.b. Toronto. Prices at Midland are $1.50 lower.

EASTLAKE SHINGLES

ARE SO EASY TO HANDLE.

They fit together perfectly by means of their patent side lock—can be quickly laid by any handy man—and last so long, being absolutely Fire, Rust, Leak, and Lightning Proof. These are the points that commend them to your customers.

They're the popular steel shingle of Canada.

You're not doing all the business you might do, unless you keep Eastlakes in stock.

The Metallic Roofing Co., Limited

TORONTO MONTREAL WINNIPEG

Bar Iron—Some business has been done lately at $1.75 but a stronger market is anticipated so present quotations are the rule, the figures being as follows: $1.80 f.o.b. Toronto for extras cut to length while rolling; 2 feet and over, 10c per 100 lb; 1 foot and under 2 feet, 15c; under 1 foot, 20c; over 20 feet by special agreement according to length and size.

Black Sheets—A brisk demand from stock for city delivery is reported, the cause being the difficulty of getting forward import orders. We quote as follows: 10 to 16 gauge, $2.50; 18 to 20 gauge, $2.70; 22 to 24 gauge, $2.90; 30 gauge, $3.

Canada Plates—Business keeps fairly active. Prices are unchanged. We quote the following prices: All dull, $2.50; half-polished, $2.60; and all-bright, $3.50.

Tin—A fair trade is doing. Locally there is no change, the quotations being 30 to 30 1-2c.

Galvanized Sheets—A fair demand is reported at firm prices. We quote as follows: Queen's Head, $4.25 for 28 gauge; American, $.4 for 28 gauge; Bell brand, $4.25 for 28 guage; Gordon Crown, $4.25 for 28 guage.

Tinplates—Prices are steady, with a fair demand. We quote: Coke plates, bright, 14x20, $3.50; charcoal plates, $4.25.

Copper—Both ingot and sheet are in excellent demand for import. We quote: Ingot copper, $13.75, and sheet copper, $20 per 100 lbs.

Brass—There is a fair trade, with the discount steady at 15 per cent.

Lead—The market keeps firm both locally and at primary points. We quote: $3.30 per 100 lb for pig lead and $3.65 for bar lead.

Zinc Spelter—The volume of business is not large. Prices are unchanged at 6 to 6 1-2c per lb.

Zinc Sheets—The market is firm and a fair business doing in small lots. We quote: Cask lots, $6.70 to $7, and part casks $7 to $7.25.

Solder—Good trade doing. Prices are still stiffening. We quote: Guaranteed half-and-half at 18c, and wiping, 17c.

Antimony—8c per lb.

PETROLEUM.

The expected decline in the Canadian market has not yet come but is still shaky at last week's quotations, which are as follows: Canadian prime white, 19 1-2c; Canadian water white, 21 1-2c; American prime white, 20c; American water white, 22c, ex-warehouse.

Hides, Skins and Wool.

Still further decline of 1c. per lb. is noted in No. 1 and 2 steers while cured hides have dropped off 1-4c. This is largely due to large quantities of inferior goods being placed on the market. The market also denotes a scarcity of lamb and sheepskins which have advanced 5 to 10c. apiece since our last quotations. Our quotations are as follows:

HIDES.

No. 1 green, per lb	0 07
" 2 " "	0 06
" 1 " steers, per lb	0 07½
" 2 " " "	0 06½
Cured, per lb	0 08

CALFSKINS.

Veal skins, No. 1, 6 to 12 lb. inclusive	0 09
" " " 2 " " "	0 07
" " " 1 15 to 20 lb "	0 08
" " " 2 " "	0 06
Deacons (dairies), each	0 60 0 70
Lamb and sheep skins	1 00 1 10

WOOL.

Unwashed wool, per lb	0 09 0 16
Fleece wool, "	0 17 0 18
Pulled wools, super, per lb	0 19 0 22
" " extra "	0 23 0 24
Tallow, per lb	0 04½ 0 05

TRADE CONDITIONS IN BRITISH COLUMBIA.

By Regular Correspondent of HARDWARE AND METAL.

At the annual meeting of the Vancouver Board of Trade held on Tuesday evening, the retiring president, Mr. H. T. Lockyer, manager of the Hudson's Bay Co., in his address, said with reference to the progress of the city: "In spite of the unfortunate series of strikes which took place early in 1903, it can, I think be safely stated that during last year Vancouver showed greater progress than at any period since the city was established. The large amount of building which took place during the whole of the year has resulted in very materially altering the appearance of the city, filling in vacant spaces in the business portions and turning vacant blocks in the residential quarters to densely populated sections. It is satisfactory to note that in spite of the large amount of building that has been done and still is going on, it is not out of proportion to the requirements of the city; business blocks and warehouses are occupied as soon as completed (being built by merchants and commercial houses for their own particular requirements and the large additions to the residential quarters are more than equalled by the continuous demand, owing to the still increasing population, which it is confidently anticipated, will by the end of the present year exceed 40,000."

* * *

Discussing business conditions generally, Mr. Lockyer's remarks were in part: "While the volume of the city's trade has materrialy increased, and to such an extent that Vancouver is now fully recognized as being the distributing centre, not only for the Province of B. C. and the Yukon Territory, but also for the country situated to the east of us as far as Calgary and Lethbridge, it must be admitted that trade conditions in some respects show no improvement, but rather the reverse. Competition in many lines of business is exceedingly keen, so much so that in many cases the margin of profit is more imaginary than real and many staple commodities are sold at a smaller percentage on the actual cost than is obtained on similar goods in Eastern Canada and U. S. points. This is a very unfortunate feature in connection with local trade, as merchants and manufacturers have to be prepared for large expense accounts in B. C. as compared with older settled sections of Canada, and cannot carry on a remunerative business unless the percentage of profit is correspondingly larger. It is gratifying to note there have been few failures in the city during the past year, and that payments on the whole have been well met. While strikes in the early part of the Summer and the small run of fish in the Fraser river affected materially our local trade, these drawbacks were probably fully made up by the increased activity in manufacturing and mercantile centres; this particularly applying to the lumber industry, one of our great staples, which has a very important bearing on the commercial welfare of our city."

* * *

The survey of McLean Bros. Coast-Kootenay Railway line between Vancouver and New Westminster and between New Westminster and Chilliwack up the Fraser River, has been completed and the profiles and plans are now on file in their offices. This company, who have a charter from both Dominion and Provincial Governments is confident of receiving aid from the Dominion House at its next session which convenes on March 10. They also believe the Provincial Government will give them a measure of recognition.

* * *

A wealthy Australian, who owns a large sheep run in the Commonwealth, is at present visiting in this province. He has been making enquiries in Victoria with a view to establishing a woollen mill in that city. It seems that the low freight rates offered on the Canadian-Australian steamers on wool shipped from Australia are a substantial inducement and a factory could easily be established in Victoria which would be able to compete with Eastern factories, particularly for the large and ever-growing market of Manitoba and the Northwest Territories.

* * *

A seizure by the Government timber inspector of all the logs at the camp and mill of an American company operating camps at Port Renfrew and a mill at Sidney, on Vancouver Island, this week caused some excitement in lumber circles. The seizure was for the non-payment of timber dues and over a million feet of logs as well as all the tools and donkey engines and other equipment at the camp were included. The mill was also tied up. In addition there was nearly a million feet of sawn lumber in the yard at Sidney, which was to have been exported to the United States and this too was seized. The amount in arrears is claimed by the Government to exceed $2,000. The owners came over from Blaine, Washington, next day and commenced negotiations to release their plant and lumber. If the dues and costs of seizure are paid it is likely the matter will be fixed up. Other mills and logging companies are said to be "on the list" for summary collection. The laws are very stringent respecting the making or returns to the Government and it is expected that there will be some prosecutions in such cases as the one which has arisen, as the operators ship all their product out of the country and nothing but prompt action can ensure payment of dues.

* * *

William Irwin, of Peterboro', Ont., is a guest in the city at the present time. Mr. Irwin is a lumberman of Eastern Ontario, and a large stockholder in the big concern known as the Pacific Coast Lumber Co., who have mills on Coal Harbor, this city. Mr. Irwin, with Mr. J. G. Scott, manager of the Pacific Coast Co., and Geo. McCormick, M.P., for Muskoka, were the three original shareholders in the company which at first established in New Westminster in 1891, engaging in the shingle manufacturing. This firm has the distinction of shipping the first car of red cedar shingles to Eastern Canada, the shipment having been made in 1892. The original mills, on the Fraser near New Westminster were burned in 1901, and the company has since built the magnificent mills in Vancouver, both a shingle plant of large dimensions, and a lumber cutting plant of most modern equipment and large capacity having been installed. Wm. Sheppard, of Waubashene, Ont., and other prominent Eastern lumbermen are heavily interested in the Pacific Coast Lumber Company.

* * *

A despatch from Nelson says: "C. Fernan, consulting engineer of Newcastle-on-Tyne, and Oscar L. Lefebero of Brussels, who have been in the Kootenays for the past month seeking sites for zinc reduction and lead reduction plants, to-day announced that they had practically determined on the sites of two plants. The zinc enriching plant will be located at Rosebery, on Lake Slocan. The zinc smelters will be at Fernie or Frank. Location will be determined after they have made a trip to the East and had a conference with the people owning coal mines in the Crow's Nest Pass. They hold that it would be cheaper to haul the zinc concentrates and ores to the point where cheap fuel can be obtained than haul fuel to the mines.

Vancouver, March 5, 1904.

HARDWARE CONDITIONS IN WINNIPEG.

Office of Hardware and Metal,
Room 208, McIntyre Block.
Winnipeg, March 7, 1904.

RATHER contrary to expectations the Winnipeg price list remains practically unchanged. Conditions mentioned then continue, houses are very busy getting out Spring orders and there is a general appearance of activity everywhere. Movement of freight has improved during the week and several branch lines on which there has been little or no traffic for the past three weeks are now open and taking freight shipments.

Allward & McCormick, dealers in stained glass, have just moved into comfortably new quarters on the east side of Smith street, between Portage and Graham avenues.

* * *

Campbell Bros. & Wilson have this week got up a portion of the signs on their new building. On the massive oak doors are cast brass shields bearing the words, "Royal Shield Brand," and the monogram of the firm at the bottom. The company take special pleasure in these signs because they are the first brass castings made in Winnipeg, the work being done by Mr. Andrew Schmidt, brassfitter. On the north face of the building appears another shield about five feet high and three feet across, which has the firm's name in gold on a black ground. The huge letters are not applied the whole sign is carved from a solid piece of wood and the letters overlaid with gold. A similar sign is to be placed on the Princess street front.

* * *

Prices are steady throughout. We quote :

Barbed wire, 100 lb.		$3 15
Plain galvanised	6 to 8	3 39
"	9	2 50
Plain galvanized	10	3 50
"	12	3 10
"	13	3 20
"	14	3 90
"	15	4 45
"	16	4 60
Barbed wire, 100 lb.		3 25
Plain twist		3 25
Staples		3 65
Oiled annealed wire	10	3 42
"	11	3 48
"	12	3 56
"	13	3 66
"	14	3 76
"	15	3 91

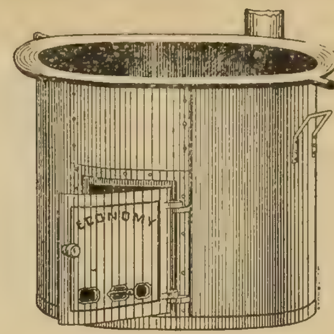
Annealed wires (unoiled) 10c. less.
Horsenails, 40 per cent. discount.

Horseshoes, iron, No. 0 to No 1	$4 75
No. 2 and larger	4 45
Snow shoes, No. 0 to No. 1	4 60
No. 2 and larger	4 45
Steel, No. 0 to No. 1	4 45
No. 2 and larger	4 20

Cut Nails—	
2d 1 in.	$4 10
3d Fin. 1⅛ in.	4 10
3d 1¼ in	3 75
4d 1½ in	3 50
5d 1¾ in	3 50
6d 2 in	3 40
8d 2½ in	3 25
10d 3 in	3 20
20d 4 in	3 15
30d 4½ in	3 10
40d 5 in	3 10
50d 5½ in	3 10
60d 6 in	3 10

Wire Nails—	
1 in.	4 15
1⅛ in.	4 10
1¼ "	3 70
1½ "	3 50
1¾ "	3 50
2 "	3 40
2½ "	3 25
3 "	3 20
3½ "	3 15
4 "	3 10
4½ "	3 10
5 "	3 10
5½ "	3 10
6 "	3 10

Bar iron (basis)	2 50
Swedish iron (basis)	4 75
Sleigh shoe steel	2 85
Spring steel	3 25
Machinery steel	3 50
Tool steel, Black Diamond, 100 lb	8 50
Jessop	13 00
Sheet iron, black, 10 to 16 gauge, 100 lb.	3 50
18 to 22 gauge	3 75
24 gauge	3 90
26 gauge	4 00
28 gauge	4 10
Galvanized Iron, Apollo, 16 gauge	4 00
18 and 20 gauge	4 00
22 and 24 gauge	4 25
26 gauge	4 25
28 gauge	4 50
30 gauge or 10¾ oz	4 75
Extra sheets, 36 in. wide an advance of 25 p.c. per 100 lb.	
Queen's Head, 24 gauge	4 25
26 gauge	4 50
28 "	4 75
Extra sheets, 36-in. wide, an advance of 25 p.c. per 100 lb.	
Genuine Russian, per lb	11
Imitation " "	07 to 08
Tinned, 24 gauge, 100 lb	8 00
26 gauge	8 50
Tinplate, IC charcoal, 20 x 28, box	10 00
" IX "	12 00
" IXX "	14 00
Ingot tin	35
Canada plate, 18 x 21, 18 x 24 and 20 x 28.	3 20
Canada plate, full polished	4 05
Sheet zinc, cask lots, 100 lb	7 00
Broken lots	7 50
Pig lead, 100 lb	5 50
Black iron pipe, ⅛ inch	3 30
" ¼ "	3 30
" ⅜ "	3 40
" ½ "	3 75
Black iron pipe, ¾ inch	4 30
" 1 "	6 25
" 1¼ "	8 75
" 1½ "	10 50
" 2 "	14 50
Rope, sisal, 7-16 and larger, basis	11 75
Manila, 7-16 and larger, basis	15 25
Lathyarn	11 25
Solder	20
Axes, chopping	$ 6 75 to 12 00
" double bitts	12 00 to 18 00
Bluestone	5 25
Screws, flat head, iron, bright	85 and 10 p.c.
Round " "	80 p.c.
Flat " brass	75 and 10 p.c.
Round " "	70 and 10 p.c.
Coach	70 p.c.
Bolts, carriage, 3-16 and ¼	65 p.c.
" 5-16 and ⅜	55 and 5 p.c.
" 7-16 and up	55 p.c.
Bolts, machine, ⅜ and under	50 and 5 p.c.
" 7-16 and over	55 and 5 p.c.
Bolts, tire	60 and 5 p.c.
Bolt ends	55 and 5 p.c.
Sleigh shoe bolts	70 p.c.
Machine screws	70 p.c.
Plough bolts	55 and 5 p.c.
Square nuts, case lots	3c. d.scount.
" " small lots	2¾c. "
Hex " case lots	3c. "
" " smaller lots	2¾c. "
Rivets, iron	50 and 10 p.c.
Copper, No. 8	32
" No. 12	36



Feed Cookers for Earth Foundation, a desirable addition to the business of stove dealers. Many thousands of these are being bought yearly by the farmers and butchers.

Are you getting your share of this business? Perhaps you are not selling the right kind or getting the right price. We have a modern steel feed cooker. Shall be pleased to send you circular and quote prices.

We sell to the Trade only.

MERRICK, ANDERSON & CO.

WINNIPEG.

Coil chain, 3-16 inch	9⅜
" ¼ inch	7¼
" 5-16 inch	5¾
" ⅜ inch	5
" 7-16 inch	4⅞
" ½ inch	4¾
" ⅝ and ¾ inch	4½
Spades and shovels	40 and 5 p.c.
Harvest tools	60 p.c.
Axe handles, turned, s. g. hickory, doz.	$3 15
No. 1	1 90
No. 2	1 60
Octagon extra	2 30
No. 1	1 60
Files common	70 and 10 p.c.
Diamond	60 p.c.
Building paper :	
Anchor, plain	65c.
" tarred	70c.
Pure fibre, plain	67½c.
" " tarred	80c.
Ammunition, cartridges, Dominion R.F.	50 p.c.
Dominion, C.F., pistol	30 p.c.
" military	15 p.c.
American R.F.	30 p.c.
C.F. pistol	5 p.c.
C.F. military	10 p.c. advance.
Loaded shells :	
Eley's soft, 12 gauge black	15 00
chilled, 12 gauge	16 50
soft, 10 gauge	19 50
chilled, 10 gauge	21 50
Shot, Ordinary, per 100 lb	6 00
Chilled	6 50
Powder, F.F., keg	4 75
F.F.G.	5 00
Tinware, pressed, retinned.	70 and 10 p.c.
" " plain	75 and 2½ p.c.
" pieced	
Japanned ware	37½ p.c.
Enamelled ware, white	45 p.c.
" Famous	50 and 10 p.c.
" Imperial	50 and 10 p.c.
Green Wire Cloth	1 55

PETROLEUM.

Water white American	27½c.
Prime white American	25½c.
Water white Canadian	25½c.
Prime white Canadian	24½c.

SCRAP.

No. 1 cast iron	$14 to 15	
No. 2 "	7	
Wrought iron scrap	5	
Copper (heavy)	8½c.	per lb.
Yellow brass (heavy)	7½c.	"
Light brass	5c. to 6c.	"
Lead pipe, or tea lead	2c. to 2½c.	"
Zinc scrap	1c.	"

PAINTS, OILS AND GLASS.

White lead	$6 00 to $6 50
Putty in bladder, 2½ lb., in keg of 100 lbs.	0 02¾
Turpentine, pure in barrels	$ 0 95
Less than barrel lots	1 00
Linseed oil, raw	0 57
Boiled	0 60
Lubricating oils, Eldorado castor	0 28½
Eldorado engine	0 27½
Atlantic red	0 33½
Renown engine	0 42
Black oil, per gal	25 to 30
Cylinder oil (according to grade)	53 to 78
Harness oil	0 65
Neatsfoot oil	1 00
Steam refined oil	0 85
Sperm oil	2 00
Pure castor oil, first pressure	0 11½
Lubricating oil	0 11½

WINDOW GLASS.

Single 1st break, up to 25 miled inches, $3.75; 26 to 40, $4; 41 to 50, $4.50; 51 to 60, $5; 61 to 70, $5.50, in 100-ft. boxes.

U. S. STEEL IN CANADA.

During the past four months the American steel and iron pools—structural plates, bars, billets and rails—have placed more Canadian orders than in any previous year. For the first time in years the American companies are offering to pay freight to certain points in Canada. In booking the large Canadian orders, the Steel Corporation and its competitors have cut prices under all known English and German bids.—The Wall Street Journal.

THE PITTSBURG METAL MARKET.

(From The Iron Trade Review.)

Pittsburg, March 10, 1904.

THE week has been one of decided activity in the iron trade and with the improvement in demand has come some advance in prices, this being most marked in Southern pig iron. Whether because of the Steel Corporation's purchase, or because of other signs of a supposed turning point, a number of important consumers of forge and foundry iron have been on the market, and large transactions have resulted. Some of this business was done at $9 at furnace for Southern No. 2, but $9.25 is now the common minimum of Southern sellers, while within a day or two $9.50 has returned as the firm quotation of some furnaces. The week's business for one Southern company was 55,000 tons and another was not far behind. The heavy pig iron buying and the developments of the week in certain finished products have begotten a much more hopeful feeling throughout the trade, which the coming of the season for building operations has done much to increase.

The Steel Corporation's Bessemer pig iron purchases and options are closely estimated at 170,000 tons, of which about 90,000 tons is actually taken. Outside buying of Bessemer and the week's business in forge iron bring the total up to 200,000 tons. The options are to be exercised on the 10th of March and April. Pittsburg district pipe works have been in the market for gray forge iron, about 15,000 tons being taken by two interests. A cast iron pipe foundry has been a buyer of forge and other irons to the extent of 15,000 tons and a pig iron merchant interest has bought 12,000 tons of foundry grades. A number of consumers of foundry iron in the Chicago district and the Central West have been in the market in the week, and the buying movement has been broad and well sustained. While $7.75 at Southern furnaces has been touched on gray forge, $8 is now the minimum, and in the Pittsburg district Northern forge has advanced to $13, while Central Western furnaces that have shaded $12 at furnace for No. 2 foundry in recent weeks are now on a $12.50 basis.

The March 1 report from blast furnaces using Lake Superior ores reflects the steady increase in production in February. There were 113 furnaces in and 50 out on March 1, while of 166 reporting on Feb. 1, 99 were active and 67 were idle. The Steel Corporation had four-fifths of its furnace capacity active on March 1 as against two-thirds on Feb. 1. Its leading subsidiary company has reduced its pig iron stocks to practically nothing and deliveries on the recent purchases of iron are being urged forward.

The Pittsburg district seconds the more active condition in pig iron with a cheerful report concerning finished material, though heavy products are still much behind the lighter forms. Specifications are coming in with much more freedom and mills are running on fuller schedules. In the Pittsburg district 10,000 tons of structural material will be needed for railroad work soon to be begun, but there is little definite development elsewhere in building projects that have been regarded as promising. The plate market is still far from satisfactory and rails are at a standstill.

The bar, wire and pipe trades continue to furnish encouragement. Bar iron has advanced $1 a ton, in some markets $2, and an early advance in steel bars is regarded as at least probable.

Tin plates have shown new life in the past few weeks and canning interests have made partial requisitions. Prices have gone to a point that is forcing wages down and an important conference is in session at Pittsburg as this is written, the leading manufacturer having proposed a further 10 per cent. reduction.

The Lake Superior iron ore interests after a further meeting in New York on Monday, which reached no agreement, adjourned to April 1. Three weeks' developments in the iron market are expected to help to a final decision.

A scarcity of cars still prevents the proper movement of coke and as a result prompt foundry and furnace coke has advanced from 15 to 25 cents a ton. As high as $1.75 has been paid for Connellsville coke for shipment the remainder of this month, while prompt foundry is selling at prices ranging from $2.25 to $2.50. For the week ending Saturday, Feb. 27, the production of the upper Connellsville region amounted to 171,549 tons and that of the lower region to 48,940 tons.

The American Steel & Wire Co. this week announced an advance of $1 per ton on wire nails and wire products effective on March 7. For several weeks the higher price has been asked by all the large jobbers and several of the largest independent producers however. We make the following quotations in large quantities: Wire nails, carload lots, to jobbers, f. o. b. cars Pittsburg, $1.90 base, plain wire, carload lots, $1.80 base; barb wire, carload lots, $2.20 base; staples, carload lots, $1.05 keg. Galvanized, 30 cents extra.

BUSINESS CONDITIONS IN NOVA SCOTIA.

By Regular Correspondent of HARDWARE AND METAL.

BUSINESS is not very active as yet. March came in like a lion, this province being visited by a heavy wind and rain storm accompanied with thunder and lightning. The rain left the roads for some days in an impassable condition, but travelling is now much improved. Travellers are out on their respective routes and there is quite a lot of business being booked for later delivery, but so far there has been little chance to do any shipping. All Spring hardware is selling to a moderate extent and when navigation opens, which apparently will not be for a month yet, there will be the usual activity in wholesale circles.

• • •

In the last week the price of cordage on this market was advanced one-half cent per pound. Fibre has been going up for the last two months and it is possible that still higher prices will rule on cordage before many months. The sales of this article are usually heavy in this province during the Spring as such large quantities are required annually in the fishing industry. Manufacturers' agents here state that a great deal of fibre is this year being consumed in the production of binder twine and that this is one of the causes of the present firmness in the cordage market.

• • •

There is a very good demand at present for lobster and fishermen's supplies. The lobster season East of Halifax opens on April 1, and the factories are making extensive preparations to prosecute the business as fully as possible owing to the high prices now obtainable on the American markets. These high prices are due to the fact that the present Winter has been so severe that fishermen West of Halifax who are allowed to operate in the Winter months, were not able to secure the usual quantity and hence the markets have been comparatively bare.

• • •

The hardware fraternity in this city were startled by the sudden death on Saturday morning of Patrick Shelley, clerk in the wholesale hardware house of H. H. Fuller & Co. He was a volunteer fireman and dropped dead of heart disease while at work at Saturday's big fire. This firm have had a number of deaths in the last year or so. Not long ago one of the partners, Mr. Richards, passed away. Last Fall another partner, Mr. W. C. Birne, died after a brief illness, and now Mr. Shelley's death is recorded.

Halifax, March 8, 1904.

WM. JESSOP & SONS' REPORT.

THE report of Wm. Jessop & Sons, Sheffield, published in British papers of a fortnight ago, show a balance of over $30,000 besides a dividend of over $114,000.

The buildings, machinery and plant have been efficiently maintained. The stocks in Sheffield and in America have been taken by the company's own staff and have been brought into the account at prices in no case above actual cost, with freight and duties added. The stocks at the principal American depots have been verified by Mr. G. L. Weed, of New York.

The equipment of the American works has been completed, and no funds in respect of capital expenditure have been drawn since August last. In the early months of 1903, as may generally be looked for when commencing the working of a new plant of this character, a number of difficulties arose, which reduced the output considerably, but these have been overcome, and the whole plant is now working satisfactorily. In connection with the outlay on these new works, it was decided in August last to offer the remaining £50,000 of the authorized issue of £200,000 mortgage debentures, and these were fully subscribed.

During the year the directors have availed themselves of the opportunity which was presented owing to the death of the senior partner of J. J. Saville & Company, steel and file manufacturers, of Triumph Works, Sheffield, and of Libau, in Russia, of acquiring an interest in the business, and it is anticipated that the connection will prove advantageous to both concerns. As the negotiations were only brought to a close in the current year, 1904, the transaction is not shown in the present balance sheet.

V. E. Paradis has been appointed curator to J. A. Michaud, general merchant, Chicoutimi, and also to E. Villeneuve, general merchant, Jonquieres.

CONDENSED OR "WANT" ADVERTISEMENTS.

Advertisements under this heading, 2c. a word first insertion; 1c a word each subsequent insertion.

Contractions count as one word, but five figures (as $1.000) are allowed as one word.

Cash remittance to cover cost **must** accompany all advertisements. **In no case** can this rule be overlooked. Advertisements received without remittance cannot be acknowledged.

Where replies come to our care to be forwarded, five cents must be added to cost to cover postage, etc.

SITUATIONS VACANT.

WANTED — Experienced hardware traveller. To cover Manitoba for firm having good connection. Best of references required. Good opening. Apply Box 103, HARDWARE AND METAL, Toronto. (7tf)

STOVE-PLATE moulders. Apply The McClary Manufacturing Co., London. (f)

STOVE-MOUNTERS wanted; at once; a few good men; steady employment. Clare Bros. & Co., Limited, Preston, Ont.

SITUATIONS WANTED.

IN wholesale house by experienced hardware clerk. Best of references. Address Box 115, HARDWARE AND METAL, Toronto. (11)

LANCASHIRE MAN requires situation as assistant to hardware trade; six years' experience with his father (wholesale Ironmonger), and wishes to have one or two years abroad, Halifax preferred. Age 22. State terms and address Frank Higson, Ivy-Bank, Castle street, Bolton, Lancashire. (12)

YOUNG Englishman, eight months Canadian experience, desires responsible position as bookkeeper and assistant in retail hardware business. Good references. Address Box 114, HARDWARE AND METAL, Toronto. (11)

BUSINESS FOR SALE.

A LIVE hardware business for sale in Hamilton. Stock about $6,000. Apply Webber's Hardware, Hamilton, Ont. (11)

AGENCY WANTED.

AN established Manufacturers' Agent in Montreal representing several large American houses, with representatives covering all Canadian territory, wishes to secure a good Canadian manufacturer's line in Hardware or Specialties. Address Box 102, HARDWARE AND METAL, Montreal. 20

TO EMPLOYERS.

The undersigned labor agent is prepared to forward help to employers who are short-handed. Picked hands of any trade procured on shortest notice, paying own passage. Over 800 registered. Term moderate. F. C. SMITH, 22 Penton street, London, Eng. (14)

TO RENT.

FOR RENT—A large well-lighted floor (size 30 x 100) in a Montreal up-town store (St. Catherine street, west). Suitable for china and glassware, furniture, carpets or housefurnishing goods. Use of passenger elevator and goods hoist. Moderate rental to desirable tenant. Correspondence solicited. HARDWARE AND METAL Office, Box 25, Montreal. (10)

BUSINESS CHANCES.

TINSMITH wanted for the Northwest with capital. Correspond with Merrick, Anderson & Co., Winnipeg, regarding good opening for tin shop and hardware. (11)

R. E. THORNE, 768 Craig St., MONTREAL

Wholesale Agent and Importer

Dry Colors, Ochres, Bronze Powders, Aluminum Powder. Schlag Metal, Bronze Liquids and Varnishes.

Toronto Office—29 Melinda St.

PAINT, OIL AND BRUSH TRADES

Further Fire-Proof Paint Experiments.

ANOTHER American city has been devastated by fire. In Baltimore, as in previous conflagrations of great extent and fierceness, no barriers could resist the flames. Fire-proof buildings melted like wax. The best that modern ingenuity could devise or money buy was ashes before that resistless flood of fire. It was another demonstration of the futility of the hope that the fire fiend may some day be conquered. That day will never come, and the ever-present problem will be to prevent the outbreak and the spread of flames before they reach the point at which they are uncontrollable, says the Paint, Oil and Drug Review.

In a previous editorial we pointed out the limitations of fire-proof liquids and paints. It is possible to secure a very high degree of resistance to fire or, more accurately speaking, resistance to very high temperatures by the application of certain liquids to cloth, paper, wood, etc., or by the use of fire-proof paints of known reliability. This is a subject of uppermost importance in the minds of architects and engineers at the present time, and inventors are making substantial progress along this line in a practical way.

Some form of a sulphate seems to be inseparable from the idea of an absolutely fire-resisting chemical. The old formula was based on sulphate of ammonia; the new one employs sulphate of aluminum. Experiments with this sulphate, by the Ferrell process, have given excellent results. Ordinary tests of materials similarly treated are made in an open gas jet, which gives a heat of about 550 degrees Fahrenheit. But with the sulphate of aluminum as a fire-proofing material it is possible to demonstrate with a Bunsen burner of 2,460 degrees power, showing a resitsance to heat of wood so treated that is little short of marvellous. Equally satisfactory tests have been made with a fire-proof enamel which contains a compound of aluminum. These tests are no longer in the experimental stage but have been verified by engineers of the highest standing.

The remarkable non-conductivity of sulphate of aluminum is the chemically interesting feature of this process. It is said that this sulphate may be subjected to the most powerful heat in a crucible, until it has lost all of its volatile elements including a percentage of sulphuric acid, and that it may then be poured out into the palm of the hand without burning the holder. Heat has no effect on it except to free it from gases.

Even with such a salamandrine substance as sulphate of aluminum, it is not claimed that fire-proofing can be made absolute; but though intense heat will destroy any known structural material in time, it is possible to prevent the breaking out of flames—conflagration. And in that sense the use of fireproof paints and liquids is successful in preventing fires and in saving lives and property.

Why Cod Oil is Dearer.

U. S. Consul Bordewich, Christiania, Norway, reports: "Considerable apprehension is felt that the conditions ruling the Lofoten fisheries in 1903 will also make themselves felt in 1904. According to recent newspaper reports the Greenland seal has again appeared in great numbers in the bays of Finmarken. Before 1903 these animals were never found near the Norwegian coasts in numbers, but that year they came in large shoals as early as January and the fishermen believe, contrary to the views of scientific people, that they were the cause of keeping the cod so long away from its customary spawning places.

"Prices for the best quality of medicinal oil f. o. b. Christiania have for the last three years been as follows: In 1901, 56 kroner ($15) per barrel; 1902, 130 kroner ($34.80) per barrel; 1903, 400 kroner ($107.20) per barrel—all in wood-covered tin barrels of 30 gallons, price including barrel."

"Orolite" Oil Finish

is designed for all surfaces where a quick hardening varnish, or a rubbed or polished surface is required.

It is for interior use only, except where an outside undercoating is desired, over which a wearing or outside varnish is to be placed.

The color is quite pale, and will not discolor the lightest natural woods.

It brushes and works easily, has the necessary flowing, good lustre, dries hard to rub in 36 to 48 hours, and will polish in from three to five days. It will not check, crack, peel nor turn white.

Put up only in the following sizes with our brass seal Gallons; ½ gallons; ¼ gallons; pints; ½ pints.

Imperial Varnish & Color Co., LIMITED.
TORONTO, - - CANADA

LINSEED OIL

Raw and Boiled

"GUARANTEED PURE"

MANUFACTURED BY

Canada Linseed Oil Mills, LIMITED,

MONTREAL.

☞ **BARRELS WANTED!!**

We are open to **buy good sound, oak** Linseed Oil, Turpentine, Varnish, and Machine Oil Barrels.

McArthur, Corneille & Co.

MONTREAL

Glue and Gelatine

An extensive assortment, to suit all requirements.
WILL BE PLEASED TO SUBMIT SAMPLES AND PRICES

MANUFACTURERS AND IMPORTERS OF . . .

White Lead, Oils and Colors, Prepared Paints, Window Glass, Varnishes, Etc.

SELLING AGENTS IN CANADA

For the GENUINE
Imperial French Green
of JOHN LUCAS & CO., PHILADELPHIA.

And CELEBRATED
English Varnishes
of CHAS. TURNER & SON, LONDON.

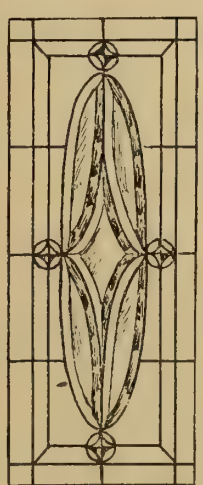
Please mention HARDWARE AND METAL when writing.

Special in

Show This to Your Customers.

Bevel Plate Door and Window Panels

106.



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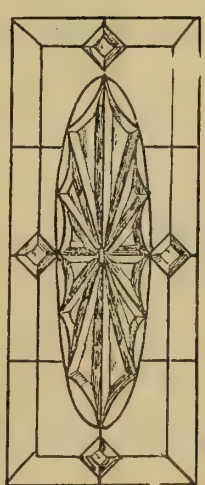


108.

$1.50 per ft. Less than 3 sq. ft. 10 per cent. additional.
14 Different Designs.

LUXFER PRISM CO.,

100 King St. W., TORONTO.

GILLETT'S

PURE POWDERED

LYE

Ready for Use in Any Quantity.

For making SOAP, softening water, removing old paint, disinfecting sinks, closets and drains and for many other purposes. A can equals 20 pounds Sal Soda.

SOLD EVERYWHERE.

E.W. GILLETT COMPANY LIMITED
TORONTO, ONT.

Paint and Oil Markets

Quebec.

Office of HARDWARE AND METAL,
232 McGill Street.
Montreal, March 10, 1904.

WITH milder weather conditions, there has been a slight improvement in the paint and varnish situation as regards shipments. Deliveries, however, are still uncertain and it will be some time yet before the congestion of the railways is relieved and a smoother condition of things can be looked for. Orders are still coming in very freely for Spring shipments and prospects have seldom if ever been brighter at this time of year. Firmness characterizes almost every item on the paint and color list. Prices of linseed oil and turpentine are not uniform, the differences being mainly due to the different terms of payment on which the various firms are selling. The range of prices will be found below. Prices of shellac varnishes are also somewhat uncertain and some wide ranges will be noted in our quotations below. Dry red lead, orange mineral and litharge are somewhat firmer on account of stocks being light as they are apt to be at this time of year. It should be understood that the prices quoted on ground white lead are for the most part merely nominal. The prevailing price seems to be about $4.50, but competition continues so keen that it is impossible to quote with exactitude. It is hinted that an agreement may soon be made among the grinders to advance the price considerably above the present absurdly low figures. The agreement may not be made but any merchants thinking of stocking up might do worse than place their orders now. We quote:

Ground White Lead--Best brands, Government standard, $4.60 to $4.75; No. 1, $4.25 to $4.40; No. 2, $4 to $4.10; No. 3, $3.67 1-2 to $3.77 1-2; No. 4, $3.30 to $3.40, all f.o.b. Montreal.

Dry White Lead.—$4.25 in casks, and in kegs $4.50.

Dry White Zinc.—Pure dry, in casks, 6 1-4c.; in 100-lb. kegs, 6 3-4c.; No. 1, zinc, in casks, 5 1-4c.; in 100-lb kegs, 5 3-4c.

White Zinc (ground in oil)—Pure, 25-lb. irons, 8c.; No. 1, 7c.; No. 2, 6c.

Putty.—We quote: Bulk, in barrels, $1.50; in 25-lb. tins and irons, $1.85; bladded putty in barrels, $1.75.

Orange Mineral.—Casks, 7c.; 100-lb. kegs, 7 1-4c.; smaller quantities, 8 1-4c.

Red Leads.—Genuine red lead, in casks, $4.25; in 100-lb. kegs, $4.50; in less quantities, $5.50 per 100 lb. No. 1 red lead, casks $3; kegs, $4.25, and smaller quantities, $5.25.

Litharge.—Ground, casks, 5c.; in less quantities, 5 1-2c.; flake litharge, casks, $5; smalls, $5.50 per 100 lb.

Linseed Oil—Raw, 1 to 4 barrels, 48 to 49c.; 5 to 9 barrels, 47 to 48c.; boiled, 1 to 4 barrels, 51 to 52c.; 5 to 9 barrels, 50 to 51c. Delivered in Ontario between Montreal and Oshawa at 2c. per gallon advance.

Turpentine—Single barrels, 92 to 93 1-2c.; 2 to 4 barrels, 91 to 92 1-2c. Standard gallon of 8.6 pounds.

Benzine—25 to 26c.

Shellac Varnish—Pure white, $2.75 to $3.50; pure orange, $2.65 to $3.40; No. 1 orange shellac, $2.35 to $2.50.

Mixed Paints.—$1.20 to $1.40 per gallon.

Castor Oil.—8 3-4 to 9 1-4c. in wholesale lots, and 1-2c. additional for small lots.

Canadian Paris Green — Barrels, 14 1-4c.; arsenic kegs, 14 1-2c.; 50 and 100 lb. drums, 15c.; 25-lb. drums, 15 1-4c; 1-lb. packages, 16c.; 1-2-lb. packages, 18c.; 1-lb. tins, 17c. Terms 2 per cent. discount for cash in 30 days or 90 days net.

English Paris Green—Barrels, 14 1-4c; arsenic kegs, 14 1-2c.; 50 and 100 lb. drums, 15c. per lb.; 25 lb. drums, 15 1-2c; 1-lb. paper boxes, 16c.; 1-lb. tin boxes, 17c. Terms, 2 per cent. 30 days; 90 days net.

Ontario.

Office of HARDWARE AND METAL,
10 Front street east.
Toronto, March 11, 1904.

WHILE the fact that deliveries can be made by some of the railway lines has a caused a fair demand in some lines for immediate delivery the market is still dull. Prices are unchanged throughout. We quote:

White Lead—Ex-Toronto, pure white lead, $4.50 to $4.65; No. 1, $4.05 to $4.20; No. 2, $3.75 to $3.90; No. 3, $3.35 to $3.50; No. 4, $3.25 in packages of 25 lb. and upwards; 1-2c. per lb. extra will be charged for 12 1-2-lb. packages; genuine dry white lead, in casks, $4.50.

Red Lead—Genuine, in casks of 560 lb., $4.25; ditto, in kegs of 100 lb., $4.50; No. 1, in casks of 560 lb. $3.75. to $4; ditto, in kegs of 100 lb., $4.25.

White Zinc—Genuine, French V.M., in casks, $6 to $6.25; Lehigh, in casks, $6 to $6.25.

Shingle Stain—In 5-gallon lots, 60 to 85c. per gallon.

Paris White—90c. to $1 per 100 lb.

Send us a post card and let us tell you all about it.

INVESTIGATE

the merits of **"ANCHOR"** Liquid Paint.

It will stand the light of the closest investigation.

Quality and everything needed to inspire confidence and create permanent trade is found in its make-up.

The fact that the best white lead in the world, **Brandram's B.B. Genuine,** is used in its manufacture is one argument of its superiority.

HENDERSON & POTTS, Limited, Halifax.
HENDERSON & POTTS CO., Limited, Montreal.

Whiting—60 to 65c. per 100 lb.; Gilders' whiting, 75c.

Shellac—Pure orange, in barrels, $2.50 to $3; white, $2.50 per gallon; No. 1, $2.37 1-2, including price of can.

Linseed Oil—Raw, 1 to 2 bbls, 48c.; boiled, 51c.; 3 to 5 bbls, raw, 47c.; boiled, 50c.; 6 to 9 bbls., raw 46c.; boiled, 49c., delivered, Toronto, Hamilton, London and Guelph. One firm is quoting raw, 1 to 4 bbls., 49c.; boiled, 52c.; 5 to 9 bbls., raw 48c.; boiled, 51c.; 10 bbls. and over, open; ex-Toronto, 2 per cent. off 30 days.

Turpentine—Single bbls., 92c.; 2 to 4 bbls., 91c.; 5 bbls. and over, open, Toronto, Hamilton, London and Guelph, with 2c. extra for delivery outside. One firm quotes: Single bbls., 91 1-2c.; 2 to 4 barrels, 90 1-2c.; 5 barrels and over, open, ex-Toronto, with 2 per cent. off 30 days. For less quantities than barrels, 5c. per gallon extra will be added, and for 5-gallon packages, 50c. and 10-gallon packages, 80c. will be charged.

Glues—Broken sheet, in 200-lb. bbls., 8 to 8 1-2c. per lb.; cabinet glue, in bbls., 11 1-2 to 12c.; emery glue, in bbls., 17c.; bookbinders', ground, 10 1-2c.; finest

STANDARD PAINT & VARNISH WORKS,
LIMITED

Makers of High-Grade Varnishes, Japans, Paints, Colors and Enamels.

Windsor, Ont.

THE PROPRIETOR'S STORY.

ALABASTINE we have been selling nigh on to twenty years, and know it to be reliable.

We dealers also know that Alabastine is what is in demand, and that to sell anything else for coating walls, we would have to do so on the recomen tation that it was the same thing, or just as good as **ALABASTINE.** Wou d not offer a substitue when Alabastine is called for; no necessity to do that, as it is easier to sell Alabastine, and in handling it we do not incur any risk on account of infringement of patents.

Alabastine is ready for use by the addition of Cold Water, made so by the inventor, Mr. M. B. Church, who was the first to produce a cold water preparation that is thoroughly practical, that has superseded all hot water mixtures, and forced other manufacturers to **UNDERTAKE** the use of the cold water process. Then, again, Alabastine is made in Canada, by Canadian labor and from Canadian materials. It satisfies my customers.

The trade supplied by Wholesale Hardware and Paint Dealers. Also by

THE ALABASTINE CO., LIMITED, PARIS, ONT.

TRADE MARK

NOBLES & HOARE · NH · LONDON ·

Nobles & Hoare.

CORNWALL ROAD STAMFORD STREET.

LONDON, ENG.

Manufacturers of

HIGH-CLASS VARNISHES ONLY

Which can be obtained direct from the work or from the principal Color Dealers in Canada

"Island City" Paint and Varnish Works

ISLAND CITY

Our "Island City" Enamel Paints are the best in the market—17 artistic shades.

Our "Island City" Aluminum, Gold and Silver Paints can be used with great satisfaction on Furnaces, Radiators, all sorts of Furniture and Ornaments that require renovating.

P. D. DODS & CO., Proprietors, **Montreal, Toronto, Vancouver.**

WHY?

WHY DO I BUY THE CANADA PAINT COMPANY'S VARNISH?

BECAUSE their Varnishes are made by themselves upon scientific principles by modern methods.

BECAUSE there is a steady demand for them from makers of carriages and furniture.

BECAUSE they are put up in a handy form, attractively labelled, and do not entail waste.

BECAUSE I am in touch with a Varnish and Paint firm who keep posted on the requirements of the trade.

BECAUSE architects, house-owners and house-builders prefer their Varnishes, and specifiy them.

BECAUSE **The CANADA PAINT COMPANY** manufacture a full line of paints and decorating material.

BECAUSE in ordering everything from them I save time, freight, packages and money.

THE CANADA PAINT COMPANY LTD

American, white, 19c.; No. 1 American white, 15c. per lb.

Putty—Common, $1.65; pure (linseed oil) bladders in barrels, $1.75; bladders, in 100-lb. kegs, $1.90; bulk in barrels, $1.50; bulk, less than barrels and up to 100 lb., $1.75.

Plaster Paris—New Brunswick, $2 per bbl.

Liquid Paints—Pure, $1.10 to $1.30 per gallon; No. 1 $1 per gallon.

Barn Paints—65 to 70c. per gallon.

Castor Oil—English, in cases, 7 1-2 to 8c. per pound, and 8 1-2 to 9c. for single tins.

English Paris Green—Petroleum bbls., 13 1-4c.; arsenic kegs, 13 1-2c.; 50 to 100-lb. drums, 14c.; 1-lb. packages, 15c.; 1-lb. tins, 16c.; 1-2-lb. tins, 18c.

Canadian Paris Green (present delivery)—Petroleumn bbls., 13 1-4c.; arsenic kegs 13 1-2c.; 50 and 100-lb. drums, 14c.; 1-2-lb. tins, 18c.

Window Glass.

MONTREAL.

Prices continue as before quoted: First break, 50 feet, $1.70; second break, $1.80 for 50 feet. First break, 100 feet, $3.25; second break, $3.45; third break, $3.95; fourth break, $4.20.

HAS ADOPTED THE CASH SYSTEM.

Wilber S. Gordon, hardware merchant, Tweed, Ont., has after a wide study of the effects of the cash and credit systems of business, decided to adopt the cash system. He has consequently issued the following circular to the trade:

We take pleasure in announcing to our friends and the public generally that, after March 1st, we have decided to conduct our business, both buying and selling, on the CASH SYSTEM.

During the past year, manufacturers and wholesale hardware men have so shortened the terms of credit that, by the time we get our goods unpacked and marked, the bill is due.

Our business has become so large that we can no longer pay cash for goods and carry our customers' accounts.

The great majority of people are fully aware of its advantages and recognize the CASH SYSTEM as the correct business principle, beneficial alike to buyer and seller.

We believe that with the worry and leaks of the credit system cut off and the energy heretofore expended in entering, rendering and collecting accounts turned into the channel of wide-awake business management, we will occupy a vantage ground far in advance of our present position.

In cases such as contracts and building we will be open to make special terms.

We have no intention, by this action, to reflect upon any one, but in obedience to our convictions we adopt a rule of business, which we are firmly convinced will be advantageous to our customers as well as to ourselves, and ask for the hearty co-operation of all in the mutual interest.

Having fully determined to firmly adhere to this rule in the future our customers will kindly not ask us to transgress. WILBER S. GORDON.

Tweed, Feb, 20, 1904.

DEATH OF A PROMINENT MANUFACTURER.

MR. E. W. GILLETT, one of the best known citizens of Chicago, died at 9 o'clock last Friday night at his residence, 3334 Michigan avenue. He was born in Dexter, Jefferson Co., N.Y., and when six years old moved to Chicago with his parents. On the advice of his physicians he left at the beginning of this year for Southern California, but gradually grew worse and returned to Chicago about ten days before his death occurred.

Mr. Gillett was 61 years of age, and during the past two years had been in delicate health; but prior to that time

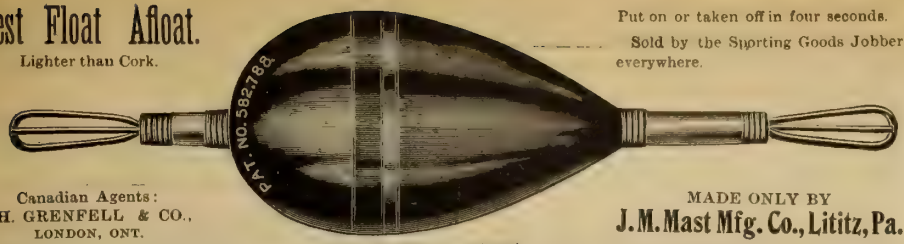
The late Mr. E. W. Gillett.

he was unusually robust and was a splendid type of American manhood. His demise will be learned with profound regret by a host of friends throughout Canada and the United States. During the past 40 years he has been extensively engaged in manufacturing grocers' sundries. Owing to his untiring and energetic efforts, the business soon attained phenomenal proportions. He took a very active interest in commercial affairs, and held a number of prominent positions, one of which was president of E. W. Gillett Co., Limited, Toronto. This position he had held since the inception of the company.

The deceased is survived by his widow and two children, C. W., of the firm of Gillett & Denniston, and Lillian M. He was a Presbyterian and was connected with the Second Presbyterian Church. The funeral took place Sunday afternoon from the family residence to Rosehill Cemetery.

Best Float Afloat.

Lighter than Cork.



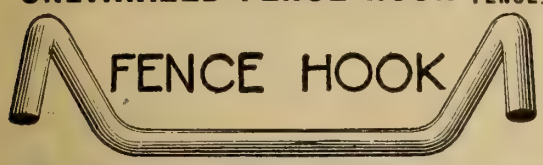
Put on or taken off in four seconds.

Sold by the Sporting Goods Jobber everywhere.

Canadian Agents:
E. H. GRENFELL & CO.,
LONDON, ONT.

MADE ONLY BY
J. M. Mast Mfg. Co., Lititz, Pa.

GALVANIZED FENCE HOOK FOR FASTENING WOODEN PICKET ON WIRE FENCE.



WIRE NAILS, COILED SPRING, BARB and PLAIN FENCE WIRE, OILED and ANNEALED, CLOTHES LINE WIRE, STAPLES, etc.

THE WESTERN WIRE & NAIL CO., Limited. LONDON, ONT.

In manufacturing wrapping papers you have to think of the use to which they are put. Our brown and manilla wrapping papers are

FULL COUNT
FULL WEIGHT
AND
FULL STRENGTH

CANADA PAPER CO.

Limited

Toronto, Montreal and Windsor Mills Que.

WE STRAP THE WORLD!

Cary's Universal Box Strap

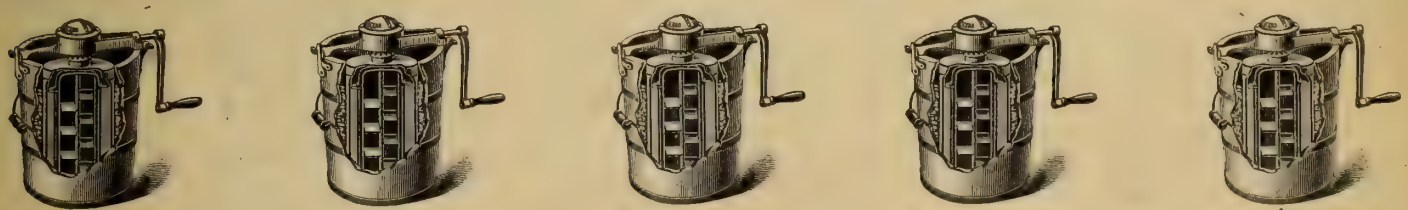
A CONTINUOUS Metal Strap with a series of raised bosses along the edges, to strengthen same and protect nail heads. Put up in coils of 300 feet each, and packed 20 coils in a case. On each coil we put our patent metal reel frame, making it a complete reel.

MADE IN FOUR WIDTHS.
½ inch, ⅝ inch, ¾ inch and 1 inch.
PATENTED IN ALL COUNTRIES.

MONTREAL HEADQUARTERS:

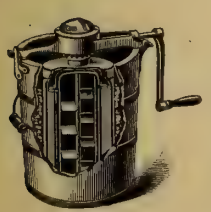
E. F. DARTNELL, 180 St. James St.

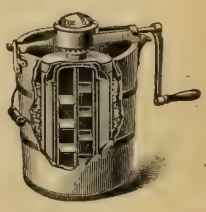
BELL TELEPHONE MAIN No. 2382.



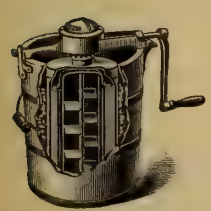
PROBABILITIES! AN OLD-FASHIONED WINTER MEANS AN OLD-FASHIONED SUMMER.

You'll Need White Mountain Freezers





DON'T WAIT. ORDER NOW.



THE McClary Manufacturing Co.

London, Toronto, Montreal, Winnipeg, Vancouver and St. John, N.B.

STOVES AND TINWARE.

Air Movement and Registers.

IT is said that for ages it was the custom of the forefathers to go to mill on horseback with wheat or corn in one end of a bag and a balancing stone in the other, with the man on the horse perfectly satisfied with the arrangement. This man has had his counterpart in the furnace business. We are all the while perpetuating and continuing the blunders of our forefathers in the business, writes "Iowa" in the Metal Worker.

A word as to one direction in which we ought to make radical changes. Our furnaces and indirect heaters would do much better work if we had clear, unobstructed openings at the mouth of our warm air pipes instead of the hampering iron register. These registers act as a patch of brush acts in checking the movement of a Northwest blizzard. How are they made? First, to be handsome floor or wall ornaments; second, they are made to be strong, to prevent breaking through them; third, they are allowed some openings to let the air through, as it were, on sufferance, hardly as a real necessity. What has been the result? Thousands of houses have been poorly heated where the fuel used was ample and the heater fairly good, because the heater has been handicapped by these ornamental registers.

Heat is not a measurable quantity, like potatoes or coal. It is an effect. We get this effect by air movement upon the heated surfaces. The more rapid the air movement upon these heated surfacec the more we get from our fuel. Water moving with great mobility upon itself carries off all the heat that passes through the boiler shell. Hence the shell never gets red hot. Air cannot carry off the heat so rapidly, hence the iron or steel fire shell gets red hot. Now, handicap that air movement with a common register at the upper end of the warm air duct, and behold the heat lost as a result of the sluggish air movement in the pipe, and the double effect—loss of heat and increase of coal bill—as the result of this 50 year old blundering system of air handling.

Theoretically, a register should be made with bearing bars not over 1-16 inch thick, sharpened to an edge on the under side, these bars standing vertically, made deep for strength, and having not a bar more than necessary. Registers, too, should always be generous in size, considering the size of the supply pipe. Thousands of furnacemen have suffered continual loss along this line. This seems, perhaps, to many a matter of small consequence. They sit in the saddle and ride to mill with a stone in one end of the sack. Few registers are made in this country to-day that do not come squarely under this condemnation.

The steep grade handicaps the locomotive. The clog in the gearing of the mill paralyzes the whole plant. Manufacturers of registers are rarely practical heating men. They make what will sell, and furnacemen buy the registers because they can get nothing better. Here is a point for reformation in the furnace business. It is a matter of so much importance that a change ought to be forced upon the manufacturers.

The Frost Wire Fence Co., Welland, Ont., has established a galvanizing plant in connection with their factory, for the galvanizing of small articles.

A Non-Scalding Tea Kettle.

Wm. B. Bulmer, Windsor, Ont., has patented in Canada and the United States a safety non-scalding tea kettle, the patent rights of which he is desirous of selling in both countries. The unique feature of the kettle is the placing of the fill opening at one side of the centre line protected by a shield and a handle rigidly secured to the kettle at the top; also a steam escape on the top.

The advantages claimed are that the shield prevents steam from the kettle coming in contact with the hand while carrying or handling the kettle even though the lid be removed; that the kettle can be refilled with one hand without tipping; that when the kettle is boiling the escaping steam cannot effect the hand in any way; that the steam escape prevents steam or water escaping from the spout; that the rigid handle makes the kettle easier to lift and control.

$5 CHEQUE PERFORATOR

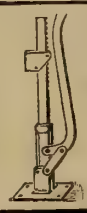
perforates and indelibly inks the amount. Five dollars only. Express paid. Sent on approval.

Canadian General Purchasing Agency
MONTREAL.

Wire-Cone Incandescent Toaster

Only perfect Bread Toaster for Gas or Gasoline Stoves. No smoky taste to bread toasted on this toaster. Write for prices.

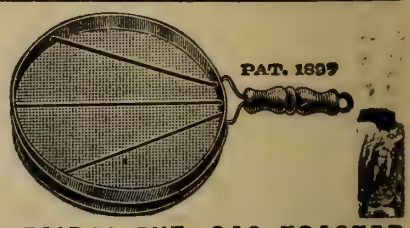
H.O.Edy, Montreal. E.T.Wright & Co., Hamilton
HARKINS & WILLIS,
Manufacturers and Inventors · ANN HARBOR, Mich



COVERT MFG. CO.
West Troy, N.Y.
Steel Carriage and Wagon Jacks
Harness Snaps, Chain, Rope and Web Goods, etc.
SOLD BY ALL LEADING JOBBERS.

PRIEST'S CLIPPERS

Largest Variety, Toilet, Hand, Electric Power
ARE THE BEST.
Highest Quality Grooming and Sheep-Shearing Machines.
WE MAKE THEM.
SEND FOR CATALOGUE TO
American Shearer Mfg. Co., Nashua, N.H., USA

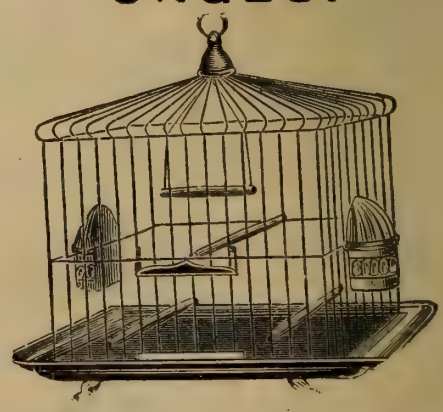


The FAIRGRIEVE GAS TOASTER

Retails at 25c. The only Toaster guaranteed to toast on gas, gasoline or blue flame oil stoves without taste or smell. Write for prices.

THE FAIRGRIEVE MAN'FG. CO.,
295 COLLEGE ST., TORONTO.
U. S. Branch: 289 Jefferson Ave., DETROIT
Agents for Great Britain: Heine, Solly & Co., Sutton House, 2 Old Street, London, E.C.

CAGES.



Bird Cages, Japanned and Brass, Parrot Cages, Squirrel and White Rat and Mouse Cages, Breeding Cages.

The most complete line of Cages manufactured on this continent. Styles, sizes and prices to suit every purchaser.

E. T. Wright & Co., MANUFACTURERS, **Hamilton and Montreal**

Have you tried it?

Tried what?

SELLING MANTELS.

This is in your line of business, and it will pay you.

The Batty Stove & Hardware Co

76 YORK ST., TORONTO.

If you have the goods; We can Sell Them.

COLTART & CAMERON CO., Limited, WINNIPEG.

Manufacturers and Shippers of Hardware Specialties.

LOOKING TO THE WEST FOR TRADE?

COMMUNICATE WITH

COLTART & CAMERON CO.,

Manufacturers' Agents and Warehousemen, WINNIPEG, CAN. Limited

---

To Manufacturers' Agents

HARDWARE AND METAL has inquiries from time to time from manufacturers and others wanting representatives in the leading business centres here and abroad.

Firms or individuals open for agencies in Canada or abroad may have their names and addresses placed on a special list kept for the information of inquirers in our various offices throughout Canada and in Great Britain without charge.

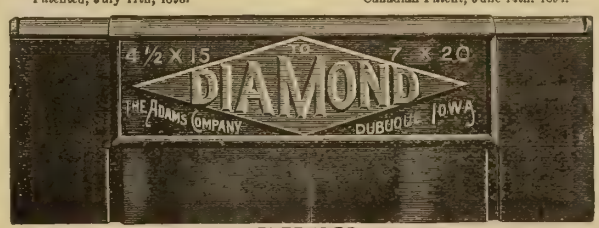
Address
Business Manager
HARDWARE AND METAL
Montreal and Toronto

DIAMOND EXTENSION STOVE BACK

They are easily adjusted and fitted to a stove by anyone.

Please your customers by supplying them immediately with what they want.

Patented, July 11th, 1893. Canadian Patent, June 14th. 1894.



EXTENDED.

Sold by Jobbers of - - -

Hardware Tinware and Stoves.

Manufactured by THE ADAMS COMPANY, Dubuque, Iowa, U. S. A.

" " TAYLOR-FORBES CO., Limited, Guelph, Ontario.

Standard Wickless Blue Flame Oil Stoves

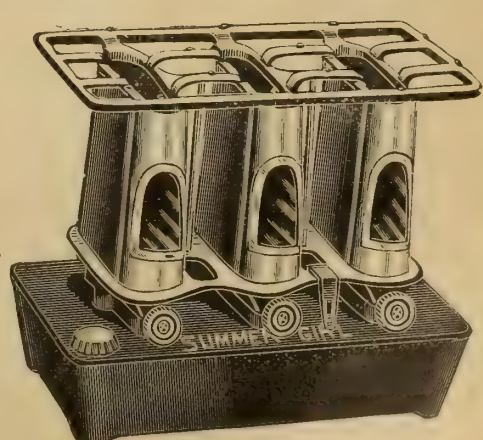
FOR

COAL OIL or GASOLINE.

SIMPLEST, SAFEST and BEST.

"Lights Like Gas."

(Simply turn on the oil and apply the match.)



Prices and Catalogue, showing a full line of these goods, on application.

"Summer Girl" Oil Stove

1, 2 or 3 Burners.

WIDTH OF FLAME—4 INCHES.

A good serviceable Oil Stove at a cheap price.

Also in stock :—EAGLE AND GERMAN OIL STOVES, EXTENSION TOPS, WICKS, ETC.

WRITE FOR PRICES.

The THOS. DAVIDSON MFG. CO., Limited. . . . MONTREAL

HEATING AND PLUMBING

TORONTO PLUMBERS MAY STRIKE.

BUILDING operations in Toronto were last season curtailed greatly by labor troubles, particularly by strikes in the painting and carpentering trades. This year there is serious apprehension of a strike by the journeymen plumbers of the city.

The Toronto Master Plumbers' Association and the Journeymen Plumbers' Union have for some time been meeting frequently in conference to arrange a new agreement between master and man. Both parties are reticent as to the progress made at these meetings but it is generally believed that there is serious danger of a strike; that the men are likely to insist on an increase of wages which are not warranted by the conditions and that the employers are likely to face a strike rather than submit to the claims of the men.

It is to be sincerely hoped that these fears may prove to be without foundation; that the men may, before taking the dire and possibly disastrous step of declaring a strike, look into the facts reasonably, dispassionately and to the welfare of all concerned in the years to come as well as in the present season.

Under the present conditions there has been the most cordial relations between the master plumber and his employes; the Plumbers' Union has had full recognition; the masters have been ever ready to submit to a joint grievance committee any complaints made by the men, and where the complaints were well grounded that they have insisted that the matter be remedied; in short the Toronto Master Plumbers' Association has done everything in its power to strengthen the grip and enlarge the scope of the union.

Wages have been so high and the time taken by skilled men to do ordinary work so long, that one Toronto evening paper made a case, carried on a campaign against the master plumbers, taking the ground that their organization was practically a combine formed to charge exorbitant prices.

Now, if there was a strike, could the men reasonably hope to retain the sympathy and help of the masters? Hardly. Instead there would be enmity at the start and possibly bitterness at the end. And the strength of both organizations would consequently be impaired, possibly destroyed.

The immediate loss would not only affect master and journeyman plumber. "Building operations would be active in Toronto this Spring," said a watchful architect the other day, "If labor troubles could be avoided. So far, however, builders and contractors have held back to see how the season is likely to open up. A few increases in the scale of wages in the various trades or a serious strike in any one of the trades would do great injury. Lumber and other materials are now at top price so there is little encouragement to builders to put up premises when both labor and material is higher than will possibly be the case in a year or two.

"Nor would the dangers be escaped if the journeymen were to insist on higher wages, win their strike and enforce their demand. Instead, new troubles would surely arise. A condition would arise similar to that in New York City, which the Metal Worker protests against as follows:

"It has become very evident to those who are called upon to execute plumbing work for which first-class workmanship and intelligent workmen are required that the supply of skilled journeymen plumbers is by no means equal to the demand.

"Moreover, so far as New York City is concerned, this is by no means the only important factor in the situation. The local journeymen plumbers have issued an edict that no more boys must be taken into the trade for three years; neither will they allow graduates from the trade school, who would make valuable plumbers after a year or two of work under instruction, to be employed by the master plumbers. This makes it incumbent, in some cases, to send two journeymen to work where ordinarily a plumber and helper or apprentice could be used to the pecuniary benefit of both the master plumber and his customer.

"The result has been that the big shops which do new work, and which are subject to the strikes, lockouts and boycotts of the journeymen, are unable to handle the jobbing trade which they formerly enjoyed at a profit. Their customers caustically refuse the high charges for labor and employ other unhampered plumbers. One establishment, which formerly did a jobbing trade amounting to between $8,000 and $10,000 every year, is no longer able to compete with the smaller shops, and hence has lost this valuable branch of the trade. The smaller shops, carrying on a business with which the union journeymen can not readily interfere by means of strikes, lockouts and boycotts, are able to pursue their jobbing business unmolested and can use those journeymen who are less radical in their views, and who will work with either helpers or apprentice boys. This necessity of employing only members of the union has had the effect of supplying employment to unsatisfactory men, who have little interest in their business beyond the money it brings, and no desire to add to their skill or information, although they are insured support even though they prove a burden.

"This state of things has made it difficult to secure the class of industrious, intelligent and enterprising journeymen that are needed in first-class work, and plumbing contractors who are called upon to do a piece of work quickly are often reduced to the necessity of endeavoring to obtain men who are employed by some of their confreres in the trade, regardless of the inconvenience or disadvantage it may prove to the latter. The more light is thrown upon the situation the more pronounced the unreasonableness of it seems to be. It is not strange that some in the trade express wonder as to where the existing conditions will lead."

Building Notes.

Tenders are being called for the erection of a public school at Reston, Man.

A new Catholic church, to cost $150,000, is to be erected at Ste. Cunegonde, Que.

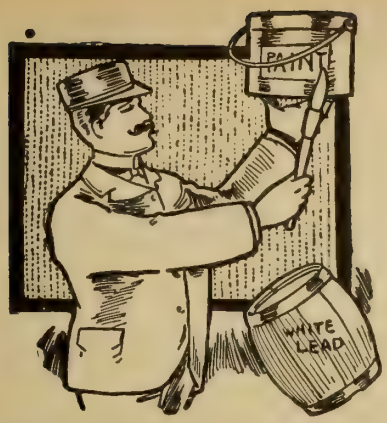
F. W. White, Winnipeg, Man., will erect a residence on Stradbrooke Place, to cost $5,500.

Tenders have been called for the erection of a new church at Norwood, Man., to cost $5,000.

Towns in the vicinity of Winnipeg are preparing to do considerable building during the coming season.

Windsor, Ont., is to have a new Catholic church. Williams Bros., architects, are preparing plans.

H. L. Willison is going to erect a five storey brick dwelling at corner of McDermot and Albert streets, Winnipeg. The ground floor will contain two large stores, while the rest of the building will be devoted to offices, etc.



HERE'S YOUR TRADE if you want it.

Paints pay well, because they sell well and sell quickly.

Paints pay well if you have "paints that pay."

Paints that pay are high-grade paints. To make it short

RAMSAY'S PAINTS

always the best—always ready to help you to a paint trade.

Ramsay's Paints get publicity in newspapers, on billboards and in hundreds of ways.

They are known in your town. Have **you** got them?

A. RAMSAY & SON **EST'D** **THE PAINT**
MONTREAL **1842** **MAKERS**

The New Century Ball-Bearing Washing Machine.

Not the cheapest but decidedly the best Washing Machine made.

Five to seven minutes only required for a tubful.
The operator need not stand when using it, and there is practically no wear on garments.
Full information given on application.

THE DOWSWELL MANUFACTURING CO., Limited.
Hamilton, Ont.
W. L. HALDIMAND & SON, Montreal, - Eastern Agents.

The points of superiority embodied in the Oxford Hot Water and Steam Boiler and Oxford Radiators have placed them at the head of this system of heating.

Oxford Radiators

are cast from the very best grade of iron in mechanically exact moulds, and tested to a cold water pressure of 120 pounds.

Oxford Hot Water and Steam Boilers

are first in efficiency and ease of operation. If you install the Oxford System in any building it will ever stand to your credit as a satisfactorily performed contract.

The Gurney Foundry Company, Limited,
Toronto Winnipeg Vancouver

The Gurney-Massey Company, Limited,
Montreal.

"SHIELD BRAND" SHEATHING

TARRED or DRY.

For Lining—Houses, Barns and Stables. Extra strong, full weight, best quality. When ordering from your dealer DEMAND the "Shield Brand." It's a quick seller.

MANUFAOTURED ONLY BY—

Lockerby & McComb, 65 Shannon St., Montreal

Bell Telephone Main 1989.

WILCOX MFG. CO. OF ONTARIO, Limited

HEAD OFFICE **LONDON, ONT.**

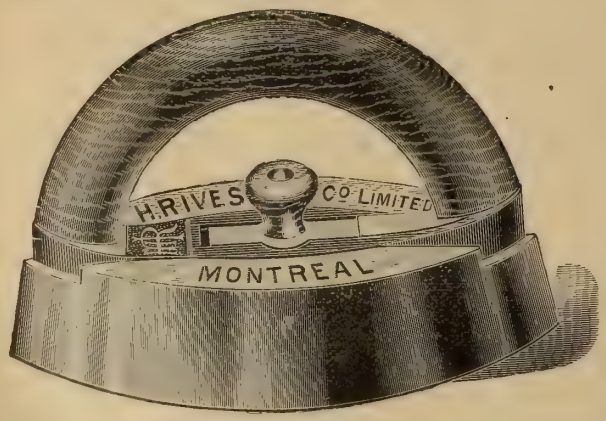
Door Hangers of every description, Automatic Fire Door Equipments, Overhead Trolley Carrying Systems, Velox Ball-Bearing Grindstones. Velox Ball-Bearing Emery Grinders, Triumph Wire Stretchers, Sash Weights.

WRITE FOR PRICES.

FACTORIES:

AURORA, Ill.
ST. THOMAS, Ont.
HAMILTON, Ont.

Improved Potts Iron.



This Iron is the most finely finished Potts Iron made. The only Iron **ground perfectly true**

NO. 50 IS FULL NICKELED, TOP-SIDE AND BOTTOM
NO. 55 IS FINELY POLISHED IN LIKE MANNER

—MADE SOLELY BY—

THE H. R. IVES COMPANY,
LIMITED
Montreal.

by all Hardware Houses. Prices same as old Pattern.

YOU DON'T NEED AN ACCIDENT POLICY WITH A

"GEM"

SAFETY RAZOR

in your hand. If you want a shave that's smart or a shave that smarts, take a "Gem" Safety Razor for the former and any other make for the other. You will get just what you are looking for in either instance. The "Gem" Safety Razor is as "bracing" in its effect as a cold plunge in early morn. Clean, healthy, safe, simple and economical. All leading dealers in Cutlery find it profitable and highly satisfactory to handle The Gem. Rock bottom quotations furnished upon application.

GEM CUTLERY CO.

34 Reade Street, - - NEW YORK CITY.

. . FULL STOCK . .

Salt Glazed Vitrified

Double Strength Culvert Pipe a Specialty.

THE CANADIAN SEWER PIPE CO.

HAMILTON, ONT. TORONTO, ONT.
ST. JOHNS, QUE

All progressive dealers now find it advantageous to stock

Gilbertson's "COMET" Galvanized Sheets and Galvanized Canada Plates.

Quality and price right.

W. GILBERTSON & CO, Limited, near Swansea, Eng. Makers.

ALEXANDER GIBB, MONTREAL,
Canadian Representative.

WORKERS in BRASS and COPPER

You often want **Tubing, Sheets** or **Rods** of special sizes—We serve these needs, quickly, cheaply.

Write us about it.

The Booth Copper Co.,

LIMITED,
119-123 Queen St. East,
TORONTO.

Permanent, Economical, Handsome.

Arrow Brand Asphalt Ready Roofing.

Comes in rolls, ready to lay, with nails and cement.
All ready covered with white sea gravel. No further attention after laid.

A. C. JENKING, Sole Agent,
Room 215 Coristine Building, - MONTREAL.
Sun, Frost, Water, Fumes DO NOT affect it Write to-day for agency.

Will Hold Up a Shelf!

That's what a shelf bracket is for.

For this purpose there can be NOTHING BETTER, NOTHING CHEAPER than the BRADLEY STEEL BRACKET. It is well Japanned, Strong and Light. The saving in freight is a good profit, aside from the lower price at which the goods are sold. Order direct or through your jobber.

ATLAS MFG. CO.,
New Haven, Conn., U.S.A.

PORTLAND CEMENTS

Best German, Belgian and English Brands.

FIRE BRICKS
FIRE CLAY
FLUE LININGS
DRAIN PIPES
HARD WALL PLASTER
CALCINED PLASTER
WHEELBARROWS
MORTAR STAINS.

A Full Stock of Builders' and Contractors' Supplies.

W. McNALLY & CO.

40 to 52 McGill St (Cor. Wellington St.)
MONTREAL.
Write for our quotations.

$2 FOR THIS SMALL SUM THE **$2**

MANUFACTURER and SUPPLY MERCHANT

may keep posted on new openings for trade.

The CANADIAN CONTRACT RECORD

reports weekly all projected building and other construction works throughout Canada as well as new business enterprises.

Send your name and address with $2 for a year's subscription to

Canadian Contract Record

$2 TORONTO and MONTREAL **$2**

MADE IN ENGLAND.

HACK SAW BLADE

MADE BY
CHAS. BAYNES
KNUZDEN BROOK
BLACKBURN

The Hanover Portland Cement Co., Limited

HANOVER, ONTARIO.

Manufacturers of the Celebrated **"Saugeen Brand"** OF PORTLAND CEMENT.

Prices on application.

"THE EMLYN" SAW BENCH

Made in 6 sizes. Best value obtainable. Specially designed for export With or without "Emlyn" Patent Guard. Sole maker—

CHARLES D. PHILLIPS,

Cables—"Machinery," Newport.
Emlyn Engineering Works NEWPORT, MON., ENGLAND

Tenders for Spring

may specify

Skylights.

In such a case, the Skylight to propose is

The Ormsby Skylight

Certainly the best—and the most economical.

Write for Proof.
Write for Quotations.

A. B. ORMSBY & CO.,

Cor. Queen and George Streets,
TORONTO, ONT.

ATKINS HIGH-GRADE, CROSS-CUT SAWS

ARE SUPERIOR TO ALL OTHERS IN MATERIAL, TEMPER, WORKMANSHIP FINISH AND CUTTING QUALITIES.

OUR VICTOR, TUTTLE TOOTH AND SEGMENT GROUND SAWS ARE THE FAVORITES IN THE CAMPS

E. C. ATKINS & CO.,

INCORPORATED.

LEADING MANUFACTURERS OF HIGH-GRADE, CROSS-CUT, HAND, BAND, CIRCULAR, HACK, BACK, WOOD AND SMALL SAWS OF ALL KINDS

Factories and Home Office: INDIANAPOLIS, IND., U.S.A.

Write for Catalogue and Prices

C. D. TEN EYCK, Sales Agent for Canada. Toronto Office; 30 Front St. East. Tel. Main 1896.

POCKET KNIVES
H. BOKER & CO'S
IMPROVED
TREE BRAND
TRADE MARK
RAZORS CUTLERY SCISSORS

A Change Mat

of Felt as per cut along side will be mailed to any merchant who writes and encloses two cent stamp (for postage) to the agents of

H. BOKER & CO.

P. O. Box 366 - - MONTREAL.

CURRENT MARKET QUOTATIONS.

March 11, 1904.

These prices are for such qualities and quantities as are usually ordered by retail dealers on the usual terms of credit, the lowest figures being for larger quantities and prompt pay. Large cash buyers can frequently make purchases at better prices. The Editor is anxious to be informed at once of any apparent errors in this list, as the desire is to make it perfectly accurate.

METALS.

TIN.

Lamb and Flag and Straits— 56 and 28-lb. ingots, 100 lb.	$30 00	$31 00

TINPLATES.

Charcoal Plates—Bright.

	Per box.
M.L.S., equal to Bradley—	
I C, usual sizes	$6 50
I X "	8 00
I X X "	9 50
Famous, equal to Bradley—	
I C	6 75
I X	8 25
I X X	9 75
Raven and Vulture Grades—	
I C, usual sizes	4 25
I X "	5 00
I X X "	5 75
I X X X "	6 50

"Dominion Crown Best"—Double Coated, Tissued.

	Per box.
I C	5 50
I X	6 50
I X X	7 50

"Allaway's Best"—Standard Quality.

I C	4 50
I X	5 50
I X X	6 50

Coke Plates—Bright.

Bessemer Steel—	
I.C., usual size, 14x20	3 50
I.C., special sizes, base	3 75
20x28	7 50

Charcoal Plates—Terne

Dean or J. G. Grade—	
I.C., 20x28, 112 sheets	7 50
IX., Terne Tin	10 50

Charcoal Tin Boiler Plates.

Cookley Grade—	
X X, 14x56, 50 sheet bxs. } " 14x60, " } " 14x65, " }	7 00

Tinned Sheets.

72x30 up to 24 gauge	7 25	7 50
" " 26 "	7 75	8 00

IRON AND STEEL.

Common bar, per 100 lb.	....	2 00
Refined " "	....	2 40
Horseshoe Iron "	....	2 40
Hoop steel, 1½ to 3-in. base	....	2 75
Sleigh shoe steel, "	....	2 10
Tire steel	2 30	2 50
Reeled machinery	....	3 00
Toe calk steel	2 85	3 00
T. Firth&Co.'s tool steel, per lb	0 12½	0 13
Jessop's tool steel	....	0 14
Morton's tool steel	0 12½	0 13
Black Diamond and "B.C." tool steel	0 10	0 11
Chas. Leonard's tool steel	0 08	0 09
Jonas & Colver's tool steel	0 10	0 20
" "Air Hardening"	....	0 70
Drill steel, per lb	0 08	0 10
Russia Iron—		
Genuine	....	0 11
Imitation Dom. Crown	....	0 06

STEEL BOILER PLATE.

¼ in	2 50	2 60
3-16 in	2 60	2 70
⅜ in. and thicker	2 50	2 60

BABBIT METAL.

"Tandem," A per lb.	0 27
" B "	0 21
" C "	0 11½
Frictionless Metal "	0 23

Syracuse Smelting Works:

Aluminum, genuine	0 45
Government, "	0 44
Tough, "	0 40
Hard, "	0 40
Dynamo	0 30
Special	0 25
Harmony	0 22
Car Box	0 20
Extra	0 15

The Canada Metal Co.:

Imperial, genuine,	0 40
Metallic	0 30
Hercules	0 20
Star	0 15
No. 1	0 12
No. 2	0 10
No. 3	0 06
No. 4	0 05

Geo. Langwell & Son.

No. 1	0 08
No. 2	0 07
No. 3	0 05½
Extra	0 09½

BLACK SHEETS.

	Montreal.	Toronto
10 and 16 gauge	2 25	2 50
18 gauge	2 30	2 50
20 "	2 30	2 50
22 to 24 gauge	2 35	2 70
26 "	2 40	2 80
28	2 40	2 90

COPPER WIRE.

Discount, 50 per cent.

CANADA PLATES.

Ordinary	2 60
All bright	3 50

Galvanized Canada Plates—

	Ordinary.	Dom. Crown.
18x24x52	4 25	4 35
" 60	4 50	4 60
20x28x80	8 50	8 70
" 94	9 00	9 20

GALVANIZED SHEETS.

	Fleur-de-Lis.	Gordon Crown.	Comet	Queen's Bell. Head
16 gauge	3 65	....	....	....
18 to 24 gauge	3 75	3 75	3 75	3 75
26 "	4 00	4 00	3 90	4 00
28 "	4 25	4 25	4 05	4 25

American brands, $4.00 for 28 gauge.
Less than case lots 10 to 15c. extra.

CHAIN.

Proof coil, 3-16 in., per 100 lb.	....
" ¼ "	6 10
" 5-16 "	4 70
" ⅜ "	4 00
" 7-16 "	3 80
" ½ "	3 70
" 9-16 "	3 55
" ⅝ "	3 35
" ¾ "	3 30

Halter, kennel and post chains, 40 to 40 and 5 per cent.

Cow ties	40 p.c.
Tie out chains	65 p.c.
Stall fixtures	35 p.c.
Trace chain	45 p.c.

Jack chain, iron, single and double, discount 35 p.c.
Jack chain, brass, single and double, discount 40 p.c.

COPPER.

	Ingot.	Per 100 lb.
Casting, car lots	....	13 75

Bars.

Cut lengths, round, ½ to ¾ in.	21 00	23 00
" round and square, 1 to 2 inches.	21 00	23 00

Sheet.

Plain, 16 oz., 14x48 and 14x60	20 00
Plain, 14 oz.,	21 00
Tinned copper sheet	24 00
Planished	32 00

Braziers' (in sheets).

4x6 ft., 25 to 30 lb. each, per lb.	0 22
" 35 to 45 " "	0 21
" 50-lb. and above "	0 20

BOILER AND T.K. PITTS.

Plain tinned, per lb	0 28
Spun, per lb	0 32

BRASS.

Rod and Sheet, 14 to 30 gauge, 15 per cent

Sheets, hard-rolled, 2x4	0 23
Tubing, base, per lb	0 23½

ZINC SPELTER.

Foreign, per 100 lb	6 00	6 25
Domestic " "	....	....

ZINC SHEET.

5-cwt. casks	6 15	6 50
Part casks	6 50	7 00

LEAD.

Imported Pig, per 100 lb.	3 20	3 30
Bar, per lb	....	0 05
Sheets, 2½ lb. sq. ft., by roll	....	0 06½
Sheets, 3 to 6 lb. "	....	0 06

NOTE.—Cut sheets ½c. per lb., extra. Pipe, by the roll, usual weights per yard, lists at 7c. per lb. and 35 p.c dis. f.o.b. Toronto.

NOTE.—Cut lengths, net price, waste pipe 8-ft. lengths, lists at 8c.

ANTIMONY.

Cookson's per lb.	7 50	8 00

SHOT.

Common, $6.50 per 100 lb.; chilled, $7.00 per 100 lb.; buck, seal and ball, $7.50. Discount, 17½ p.c. Prices are f.o.b. Toronto, Hamilton, Montreal, St. John and Halifax. Terms, 3 p.c. cash, freights equalized.

PLUMBING GOODS.

BATH TUBS.

Zinc	6 00

Copper, discount 20 per cent. off revised list.

BATHS.

Standard Enameled.

5½-ft. rolled rim, 1st quality	23 00
5½ " " " 2nd "	20 00

CLOSETS.

	Net.
Plain York or Ontario Syphon Jet	$9 60
Emb. " " "	10 20
Fittings	1 00
Plain Simplex Syphon Jet	9 00
Emb. " " "	7 50
Fittings	1 25
Low Down Elgin or Teutonic, plain	6 00
Low " " " emb.	6 50
Plain Richelieu	4 25
Emb. "	4 50
Connections	1 25
Closet connection	1 25
Basins, P.O., 14-in	0 63
Basins, oval, 17 x 14-in.	1 50
Basins, " 19 x 15-in.	2 00

IRON PIPE.

Black pipe—	Per 100 feet.
⅛ inch	2 93
¼ "	2 07
⅜ "	2 27
½ "	2 51
¾ "	3 22
1 "	4 58
1¼ "	6 47
1½ "	7 88
2 "	11 05
2½ "	19 25
3 "	22 75
3½ "	28 75
4 "	35 25
4½ "	41 00
5 "	44 00
6 "	57 50

Galvanized pipe—	
¼ inch	3 20
⅜ "	3 45
½ "	3 90
¾ "	5 00
1 "	7 20
1¼ "	10 05
1½ "	12 20
2 "	16 85

Malleable Fittings—Discount 15 p.c.
Cast Iron Fittings—
On unions, 55 per cent.; on nipples, 60 per cent.; headers and flanged unions, 52½ per cent.; bushings, plugs and other than standard 57½ per cent.

PLUMBERS' BRASS GOODS.

Standard Compression work, dis. 60 per cent.
Cushion work, discount 50 per cent.
Fuller work, discount 65 per cent.
6 dozen lots and over of the above, extra discount 10 per cent.
Lever handle Stops and Waste, discount 60 per cent. With, in lots of 2 dozen and over, an extra discount of 10 per cent.
Globe, Angle and Check Valves, discount 55 per cent.
Standard Globe, Angle and Check Valves, discount 60 per cent.
J. M. T. Radiator Valves discount 55 per cent.
Standard Radiator Valves, discount 60 per cent.
Patent Quick-Opening Valves, discount 65 per cent.

No. 1 compression bath cock net	1 75
No. 4 " " "	2 00
No. 7 Fuller's "	2 20
No. 4½, " "	2 30
Patent Compression Cushion, basin cock, hot and cold per doz.	15 00
Patent Compression Cushion, bath cock, No. 2208	2 25

Square head brass cocks, discount 55 per cent.
" " iron " " 50 to 60 "
Competition Globe, Angle and Check Valve discount 65 per cent.
Thompson Smoke-test Machine $25.00

RANGE BOILERS.

Dominion, 30 gallon net	4 75
" 35 " "	5 75
" 40 " "	6 75
Ronald's Galvanized, 30 gallon, "	7 40
" " 35 " "	8 40
" " 40 " "	9 60
Copper, 30 gallon "	22 00
" 35 " "	24 00
" 40 " "	28 00

Discount off copper boilers 15 per cent.

SOIL PIPE AND FITTINGS.

Light soil pipe, discount, 50 per cent.
" " fittings, discount 50 and 10 p.c.
Med. and Extra heavy pipe and fittings, dis. 60 per cent.
7 and 8-in. pipe, discount 40 and 5 per cent.

SOLDER.

	Per lb.
Bar, half-and-half, guaranteed	0 19
Bar, half-and-half, commercial	0 18
Refined	0 18

PAINTS AND OILS.

BLUESTONE.

Casks, for spraying,	5 50
100-lb. lots do per lb.	0 06

COLORS IN OIL.

1-lb. tins, pure.

Venetian red, per lb.	0 08
Chrome yellow	0 15
Golden ochre	0 08
French "	0 06
Marine black	0 04
Chrome green	0 10
French Permanent green	0 13
Signwriters' black	0 15
Umber	0 11
Sienna	0

WADE & BUTCHER'S
"SPECIAL" Razors

Are unequalled for quality and finish.

JAMES HUTTON & CO., - MONTREAL

Sole Agents for Canada.

COLORS DRY.

Pure in bbls., per cwt. Less than this quantity ½c. extra.

Common ochre, bbls.	....	2 50
Yellow ochre	....	1 12½
Brussels ochre	....	2 75
Venetian red,	1 50	2 25
English oxides,	3 00	3 25
American oxides	1 25	2 75
Canadian red oxides	....	1 50
Super magnetic oxides, 93 p.c.	....	2 00
Burnt sienna	....	9 00
" umber	6 00	7 00
Raw umber	6 00	7 00
Drop black	....	12 00
Chrome yellow	....	0 18
Chrome greens	...	5 50
French green	....	0 09
Golden ochre	....	2 75
Ultramarine blue, in 28-lb. bxs	7 00	10 00
Fire proof mineral	....	1 00
Genuine Eng. Litharge	....	4 50
Mortar color	....	1 00
Pure Indian red. lb	....	0 09
Whiting, bbl	....	0 65
English vermilion in 30-lb. bgs.	...	0 85

CASTOR OIL.

British, 1st. qual, in cases, per lb	0 08½	0 09½
" " small lots	0 10	0 10½

COD OIL, ETC.

Cod oil, per gal	0 50	0 55
Pure olive	....	1 40
" neatsfoot	....	0 90

WHITE LEAD. - er 100 lb.

Pure	....	4 75
No. 1	....	4 50
No. 2	....	4 25
No. 3	....	3 87½
No. 4	....	3 50
Munro's Select Flake White	....	4 75
Elephant and Decorators' Pure	....	4 75
Monarch	....	5 00
Decorator's Pure	....	4 75
Essex Genuine	....	4 25
Sterling Pure	....	5 00
Island City Pure	....	5 00
Ramsay's Pure Lead	4 75	5 00
Ramsay's Exterior	4 50	4 75

RED LEAD.

Genuine, 560 lb. casks, per cwt	$4 25	$4 50
Genuine, 100 lb. kegs, "	....	4 75
No. 1, 560 lb. casks, per cwt	....	4 00
No. 1, 100 lb. kegs, per cwt	....	4 25

WHITE ZINC.

Extra Red Seal	0 06	0 08
French V. M.	0 06	0 06½
Lehigh	0 06	0 06½

DRY WHITE LEAD.

Pure, casks	4 50
Pure, kegs	4 75
No. 1, casks	4 25
No. 1, kegs	4 50

PREPARED PAINTS.

In ¼, ½ and 1-gallon tins.

Pure, per gallon	....	1 20
Second qualities, per gallon	....	1 00
Barn (in bbls.)	0 60	0 90
The Sherwin-Williams paints	1 30	1 40
Canada Paint Co.'s pure	....	1 25
Toronto Lead & Color Co's pure	....	1 25
Sanderson Pearcy's pure	....	1 20
Standard Co.'s "New Era."	....	1 30
"Globe" barn	60	70
Francis-Frost Co.'s "Ark" B'd	....	1 25
" British Navy deck	....	1 50
Henderson & Potts's "Anchor"	....	1 35
Globe Paint Co.'s mixed	....	1 30
" barn and bridge	....	0 75
Ramsay's paints, Pure. per gal.	....	1 20
" Thistle, "	....	1 00
" Outside, bbls	0 55	0 65
Island City House Paint	....	1 25
" Floor "	....	1 25
Sterling House Paint	....	1 20
" Floor "	....	1 10
National	....	1 05

PUTTY.

Bulk in bbls	1 50
Bulk in less quantity	1 75
Bladders in bbls	1 75
Bladders in kegs, boxes or loose	1 90
25-lb. tins	1 85
12½ lb. tins	2 10
Bladders in bulk or tins less than 100 lb.	1 90

VARNISHES.

In 5-gal. lots.	Per gal.	Net.
Carriage, No. 1	1 50	1 60
Pale durable body	4 10	4 25
" rubbing	2 85	3 20
Gold size, japan	1 50	1 60
No. 1 brown japan	0 85	0 90
Elastic oak	....	1 50
Furniture, extra	1 10	1 25
" No. 1.	0 90	1 00
Hard oil finish	1 35	1 50
Light oil finish	1 60	1 70
Damar	1 75	2 00
Shellac, white	2 40	2 50
" orange	2 30	2 40
Turpentine, brown japan	1 10	1 20
" black japan	1 10	1 20
" " No. 1.	0 85	0 90
Elastilite varnish, 1 gal. can, each		2 00
Granitine floor finish, per gal		2 75

Maple Leaf coach enamels; size 1, $1.20; size 2, 70c.; size 3, 40c. each.

Sherwin-Williams' kopal varnish, assorted case, from to 1 gal., $2.50.

GLUE.

Common	0 08	0 08½
French medal	0 10	0 14
White, extra	0 18	0 22
Gelatine	....	....
Strip	0 18	0 20
Coopers	0 19	0 20
Huttner	....	....
Ground	0 12	0 16
Cologne, genuine	....	

HARDWARE.

AMMUNITION.

Cartridges.

B. B. Caps Dominion, 50 and 5 per cent
Rim Fire Pistol, discount 40 p.c., American.
Rim Fire Cartridges, Dominion, 50 and 5 p.c.
Central Fire Pistol and Rifle, 10 p.c., Amer.
Central Fire Cartridges, pistol sizes, Dominion, 30 per cent.
Central Fire Cartridges, Sporting and Military, Dominion, 15 per cent.
Central Fire, Military and Sporting, American, add 5 per cent. to list. B.B. Caps, discount 40 per cent., American.
Loaded and empty Shells, "Trap" and "Dominion" grades, 25 per cent. Rival and Nitro, 10 per cent. advance on list.
Brass Shot Shells, 55 per cent.
Primers, Dom., 30 per cent.; American, $1.60.

Wads.

	per lb.
Best thick white felt wadding, in ½-bags	$ 00
Best thick brown or grey felt wads, in ½-lb. bags	0 70
Best thick white card wads, in boxes of 500 each, 12 and smaller gauges	0 99
Best thick white card wads, in boxes of 500 each, 10 gauge	0 35
Best thick white card wads, in boxes of 500 each, 8 gauge	0 55
Thin card wads, in boxes of 1,000 each, 12 and smaller gauges	0 20
Thin card wads, in boxes of 1,000 each, 10 gauge	0 25
Thin card wads, in boxes of 1,000 each. 8 gauge	...

Chemically prepared black edge grey cloth wads, in boxes of 250 each—	Per M.
11 and smaller gauge	0 60
9 and 10 gauges	0 70
7 and 8 "	0 90
5 and 6 "	1 10

Superior chemically prepared pink edge, best white cloth wads, in boxes of 250 each—

11 and smaller gauge	1 15
9 and 10 gauges	1 40
7 and 8 "	1 65
5 and 6 "	1 90

ADZES.

Discount 20 per cent.

ANVILS.

Wright's, 80-lb. and over	0 10¾
Hay Budden, 80-lb. and over	0 09¾
Brook's, 80-lb. and over	0 11¾

AUGERS.

Gilmour's, discount 65 and 5 per cent. off list.

AXES.

Chopping Axes		
Single bit, per doz.	7 00	10 00
Double bit, "	10 00	18 00
Bench Axes, 40 per cent.		
Broad Axes, 25 per cent.		
Hunters' Axes	5 50	6 00
Boys' Axes	6 25	7 00
Splitting Axes	7 00	12 00
Handled Axes	...	10 00

AMERICAN AXE AND TOOL CO.

Red Ridge, boys', handled.	....	5 75
" hunters	....	5 25

AXLE GREASE

Ordinary, per gross	6 00	7 00
Best quality	10 00	12 00

BELLS.

Hand.

Brass, 60 per cent.
Nickel, 55 per cent.

Cow.

American make, discount 63¾ per cent.
Canadian, discount 45 and 50 per cent.

Door.

Gongs, Sargant's	5 50	8 00

" Peterboro', discount 50 and 10 per cent. off new list.

Farm.

American, each	1 25	3 00

House.

American, per lb.	0 35	0 40

BELLOWS.

Hand, per doz.	3 35	4 75
Moulders', per doz.	7 50	10 00

Blacksmiths', discount 40 per cent.

BELTING.

Extra, 60 per cent.
Standard, 60 and 10 per cent.
No. 1, not wider than 6 in., 60, 10 and 10 per cent.
Agricultural, not wider than 4 in., 75 per cent.

BITS.

Auger.

Gilmour's, discount 60 per cent.
Rockford, discount 50 and 10 per cent.
Jennings' Gen., net list.

Car.

Gilmour's, 47½ per cent.

Expansive.

Clark's, 40 per cent.

Gimlet.

Clark's, per doz	0 65	0 90
Diamond, Shell, per doz	1 00	1 50
Nail and Spike, per gross	2 25	5 20

BLIND AND BED STAPLES.

All sizes, per lb.	0 07¾	0 12

BOLTS AND NUTS

	Per cent.
Carriage Bolts, common ($1 list)	
" " 3-16 and ¼	60
" " 3-16 and ⅜	55 and 5
" " 7-16 and up	55
" " full sq. ($2.40 list)	60
" " Norway Iron ($3 list)	60
Machine Bolts, all sizes, ⅜ and less	60
Machine Bolts, 7-16 and up	55 and 5
Plough Bolts	55 and 5
Blank Bolts	55 and 5
Bolt Ends	55 and 5
Sleigh Shoe Bolts	70
Coach Screws, cone point	70

Nuts, square, all sizes, 4c. per lb. off.
Nuts, hexagon, all sizes, 4¾c. per lb. off.
Stove Rods, per lb., 5½ to 6c.

BOOT CALKS.

Small and medium, ball	per M.	4 25
Small heel	"	4 50

BRIGHT WIRE GOODS.

Discount 62½ per cent.

BROILERS.

Light, discount 65 to 67½ per cent.
Reversible, discount 65 to 67½ per cent.
Vegetable, per doz., discount 37½ per cent.

Henis, No. 8	per doz.	6 00
Henis, No. 9	"	7 00
Queen City	"	7 50

BUTCHERS' CLEAVERS.

German per doz.	6 00	9 00
American "	12 00	18 00

BUTCHER KNIVES.

Bailey's per doz.	0 60	6 30

BUILDING PAPER, ETC.

Tarred Felt, per 100 lb.	1 85
Ready roofing, 2-ply, not under 45 lb. per roll	0 90
Ready roofing, 3-ply, not under 65 lb., per roll	1 15
Carpet Felt per ton	45 00
Heavy Straw Sheathing per ton	35 00
Dry Sheathing per roll, 400 sq. ft.	0 40
Tar " " 400 "	0 50
Dry Fibre " 400 "	0 55
Tarred Fibre " 400 "	0 65
O. K. & I. X. L " 400 "	0 70
Resin-sized " 400 "	0 45
Oiled Sheathing " 600 "	1 00
Oiled " " 400 "	0 70
Roof Coating, in barrels per gal.	0 17
Roof " small packages "	0 25
Refined Tar per barrel	5 00
Coal Tar "	4 00
Coal Tar, less than barrels per gal.	0 15
Roofing Pitch per 100 lb.	1 10

BULL RINGS.

Copper, $2.00 for 2½-inch, and $1.90 for 2-inch

BUTTS.

Wrought Brass, net revised list.

Cast Iron.

Loose Pin, discount 60 per cent

Wrought Steel.

Fast Joint, discount 65, 10 and 2½ per cent.
Loose Pin, discount 65, 10 and 2½ per cent.
Berlin Bronzed, discount 70, 70 and 5 per cent

Gen. Bronzed per pair	0 40	0 65

CARPET STRETCHERS.

American per doz.	1 00	1 50
Bullard's "	....	6 50

CASTORS.

Bed, new list, discount 55 to 57½ per cent.
Plate, discount 52½ to 57½ per cent.

CATTLE LEADERS.

Nos. 32 and 33 per gross	7 50	8 50

CHALK.

Carpenters' Colored, per gross	0 45	0 75
White lump per cwt.	0 60	0 65
Red	0 05	0 06
Crayon per gross	0 14	0 18

CHISELS.

Socket, Framing and Firmer.

Broad's, discount 60 and 10 per cent.
Warnock's, discount 50 and 10 per cent.
P. S. & W. Extra, discount 60 and 10 per cent

FOOD—STOCKS.

International Stock Foods, $1 packages, per doz.	8 00
International Stock Foods, per pail	2 75
" " " per bbl	10 50
" Poultry " $1 pkgs. per dz.	8 00
" Worm Powders, 50c pkgs "	4 00
" Pine Healing Oil, per doz	8 00
" Pheno Chloro, $1 pkgs., per doz	8 00
" Hoof Ointment	8 00
" Compound Absorbent	16 00

Also 25c. pkgs. at $2 per doz 50c pkgs at 4 per doz.

CLIPS

Axle, discount 65 per cent

Paterson's Wire Edged Ready Roofing

has successfully stood the test of Canada's variable climate for over twenty years, and is the only popular substitute for shingles.

We are advertising the above Roofing extensively in the "Farmers' Magazines" and in all cases we ask prospective customers to order our goods from their local Hardware Merchants.

There will be a very large quantity of our Ready Roofing sold in the future, and you can't blame us if you don't get your share of that trade.

Prices, Samples and Testimonials from

The Paterson Mfg. Co., Limited

Toronto and Montreal.

COMPASSES, DIVIDERS, ETC.

American, discount 62½ to 65 per cent.

CONDUCTOR PIPE.

Plain or Corrugated.

2-inch	per 100 feet	3 00
3 "	" "	4 00
4 "	" "	5 25
5 "	" "	6 75
6 "	" "	9 00

CRADLES, GRAIN.

Canadian, discount 20 to 25 per cent.

CROSSCUT SAW HANDLES.

S. & D., No. 3	per pair	0 17½
S. & D., " 5	"	0 22½
S. & D., " 6	"	0 15
Boynton pattern	"	0 20

DOOR SPRINGS.

Torrey's Rod	per doz.	....	1 75
Coil, 9 to 11 in	"	0 95	1 65
English	"	2 00	4 00

DRAW KNIVES.

Coach and Wagon, discount 50 per cent.

Carpenters' discount 60 and 10 per cent.

DRILLS.

Hand and Breast.

Millar's Falls, per doz., net list.

DRILL BITS.

Morse, discount 37½ to 40 per cent.
Standard, discount 50 and 5 to 55 per cent.

FAUCETS.

Common, cork-lined, discount 35 per cent.

EAVETROUGHS.

10-inch ....per 100 ft. 10 00

ELBOWS (stovepipe.)

5 and 6-inch, common	per doz.	1 20
7-inch	"	1 35

Polished, 15c. per dozen extra.

ESCUTCHEONS.

Discount 50 and 10 per cent., new list

ESCUTCHEON PINS.

Iron, discount 40 per cent.

FACTORY MILK CANS.

Discount off revised list, 40 per cent.

FILES AND RASPS.

Great Western	70 and 10 per cent.
Arcade	70 " 10 "
Kearney & Foot	70 " 10 "
Disston's	70 " 10 "
American	70 " 10 "
J. Barton Smith	70 " 10 "
McClellan	70 " 10 "
Eagle	70 " 10 "
Nicholson, 60 and 10 to 60, 10 and 5	"
Royal	80 "
Globe	70 to 75 "

Black Diamond, 60 and 10 to 60, 10 and 5 per cent.
Jowitt's, English list, 25 to 27½ per cent.
Nicholson File Co.'s "Simplicity" file handle, per gross 85c. to $1.50

GLASS.

Window. Box Price.

Size United Inches.	Star Per 50 ft.	Star Per 100 ft.	D. Diamond Per 50 ft.	D. Diamond Per 100 ft.
Under 26	....	3 10	....	6 75
26 to 40	....	3 30	....	7 25
41 to 50	....	3 70	....	8 75
51 to 60	....	4 00	....	10 00
61 to 70	..	5 00	....	11 50
71 to 80	....	5 30	....	12 50
81 to 85	....	....	....	14 00
86 to 90	...	....	....	16 50
91 to 95	....	....	....	18 00
96 to 100	....	....	....	20 00

A discount of 25 per cent. is offered on "Double Diamond"

GAUGES.

Marking, Mortise, Etc.

Stanley's, discount 50 to 55 per cent.

Wire Gauges.

Winn's, Nos. 26 to 33 ....each 1 65 2 40

GILLETT'S POWDERED LYE.

1-case, $3.60; 3-case, $3.50; 5-case and over, $3.40.

HALTERS.

Rope, ⅜-inch	per gross	....	12 00
Rope, ½ "	"	....	9 00
Rope, ⅝ to ¾-inch	"	....	14 00
Leather, 1-inch	per doz.	....	4 00
Leather, 1¼ "	"	....	5 20
Web	"	....	2 45

HAMMERS.

Nail.

Maydole's, discount 5 to 10 per cent. Canadian discount 25 to 27½ per cent.

Tack.

Magnetic ....per doz. 1 10 1 20

Sledge.

Canadian ....per lb. 0 07½ 0 08½

Ball Pean.

English and Canadian, per lb. 0 22 0 25

HANDLES.

Axe, 2nd growth, per doz. net	3 00	4 00
Store door ....per doz.	1 00	1 50

Fork.

C. & B., discount 40 per cent., revised list.

Hoe.

C. & B., discount 40 per cent., revised list.

Saw.

American ....per doz 1 00 1 25

Plane.

American ....per gross 3 15 3 75

Hammer and Hatchet.

Canadian, discount 40 per cent.

HANGERS.	doz.	pairs.
Steel barn door	8 00	10 00
Stearns, 4-inch	....	4 50
" 5-inch	....	6 00
Zenith	....	9 00
Lane's covered—		
No. 11, 5-foot run	....	8 40
No. 11½, 10-foot run	....	10 80
No. 12, 10-foot run	....	12 60
No. 14, 15-foot run	...	21 00
Steel, covered	4 00	11 00
" track, 1 x 3-16 in	....	3 90
" " 1¼ x 3-16 in	....	5 60

HARVEST TOOLS.

Discount 60 per cent.

HATCHETS.

Canadian, discount 40 to 42½ per cent.

HAT ENAMEL.

Henderson & Potts' "Anchor Brand'

HINGES.

Blind, Parker's, discount 60 per cent.

Heavy T and strap, 4-in., per lb.	0 06½
" " 5-in., "	0 06¼
" " 6-in., "	0 06
" " 8-in., "	0 05¾
" " 10-in., "	0 05½

Light T and strap, discount 65 and 5 per cent.

Screw hook and hinge—

6 to 10 in ....per 100 lb.	....	4 50
12 in. up "	....	3 25
Spring, No. 20, per gro. pairs	....	10 50

HOES.

Garden, Mortar, etc., discount 60 per cent.
Planter ....per doz. 4 00 4 50

HOLLOW WARE.

Tinned cast, 35 per cent.

HOOKS.

Cast Iron.

Bird cage	per doz.	0 50	1 10
Clothes line, No. 61	"	0 00	0 70
Harness	"	0 60	12 00
Hat and coat	per gro.	1 10	10 00
Chandelier	per doz.	0 50	1 00

Wrought Iron.

Wrought hooks and staples Canadian discount 60 per cent.

Wire.

Hat and coat, discount 60 per cent.
Belt ....per 1,000 .... 0 60
Screw, bright, discount 60 per cent.

HORSE NAILS.

"C" brand, 40, 10 and 7½ per cent. off list } Oval
"M" brand, 55, per cent. } head
Countersunk, 57½ per cent.
"Monarch," 50 and 7½ per cent.
"Peerless" 50 per cent. dis.

HORSESHOES.

F.O.B. Montreal

Iron Shoes.	No. 2 and larger.	No. 1 and smaller.
Light, medium and heavy	3 65	3 90
Snow shoes	3 90	4 15

Steel Shoes.

XL, sizes 1 to 5	5 35
Light, No. 2 and larger	3 80
No. 1 and smaller	4 05
Featherweight, all sizes 0 to 4	5 35
Toeweight, all sizes 1 to 4	6 60

JAPANNED WARE.

Discount 50 per cent.

ICE PICKS.

Star ....per doz. 00 3 25

KETTLES.

Brass spun 7½ per cent. discount off new list.
Copper ....per lb. 0 30 0 50
American, 60 and 10 to 65 and 5 per cent.

KEYS.

Lock, Canadian dis. 40 to 40 and 10 per cent.
Cabinet, trunk and padlock, American ....per gross 0 60

KNOBS.

Door, japanned and N.P., per doz.	1 50	2 50
Bronze, Berlin ....per doz.	2 75	3 25
Bronze, Genuine .... "	6 00	9 00
Shutter, porcelain, F. & L. screw ....per gross	1 30	00
White door knobs....per doz.	....	00

HAY KNIVES.

Net prices.

LAMP WICKS.

Discount, 60 per cent.

LANTERNS.

Cold Blast	per doz.	7 00
No. 3, "Wright's"	"	8 50
Ordinary, with O burner	"	4 00
Dashboard, cold blast	"	9 00
No. 0	"	5 75

Japanning, 50c. per doz. extra.

LEMON SQUEEZERS.

Porcelain lined	per doz.	2 20	5 60
Galvanized	"	1 87	3 85
King, wood	"	2 75	2 90
King, glass	"	4 00	4 50
All glass	"	0 50	0 90

LINES.

Fish	per gross	1 05	2 50
Chalk	"	1 90	7 40

LAWN MOWERS.

Woodyatt, 10½-in. wheel, 14-in. cut	8 50
Star, 9-in. " "	7 00
Daisy, 8-in. " " (net)	2 87½
Philadelphia, 7½-in. " "	7 00
Ontario, 7½-in. " "	15 80
King Edw'd, 12-in. " "	9 50

Discount, 50 per cent., with freight concessions in quantity shipments.

Maxwell & Sons:

10½-in. high wheel	7 50	10 00
9-in	5 50	6 25
8-in	4 90	5 50

Discount 50 per cent.

LOCKS.

Canadian, 50 to 50 and 10 per cent.
Russell & Erwin ....per doz.

Cabinet.

Eagle, discount 30 per cent.

Padlocks.

English and Am. .... per doz. 0 50 6 00
Eagle, discount 20 to 25 per cent.

MACHINE SCREWS.

Iron and Brass.

Flat head, discount 25 per cent.
Round head, discount 20 per cent.

MALLETS.

Tinsmiths'	per doz.	1 25	1 50
Carpenters', hickory,	"	1 25	3 75
Lignum Vitae	"	3 85	5 00
Caulking, each		0 60	2 00

MATTOCKS.

Canadian ....per doz. 5 50 6 50

MEAT CUTTERS.

American, discount 33⅓ per cent.
German, 15 per cent.
Gem ....each 1 15

MILK CAN TRIMMINGS.

Discount 25 per cent.

NAILS.	Cut.	Wire.
2d and 3d	3 30	3 45
3d	2 95	3 12
4 and 5d	2 70	2 95
6 and 7d	2 60	2 80
8 and 9d	2 45	2 60
10 and 12d	2 40	2 55
16 and 20d	2 35	2 50
30, 40, 50 and 60d (base)	2 30	2 45

Cut nails in carlots 5c. less.
Wire nails in carlots are $2.40.
Steel cut nails 10c. extra.
Miscellaneous wire nails, discount 75 per cent.
Coopers' nails, discount 30 per cent.

NAIL PULLERS.

German and American 1 75 50

NAIL SETS.

Square, round and octagon, per gross 3 38
Diamond 1 00

POULTRY NETTING.

2-in. Mesh, 19 w.g., dis. 60 per cent.
2-in. Mesh, 16 w.g. and heavier, 50 p.c.

OAKUM.

U. S. Navy	per 100 lb.	....	6 75
Plumbers	"	....	3 00

OILERS.

McClary's Model galvanized oil can, with pump, 5 gallon, per dozen 10 00
Davidson oilers, discount 40 per cent.
Zinc and tin, discount 50, 50 and 10 per cent.

Copper	per doz.	1 25	3 50
Brass	"	1 50	3 50

Malleable, discount 25 per cent

GALVANIZED PAILS.

Dufferin pattern pails, discount 45 per cent
Flaring pattern, discount 45 per cent.
Galvanized washtubs, discount 45 per cent

PIECED WARE.

Discount 40 per cent off list, June, 1899.
10-qt. flaring sap buckets, discount 40 per cent
6, 10 and 14-qt. flaring pails dis. 40 per cent.
Creamer cans, discount 40 per cent.

PICKS.

Per dozen 6 00 9 00

PICTURE NAILS.

Porcelain head	per gross	1 35	1 50
Brass head	"	0 40	1 00

PICTURE WIRE.

Tin and gilt, discount 75 per cent.

PINE TAR.

½ pint in tins	per gross	...	7 80
1 " "	"	....	9 60

PLANES.

Wood bench, Canadian discount 40 per cent., American discount 50 per cent.
Wood, fancy Canadian or American, 37½ to 40 per cent

Remington Double Hammer Guns

ARE PREFERRED

Because they retail at a moderate price.

Because of their wearing and shooting qualities.

Because they have the reputation of "Standing the Racket."

REMINGTON ARMS CO., ILION, N.Y.

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PLANE IRONS.

English	per doz.	2 00	5 00

PLIERS AND NIPPERS.

Button's genuine, per doz. pairs, discount 37½ to 40 per cent.

Button's imitation	per doz.	5 00	9 00
German	"	0 60	60

PRESSED SPIKES.

Discount 20 per cent.

PULLEYS.

Hothouse	per doz.	0 55	1 00
Axle	"	0 22	0 33
Screw	"	0 27	1 00
Awning	"	0 35	2 50

PUMPS.

Canadian cistern		1 80	3 60
Canadian pitcher spout		1 40	2 10

PUNCHES.

Saddler's	per doz.	1 00	1 85
Conductor's	"	3 00	15 00
Finners', solid	per set	....	0 72
" hollow	per inch	....	1 00

RAKES.

Wood	per doz. net	1 20	up.

RAZORS.

	per doz.	
Elliot's	4 00	18 00
Geo. Butler's & Co.'s	4 00	18 00
Boker's	7 50	11 00
" King Cutter	12 50	15 00
Wade & Butcher's	3 60	10 00
Theile & Quack's	7 00	12 00
Bailey's	6 00	12 00
Bailey's Brantford	10 00	11 00
Carbo Magnetic	....	15 00
Griffon Barber's Favorite	....	10 75
Griffon No. 65	....	13 00
Griffon Safety Razors	...	13 50
Griffon Stropping Machines	....	13 50
Lewis Bros.' "Klean Kutter"	8 50	10 50

REGISTERS.

Discount 40 per cent.

RIVETS AND BURRS.

Iron Rivets, black and tinned, discount 60 and 10 per cent.
Iron Burrs, discount 55 per cent.
Extras on Iron Rivets in 1-lb. cartons, ½c. per lb.
Extras on Iron Rivets in ½-lb cartons, 1c. per lb.
Copper Rivets, with usual proportion burrs, 45 per cent. discount. Cartons, 1c. per lb. extra, net.
Copper Burrs only, discount 30 and 10 per cent.
Extras on Tinned or Coppered Rivets, ½-lb. cartons, 1c. per lb.

RIVET SETS.

Canadian, discount 35 to 37½ per cent.

ROPE, ETC.

Sisal	0 11½
Pure Manilla	0 14½
"British" Manilla	0 12
Cotton, 3-16 inch and larger	0 21
" 5-32 inch	0 25
" ¼ inch	0 25
Russia Deep Sea	0 15
Jute	0 08
Lath Yarn, single	0 11
double	0 11½
Sisal bed cord, 48 feet per doz.	0 65
" " 60 feet "	0 80
" " 72 feet "	0 95

RULES.

Boxwood, discount 55 per cent.
Ivory, discount 37½ to 40 per cent.

SAD IRONS.

Mrs. Potts, No. 55, polished	per set	0 80
" No. 50, nickle-plated,	"	0 90
Common, plain		4 50
" plated		5 50

SAND AND EMERY PAPER.

B. & A. sand, discount, 40 and 5 per cent
Emery, discount 40 per cent.
Garnet (Rurton's) 5 to 10 per cent. advance on list

SAP SPOUTS.

Bronzed iron with hooks	per 1,000	7 50	
"Eureka" tinned steel, hooks	"	8 00	

SAWS.

Hand, Disston's, discount 12½ per cent
S. & D., discount 40 per cent.

Crosscut, Disston's	per foot	0 35	0 55

S. & D., discount 35 per cent. on Nos. 2 and 3.

Hack, complete	each	0 75	2 75
" frame only	each	0 50	1 25

SASH WEIGHTS.

Sectional	per 100 lb.	2 00	2 25
Solid	"	1 50	1 75

SASH CORD.

Per lb		0 28	0 30

SAW SETS.

	per doz.
Lincoln and Whiting	4 75
Hand Sets, Perfect	4 00
X-Cut Sets, "	7 50

SCALES.

Gurney Standard, 40 per cent.
Gurney Champion, 50 per cent.
Burrow, Stewart & Milne—
Imperial Standard, discount 40 per cent.
Weigh Beams, discount 35 per cent.
Champion Scales, discount 50 per cent.
Fairbanks standard, discount 35 per cent.
" Dominion, discount 55 per cent
" Richelieu, discount 55 per cent.
Warren's new Standard, discount 40 per cent.
" " Champion, discount 50 per cent.
" Weighbeams, discount 35 per cent.

SCREW DRIVERS.

Sargent's	per doz.	0 65	1 00

SCREEN DOORS.

Common doors, 2 or 3 panel, walnut stained, 4-in. style	per doz.	6 80
Common doors, 2 or 3 panel, yellow and green stained, 4-in. style	per doz.	7 00
Common doors, 2 or 3 panel, in natural colors, oil finish	per doz.	8 15

3-in. style 20c. per dozen less.

SCREWS.

Wood, F. H., oright and steel, discount 87½ per cent.
Wood, R. H., bright, dis. 82½ per cent.
" F. H., brass, dis. 80 per cent.
" R. H., " dis. 75 per cent.
" F. H., bronze, dis. 75 per cent.
" R. H., " dis. 70 per cent.
Drive Screws, dis. 87½ per cent.

Bench, wood	per doz.	3 25	4 00
" iron	"	4 25	5 00

Set, case hardened, dis. 60 per cent.
Square Cap, dis. 50 and 5 per cent.
Hexagon Cap, dis. 45 per cent.

SCYTHES.

Per doz. net	6 00	9 00

SCYTHE SNATHS.

Canadian, discount 40 per cent.

SHEARS.

Bailey Cutlery Co., full nickeled, discount 2½ per cent.
Bailey Cutlery, Japan Handles, discount 67½ per cent.
Seymour's, discount 50 and 10 per cent.

SHOVELS AND SPADES.

Canadian, discount 45 per cent.

SINKS.

Cast iron, 16 x 24	....	0 85
" 18 x 30	....	1 00
" 18 x 36	....	1 40

SNAPS.

Harness, German, discount 25 per cent.
Lock, Andrews' 4 50 11 50

SOLDERING IRONS.

1, 1½-lb.	per lb.	0 37
2-lb. or over	"	0 34

SQUARES.

Iron, No. 493	per doz.	2 40	2 55
" No. 494	"	3 25	3 40

Steel, discount 60 to 60 and 5 per cent.
Try and Bevel, discount 50 to 52½ per cent.

STAMPED WARE.

Plain, discount 75 and 12½ per cent. off revised list.
Retinned, discount 75 per cent off revised list.

STAPLES.

Galvanized		3 00
Plain		2 80

Coopers', discount 45 per cent.
Poultry netting staples, discount 40 per cent.

STOCKS AND DIES.

American discount 25 per cent.

STONE.

Washita	per lb.	0 28	0 60
Hindostan	"	0 06	0 07
" slip	"	0 09	0 09
Labrador	"	....	0 13
" Axe	"	....	0 15
Turkey	"	....	0 50
Arkansas	"	....	1 50
Water-of-Ayr	"	....	0 10
Scythe	per gross	3 50	5 00
Grind, 2-in., 40 to 200 lb., per ton		....	25 00
" " under 40 lb., "		....	28 00
" under 2 in. thick, "		....	29 00

STOVEPIPES.

5 and 6 inch, per 100 lengths	....	7 00
7 inch	....	7 50

ENAMELINE STOVE POLISH.

No. 4, 3 doz. in case, net cash	....	4 80
No. 6, 3 doz. in ase, "	....	8 40

TACKS, BRADS, ETC.

Carpet tacks, blued	80 and 15
" " tinned	80 and 20
" " (in kegs)	40
Cut tacks, blued, in dozens only	80
" ¼ weights	60
Swedes cut tacks, blued and tinned—	
In bulk	80 and 10
In dozens	75
Swedes, upholsterers', bulk	85, 12½ and 12½
" brush, blued and tinned bulk	70
Swedes, gimp, blued, tinned and japanned	75 and 12½
Zinc tacks	35
Leather carpet tacks	55
Copper tacks	50
Copper nails	52½
Trunk nails, black	65 and 5
Trunk nails, tinned	65 and 10
Clout nails, blued	65 and 5
Chair nails	35
Patent brads	40
Fine finishing	40
Lining tacks, in papers	10
" " in bulk	15
" " solid heads, in bulk	75
Saddle nails, in papers	10
" " in bulk	15
Tufting buttons, 22 line, in dozens only	60
Zinc glaziers' points	5
Double pointed tacks, papers	90 and 10
" " " bulk	40
Clinch and duck rivets	45

TAPE LINES.

English, ass skin	per doz.	2 75	5 00
English, Patent Leather		5 50	9 75
Chesterman's	each	0 90	2 85
" steel	each	0 80	8 00

TINNERS' SNIPS.

Per doz	3 00	15 00

THERMOMETERS.

Tin case and dairy, discount 75 to 75 and 10 per cent.

TRAPS (steel.)

Game, Newhouse, discount 25 per cent.
Game, H. & N., P. S. & W., 65 per cent.
Game, steel, 72½, 75 per cent.

TROWELS.

Disston's, discount 10 per cent.

German	per doz.	4 75	6 00

S. & D., discount 35 per cent.

TWINES.

Bag, Russian	per lb.	0 27
Wrapping, cotton, 3-ply		0 24
" " 4-ply		0 27
Mattress	per lb.	0 33 0 45
Staging	"	0 27 0 35

VISES.

Wright's	0 13½
Brook's	0 12½
Pipe Vise, Hinge, No. 1	3 50
" " " No. 2	5 50
Saw Vise	4 50 9 00

Columbia Hardware Co.
Blacksmiths' (discount) 60 per cent.
" parallel (discount) 45 per cent.

ENAMELLED WARE.

White, Princess, Turquoise, Blue and White discount 50 per cent.
Diamond, Famous, Premier, discount 50 and 10 per cent.
Granite or Pearl, Imperial, Crescent, discount 50, 10 and 10 per cent.
Premier steel ware, 40 per cent.
"Star" decorated steel and decorated white, 25 per cent.

WIRE.

Smooth Steel Wire.

No. 0-9 gauge		$2 50
10 "	6c.	extra.
11 "	12c.	"
12 "	20c.	"
13 "	30c.	"
14 "	40c.	"
15 "	55c.	"
16 "	70c.	"

Add 60c. for coppering and $2 for tinning.
Extra net per 100 lb.—Oiled wire 10c., spring wire $1.25, special hay baling wire 30c., best steel wire 75c., bright soft drawn 15c., charcoal (extra quality) $1.25, packed in casks or cases 15c., bagging and papering 10c., 50 and 100-lb. bundles 10c., in 25-lb. bundles 15c., in 5 and 10-lb. bundles 25c., in 1-lb. hanks, 50c., in ½-lb. hanks 75c., in ¼-lb. hanks $1.
Fine Steel Wire, discount 25 per cent. List of extras: In 100-lb. lots: No. 17, $5—No. 18, $5.50—No. 19, $6—No. 20, $6.65—No. 21, $7—No. 22, $7.30—No. 23, $7.65—No. 24, $8—No. 25, $9—No. 26, $9.50—No. 27, $10—No. 28, $11—No. 29, $12—No. 30, $13—No. 31, $14—No. 32, $15—No. 33, $16—No. 34, $17. Extras net—tinned wire, Nos. 17-25, $2—Nos. 26-31, $4—Nos. 32-34, $6. Coppered, 5c.—oiling, 10c.—in 25-lb. bundles, 15c.—in 5 and 10-lb. bundles, 25c.—in 1-lb. hanks, 25c.—in ½-lb. hanks, 38c.—in ¼-lb. hanks, 50c.—packed in casks or cases, 15c.—bagging or papering, 10c.
Brass wire, discount 60 per cent. off the list.
Copper wire, discount 60 per cent. net cash 30 days, f.o.b factory.
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Galvanized barb	....	2 75
Galvanized, plain twist	....	2 80

Galvanized barb, f.o.b. Cleveland, $2 55½ in less than carlots, and $2 45 in carlots.

COILED SPRING WIRE.

High Carbon, No. 9	$2 70
" No. 11	3 35
" No. 12	2 95

WIRE CLOTH.

Painted Screen, per 100 sq. ft., net 1 50
Terms, 2 per cent. off 30 days.

WASHING MACHINES.

Stephenson Washer, per doz. 45 00

WRENCHES.

Acme, discount 35 to 37½ per cent.
Agricultural, discount 60 per cent.
Coe's Genuine, discount 20 to 25 per cent.

Towers' Engineer	each	2 00	7 00
" S	per doz.	5 80	6 00
G. & K.'s Pipe	"	....	3 40
Burrell's Pipe	each	....	3 00
Pocket	per doz.	0 25	2 90

WRINGERS.

Leader	per doz.	30 00	33 00
Royal Canadian	"	....	24 00
Royal American	"	....	24 00
Sampson	"	....	24 00
Lightning	"	....	27 00

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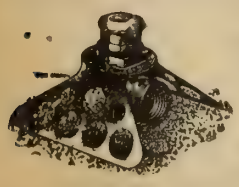

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Confederation Life Ass., Toronto.
London Guarantee and Accident Ins. Co., Toronto.
Metropolitan Bank, Toronto.
Western Assurance Co., Toronto.

Firearms and Ammunition.
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Millen, John & Son, Montreal.

Lanterns.
Wright, E. T., & Co., Hamilton.

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Maxwell, David, & Sons, St. Marys Ont.
Taylor-Forbes Co., Guelph, Ont.

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Briggs Ledger System Co., Toronto.
Weese, G. A. & Son, Toronto.

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Warnock, Jas., & Co., Galt.

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Crosby, G. A., & Co., Sarnia, Ont.
Dodge Mfg. Co., Toronto.
Fairbanks Co., Montreal and Toronto.
Jardine, A. B., & Co., Hespeler, Ont.
Kerr Engine Co., Walkerville, Ont.
Morrow MachineScrew Co., Ingersoll, Ont.
Ontario Wind Engine and Pump Co., Toronto.
Pemberthy Injector Co., Windsor.

Mantels.
Batty Stove and Hardware Co., Toronto.

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Coltart & Cameron, Winnipeg.
Gibb, Alexander, Montreal.
Philip, David, Winnipeg.

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Canada Iron Furnace Co., Midland, Ont.
Canada Metal Co., Toronto.
Deseronto Iron Co., Deseronto, Ont.
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Nova Scotia Steel and Coal Co., New Glasgow, N.S.
Peck Rolling Mills, Montreal.
Samuel, Benjamin & Co., Toronto.
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Hutton, Jas., & Co., Montreal.
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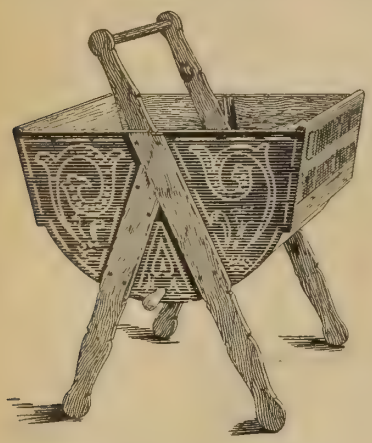

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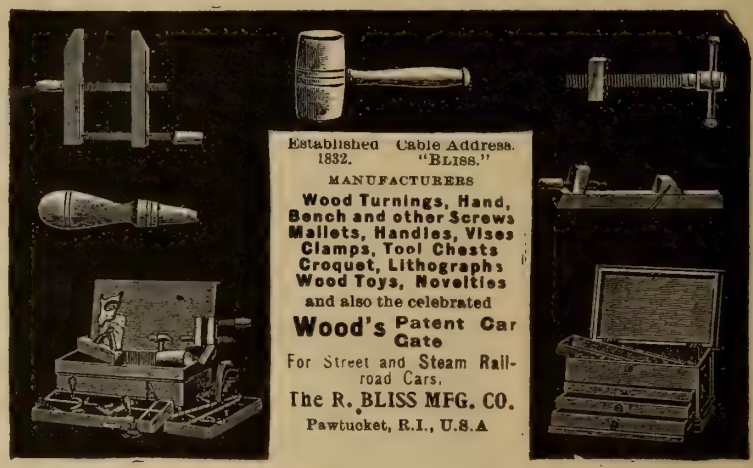

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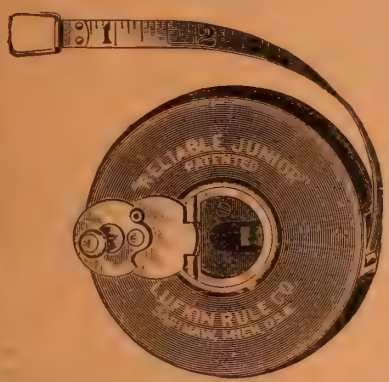

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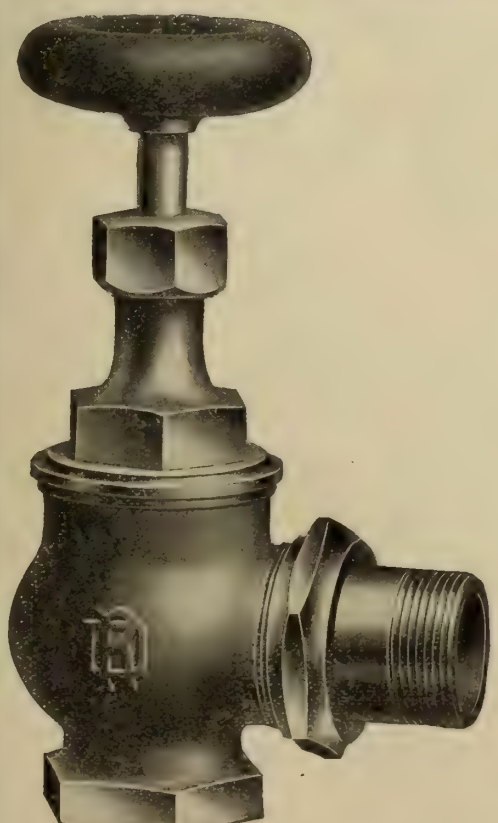

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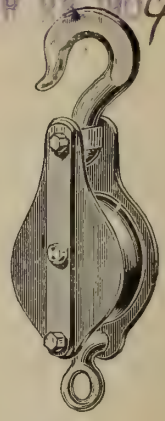

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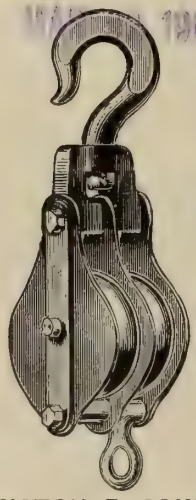

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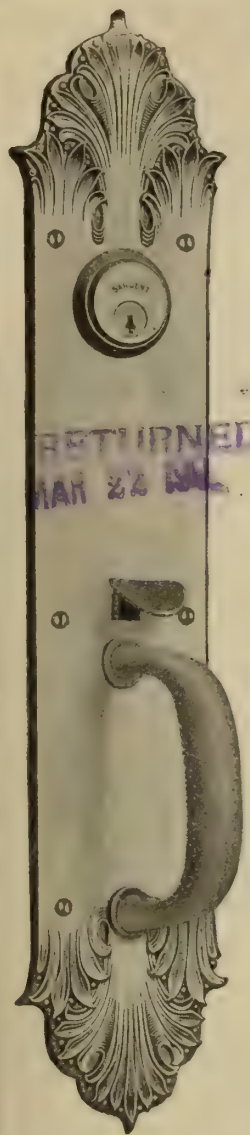

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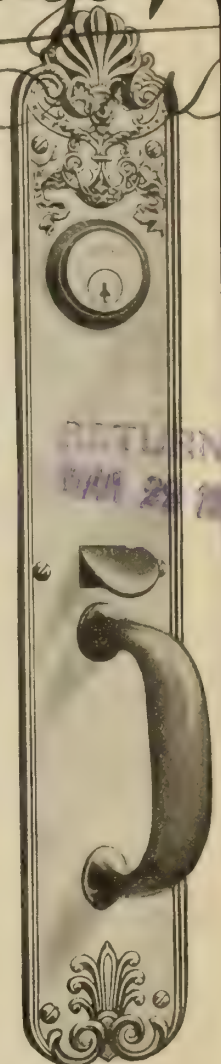

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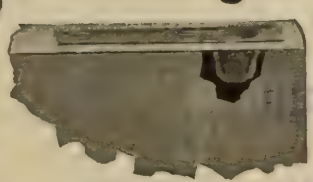
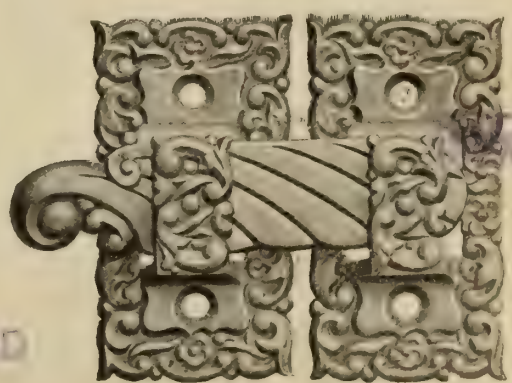


Top pivot.



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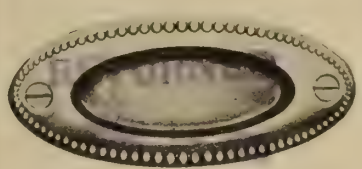

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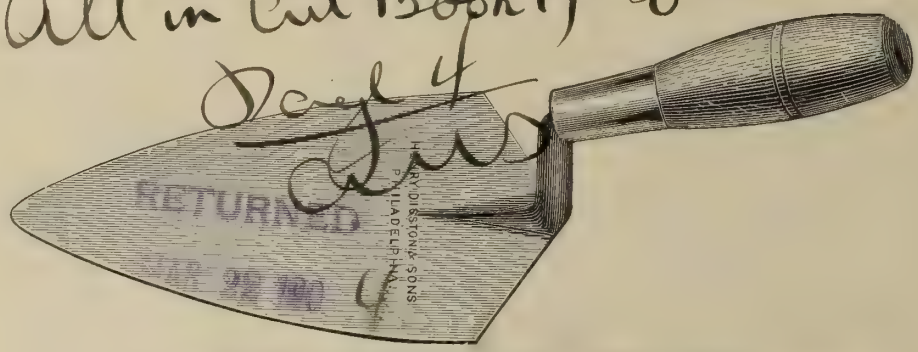

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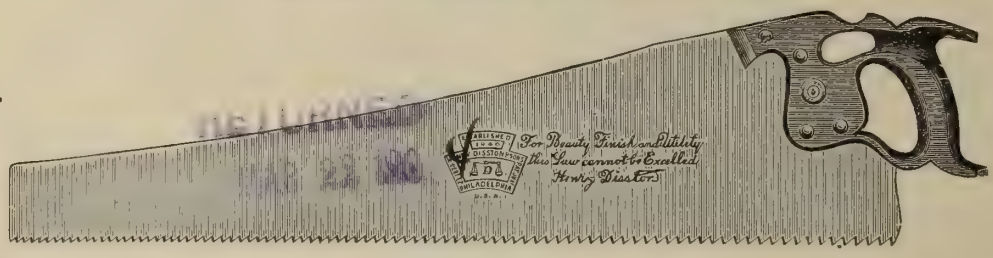

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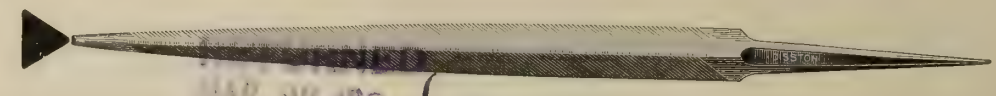

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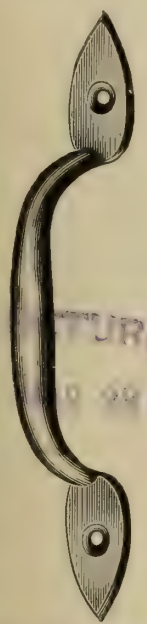
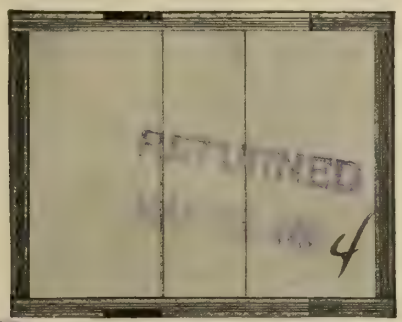
THE DOOR OF SUCCESS

—— IN FLY TIME ——

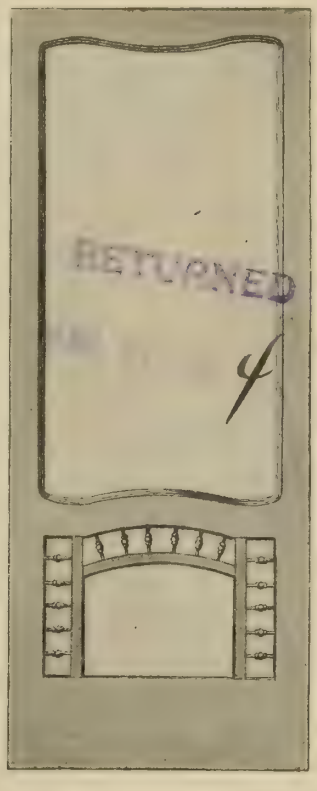
is always open to the merchant who has a good stock and an up-to-date assortment of Screen Doors, Trimmings and Windows. Our variety is so great that it will enable your customer to unhesitatingly select a door — whether it be for kitchen, verandah or vestibule.



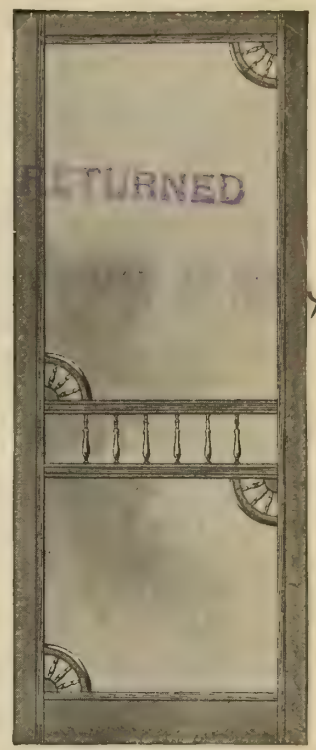
No. 248½.—Bronze door pull.



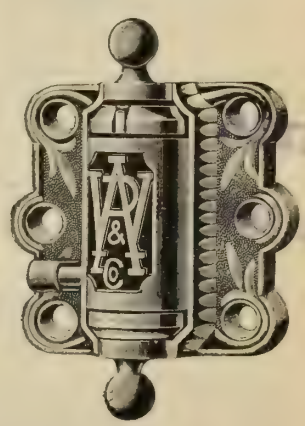
Hummer.—Made of hardwood, oiled, beveled to fit sash and window sill, metallic slides, never binds.



No. 604.—Natural finish, choice stock, sanded and smoothed, coach varnish finished.



No. 70.—Natural finish, two coats of varnish, spindles and brackets.

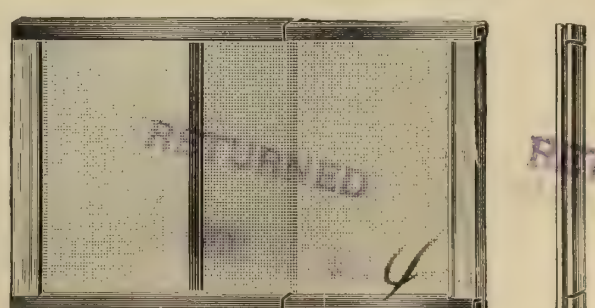


No. 120. — Hold back, antique copper finish.

No. 26. — Yellow stained, with spindles, brackets and centre brace.

No. 98. — Natural finish, two coats varnish, fancy embossed frame.

Wire Cloth
Screen Door Catches
Stops
Checks
Springs
Pulls
Knobs
Hinges



Metallic.—Black metallic frame, wood ends, screen slides in frame, allowing communication through window without removing the frame.

LEWIS BROS. & CO.

IMPORTERS AND DISTRIBUTORS.

TORONTO,
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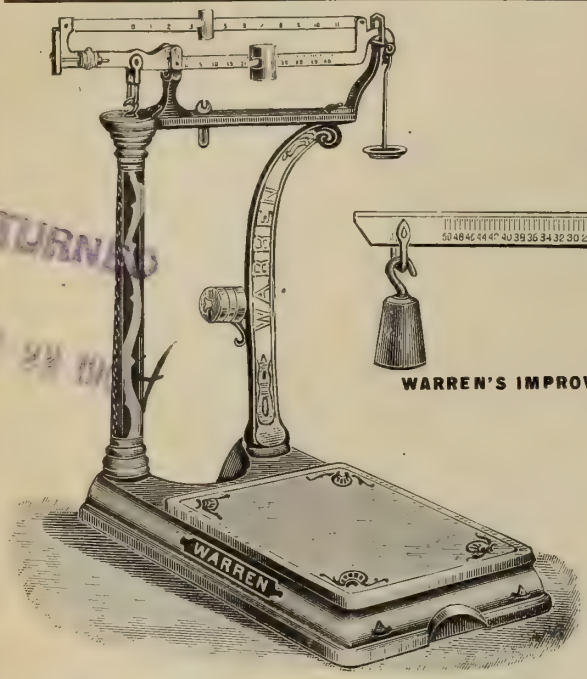
WHERE ACCURACY IS PARAMOUNT

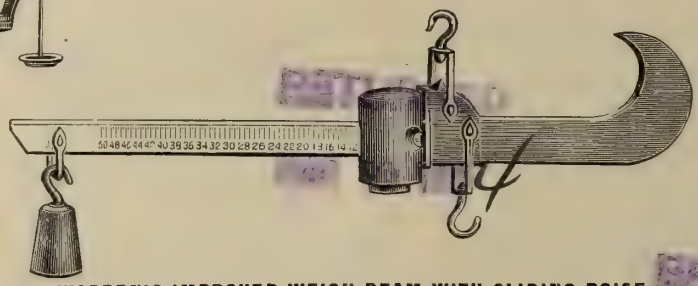
—YOU WILL INVARIABLY FIND—

WARREN'S STANDARD SCALES

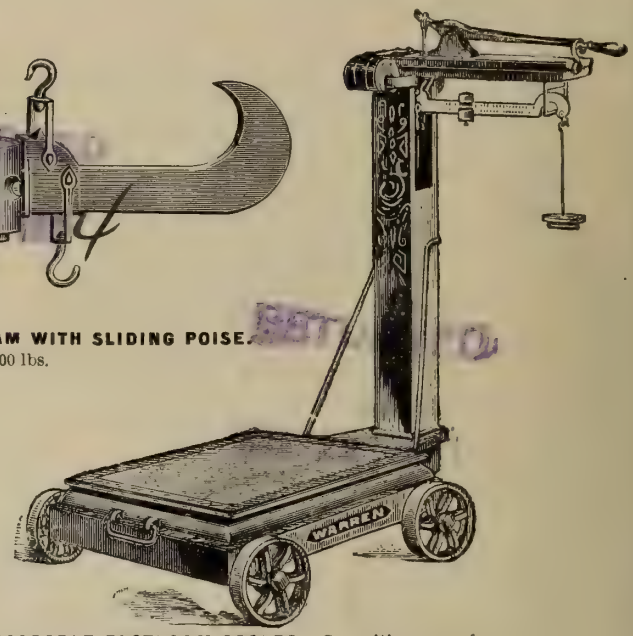
IN CONSTANT USE



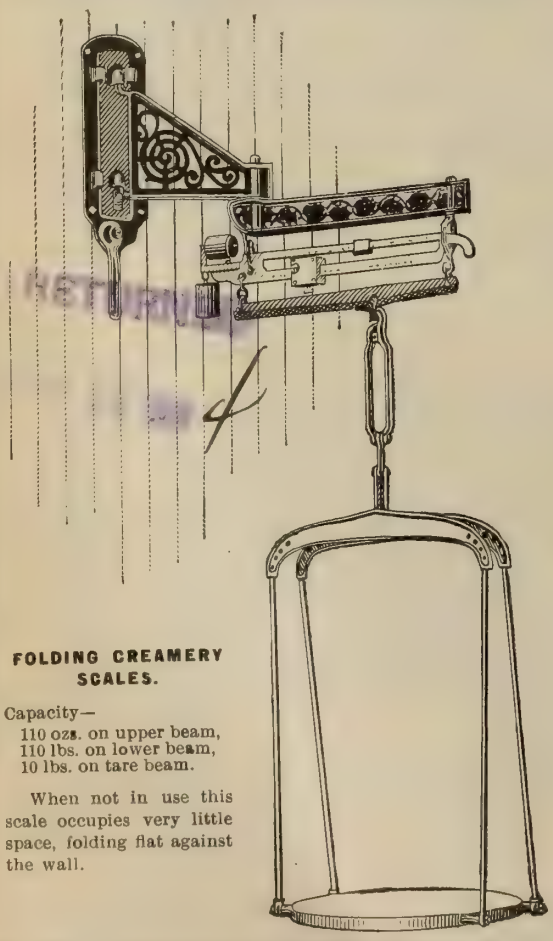
MONTREAL GROCERS' SCALES. Capacity 1 oz. to 250 lbs. Double Beam and Sliding Poises; nickel plated; Iron or Marble Platform.



WARREN'S IMPROVED WEIGH BEAM WITH SLIDING POISE. Capacity 100 to 600 lbs.



PORTABLE PLATFORM SCALES. Capacities range from 400 to 4000 lbs.



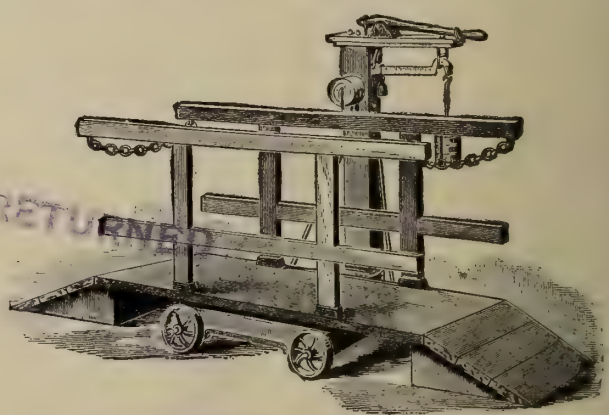
FOLDING CREAMERY SCALES.

Capacity—
110 ozs. on upper beam,
110 lbs. on lower beam,
10 lbs. on tare beam.

When not in use this scale occupies very little space, folding flat against the wall.

Scales of all capacities.

Scales for every purpose.



PORTABLE STOCK SCALES. Capacity 3000 lbs.

WAGON SCALES. Capacity 3 to 15 tons.

Made and Guaranteed by

The New Warren Scale Co.

Successors to the inventor and patentee of Platform Scales in Canada.

Established 1834. Montreal

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We have the largest factory in Canada.

We make the best goods in the market.

We can give your orders quickest attention.

Rubber Belting, Hose, Packing, Valves,
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Coats, Boots and Shoes, Drug Sundries, etc.

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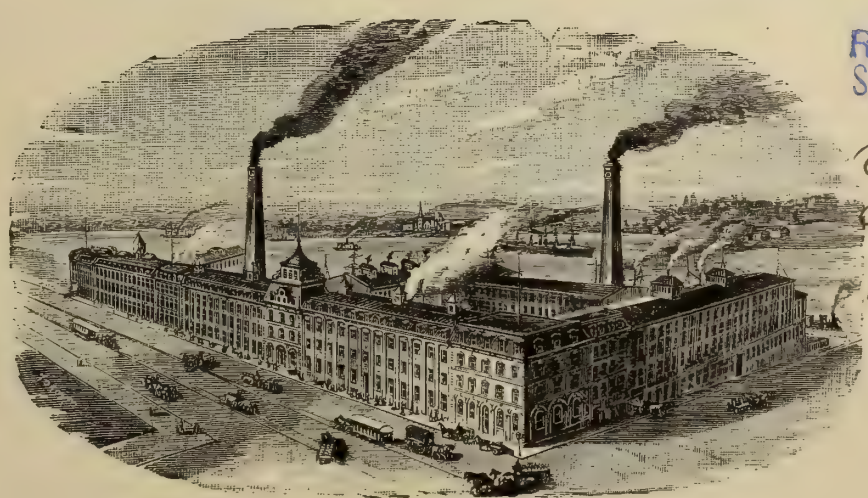

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The Canadian Rubber Co. of Montreal

Papineau Avenue, Montreal

BRANCHES:

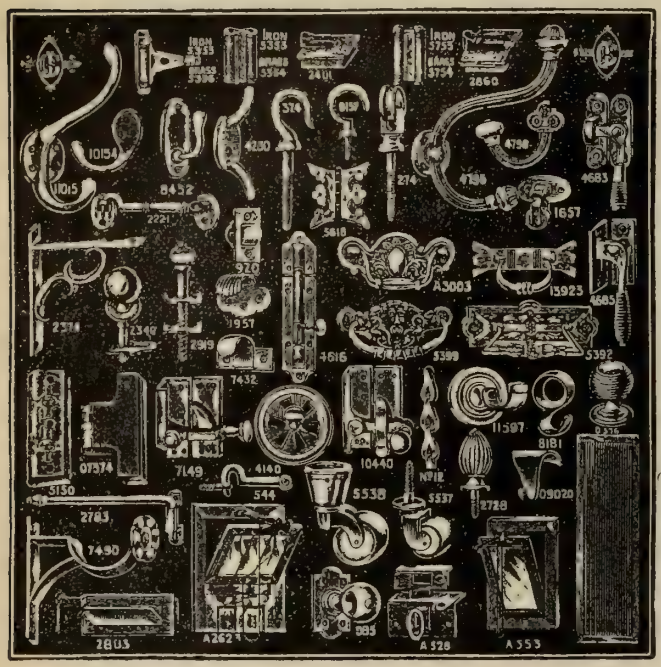
HALIFAX TORONTO WINNIPEG VANCOUVER

James Cartland & Son

Manufacturers of every description of Limited

CABINET BUILDERS' FURNISHING AND NAVAL BRASSFOUNDRY

BIRMINGHAM, ENGLAND.



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Curley IDEAL SAFETY RAZOR

Mr. Harmsworth, the great English journalist, says of it:

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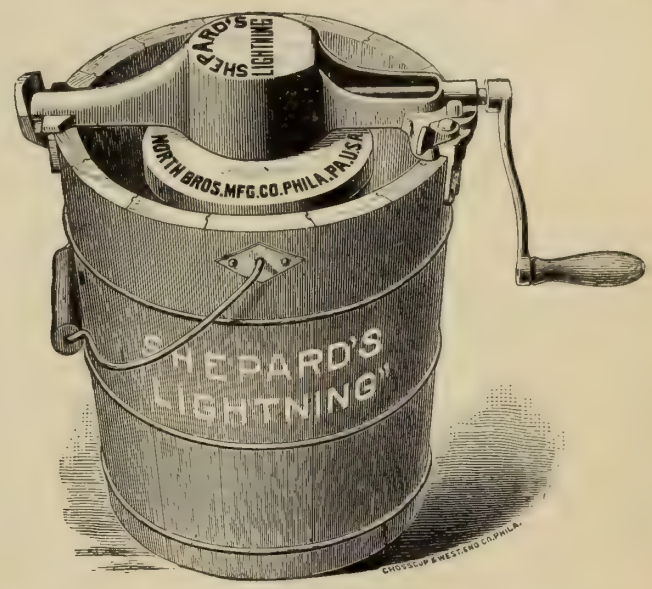
The Best Ice Cream Freezers

HAVE

AUTOMATIC TWIN SCRAPERS

which insure positive and continuous scraping of frozen cream from side of can.



White Cedar Pails

WITH

ELECTRIC WELDED WIRE HOOPS

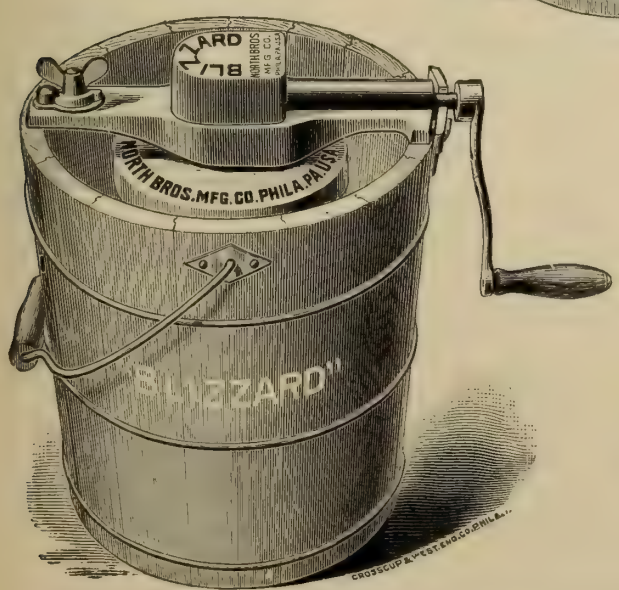
Guaranteed not to fall off or break.

Heavy Tin Cans

WITH

DRAWN STEEL BOTTOMS

Guaranteed not to fall out or leak.



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"LIGHTNING"
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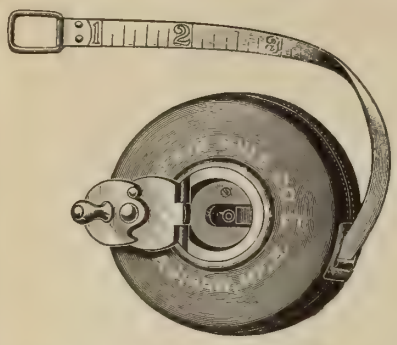

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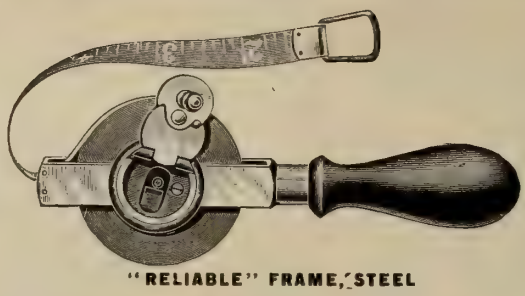

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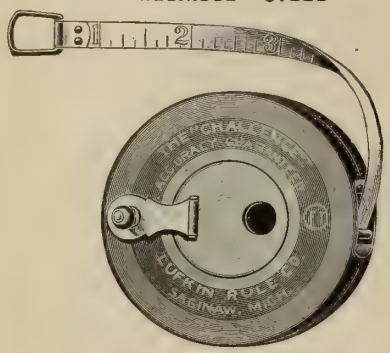
"RELIABLE" JUNIOR STEEL

LUFKIN
MEASURING TAPES



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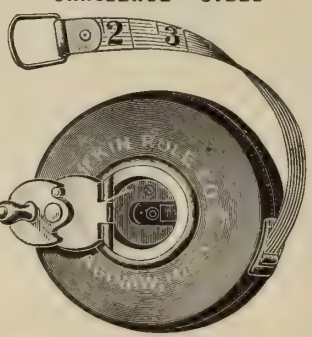
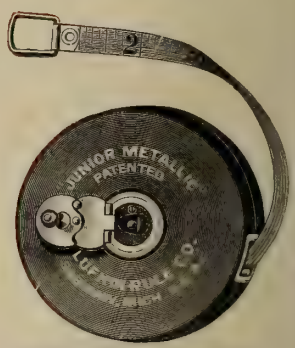
"RIVAL" STEEL

LEAD ALL OTHERS

EVERYBODY, THE WORLD OVER, WANTS THEM. IF THERE IS ANY DEALER WHO DON'T HANDLE OUR GOODS, HE SHOULD SEND FOR OUR CATALOG QUICK, THESE ILLUSTRATIONS SHOW ONLY A SMALL PORTION OF OUR LINE. WE MAKE EVERYTHING IN TAPES.



METALLIC WARP



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STERLING LINEN

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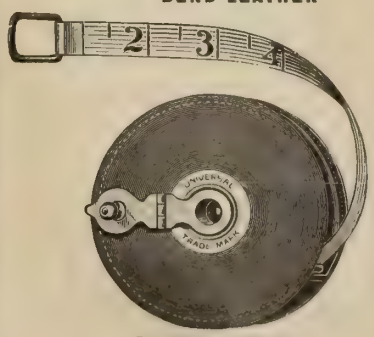
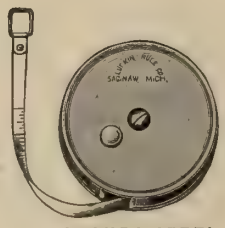


PATENT LEATHER



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POCKET LINEN

ASS SKIN

TRADE M. R. CO MARK

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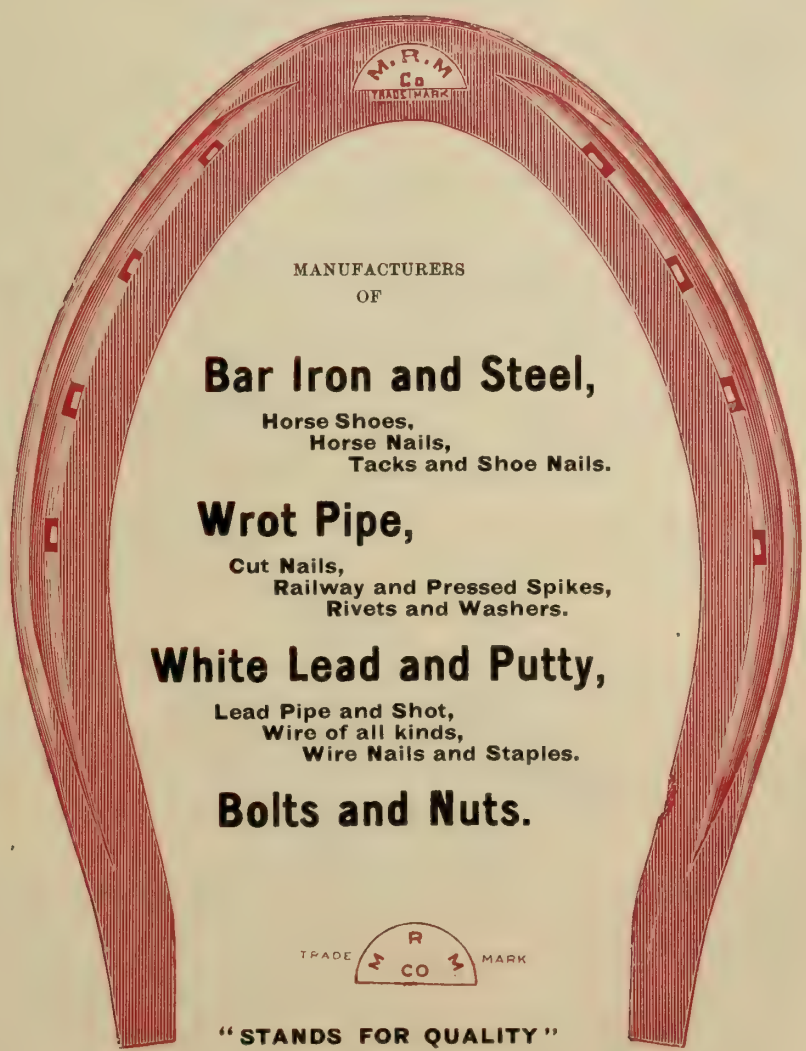

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Bar Iron and Steel,
Horse Shoes,
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Wrot Pipe,
Cut Nails,
Railway and Pressed Spikes,
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A complete stock always on hand for prompt delivery.

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American Watches.

RETAIL PRICES, **$1.25 to $2.50**

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We now offer a practical time piece for the Hardware Trade of Canada and base our statement upon the following:

First—It is absolutely guaranteed to keep accurate time.

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Third—Its low price and high quality insure a tremendous sale, which we further augment by furnishing many handsome advertising devices for your store.

Fourth—Last but not least, these watches offer a handsome profit. Price cutters are not supplied.

Sold by several leading Hardware Jobbers of Canada. We will tell you who they are upon request.

Trial Offer—To any Hardware Dealer who will write to us upon his business letter head and inclose 75c. we will send a sample watch (duty not paid) and our catalogue, so that he can test its accuracy and durability.

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Rapid Grinding and Pulverizing Mills

10 Sizes and Styles for Hand and Power

No. 3, $5.50.

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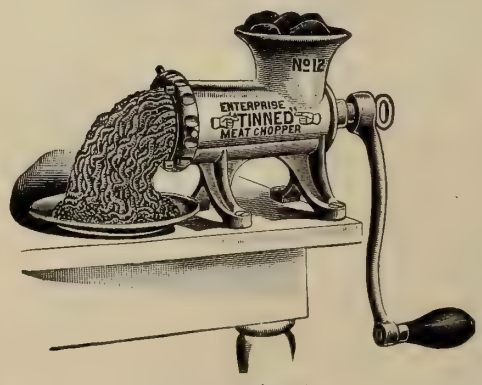
40 Sizes and Styles for Hand and Power from $1.00 to $300.00



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Sold by all the leading Jobbers of the Dominion

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Meat Juice Extractor

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Raisin Seeder

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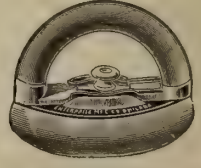
Cold Handle Polishing IRON



No. 82, $7.50 per doz.

E. T. WRIGHT & CO.

HAMILTON, - - - CANADA.

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Lanterns, Tinware, Bird Cages, Eavetrough and Conductor Pipes, Patent Stove Pipes and Elbows.

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A complete assortment of Cages always in stock. All sizes, styles and prices.

Brass and Japanned.

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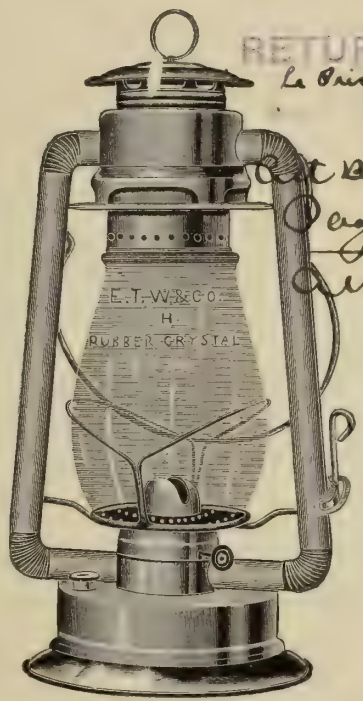

The above cut shows our Cold Blast Lantern with side lift. We also make the Co'd Blast with bottom lift. Plain and Japanned.

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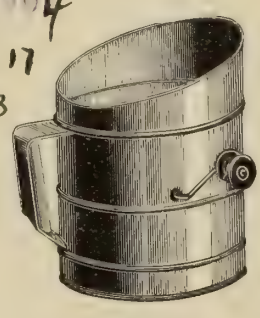

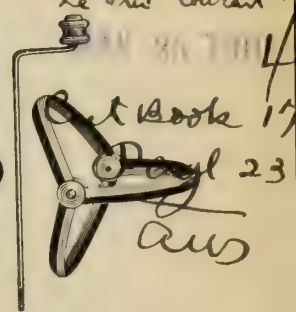

Since the "Victor" Sifter was placed on the market, other sifters have been produced but none to equal the "Victor." It stands alone unequalled.

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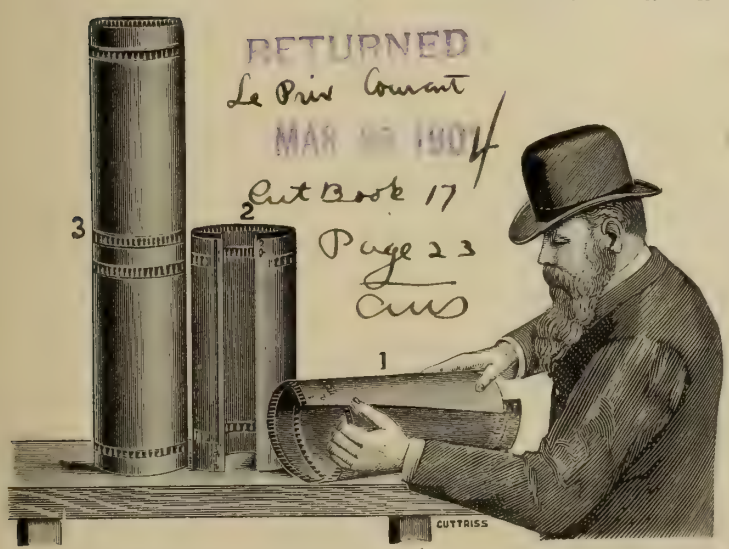

Scheipe's Patent Stove Pipe is undoubtedly the best Nestable Stove Pipe ever produced. No trouble to put it together. No rivets or staples. The only Nestable Stove Pipe that will not telescope. Nested 25 lengths in a crate.

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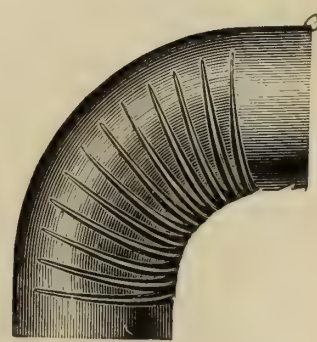

Cooper's Patent One-Piece Flat Crimp Elbows. The flat crimp prevents the possibility of dust and dirt accumulating on the Elbow.

Messrs. Gilbertson & Co., Limited, Pontardawe, South Wales

Makers of...

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GALVANIZED SHEETS

suitable for all kinds of galvanized work requiring uniformity of quality; being made of a superior grade of Siemens-Martin Steel, they will DOUBLE SEAM both ways of the sheet, are smooth, soft and well galvanized, each sheet being carefully selected; weight and count of sheets per case fully equal to the best-known brands sold in this market, and **COST LESS**.

W. Gilbertson & Co'y, Limited, are the ONLY Galvanizers who not only roll all their steel sheets, but also manufacture their own steel billets, having their own steel works in connection with their plate mills, thus enabling them to put a soft and regular quality of steel into their sheets, which is impossible for galvanizers who buy their sheets in the open market.

COMET BRAND

GALVANIZED CANADA PLATES

of the same **SUPERIOR QUALITY and FINISH** as their Galvanized Sheets, both in working quality and finish.

"GILBERTSON'S" SIEMENS-MARTIN BLACK PLATES.

Pickled, Cold Rolled and Close Annealed. **Cold Rolled and Close Annealed.** **Close Annealed only.**

Suitable for Ordinary and Extra-Deep Stamping, and Enamelling purposes.

IMITATION RUSSIA SHEETS—P.C.R. and C.A., will not crack or scale, dark blue finish.

BEST POLISHED SHEETS—Uniform in color.

BLACK TAGGER PLATES—C.R. and C.A., or C.A. only.

ELECTRICAL SHEETS—High resistance and practically non-ageing.

Supplies carried by all the leading jobbers and metal merchants. In ordering, specify "**COMET**" Brand.

Selling Agent, **ALEXANDER GIBB**

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Prepare for a Hot Summer After a Cold Winter.

High and Medium Grade Refrigerators, Opal Glass, 7-16 inch thick, White Enamel or Galvanized Steel Linings. Large variety of styles and sizes. Complete line of Screen Doors and Window Screens.

THE BEST GOODS "MADE IN CANADA" AND THE BEST VALUE.

SEND FOR PRICES AND CATALOGUES.

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THE B. GREENING WIRE CO., LIMITED

Office and Works:
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442 St. Paul Street,
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ESTABLISHED 1859

A Few . . . Seasonable Lines:

WIRE Steel, Plain and Galvanized. For hay-baling, fencing, coppered spring, coppered soft, tinned mattress and broom, galvanized hard coiled fence wire.

GALVANIZED NETTING
for all purposes. All meshes, widths and strengths in stock.

PAINTED SCREEN WIRE CLOTH
All widths, 18 to 48-in; kept in stock.

WIRE CLOTH Copper, Brass, Steel and Galvanized. All meshes and strengths, for all purposes.

TRACE CHAINS Improved quality.

Brown's Patent Steel Wire Chains
Coil, tie-out, halter and dog chains, etc. Special chains made to order.

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and stall fixtures. Samples now ready for Fall trade.

WIRE ROPE Standard and Lang's Lay. For derrick use, passenger and freight elevators, mining, tramways and other purposes.

Coppered Steel Furniture Springs
All standard sizes kept in stock.

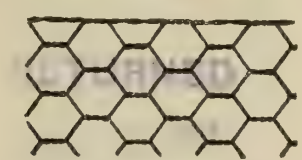
STEEL WIRE DOOR MATS
Most sanitary and durable mat on the market. Made either plain or lettered.

PERFORATED SHEET METALS
Zinc, Copper, Brass, Steel, Galvanized Iron. For all purposes.

FOUNDRY SUPPLIES
Riddles, Steel Brushes, Bellows, Shovels, etc.

BEE ZINC In sheets 36 x 96-in.

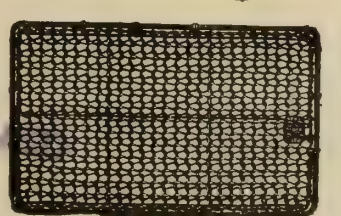
STAPLES Galvanized Fence and Poultry Netting—Bed and Blind—Electrical, etc., etc.



Galvanized Netting

Wire Cloth

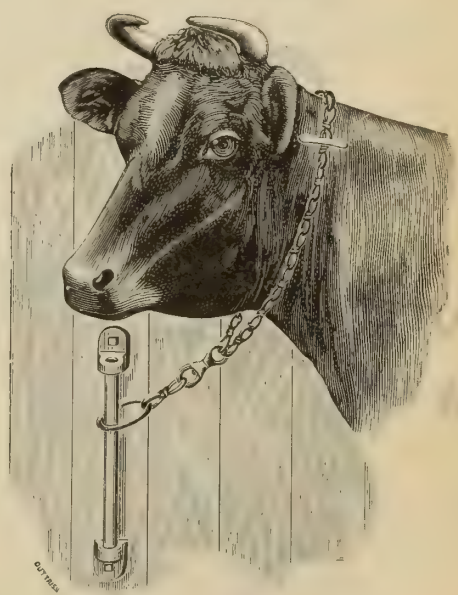
Wire Rope



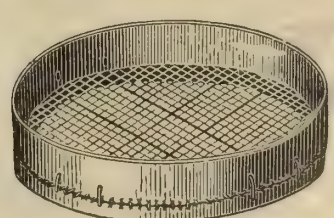
Wire Door Mats

Bee Zinc

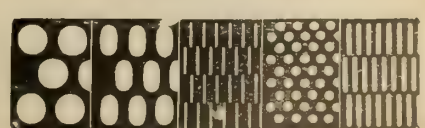
Chains—Brown's Patent



Cattle Chains



Foundry Supplies



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Our last Catalogue is dated January, 1900. For Quality of Material and Workmanship our goods are STANDARD IN THE MARKET

All in cut Book 16 Page 98

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Manufacturers' Agent and Metal Broker,
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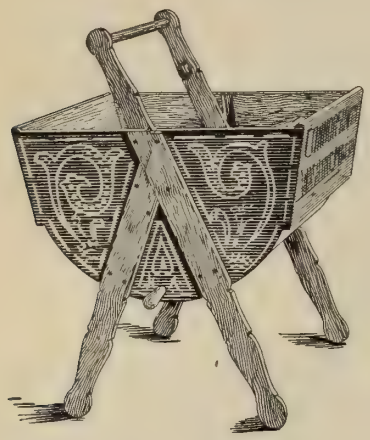
Representing British and American Manufacturers. Correspondence invited from firms wishing to be represented in Canada.



CONNOR'S IMPROVED WASHING MACHINE.

The rubbing board in this washer works eccentrically on the clothes in such a way that it both rubs and squeezes the clothes with every stroke of the rubbing board.

LARGEST CAPACITY. STRONGLY MADE.
NEATLY FINISHED.
THE BEST FOR THE MONEY.

We have nine other kinds, send for our catalogue.

J. H. CONNOR & SON, Limited

Manufacturers
Washing Machines and Clothes Wringers,
Pretoria Ave., - OTTAWA

CHAS. F. CLARK, President. **CHAS. L. BECKWITH, Secretary.**

...ESTABLISHED 1849...

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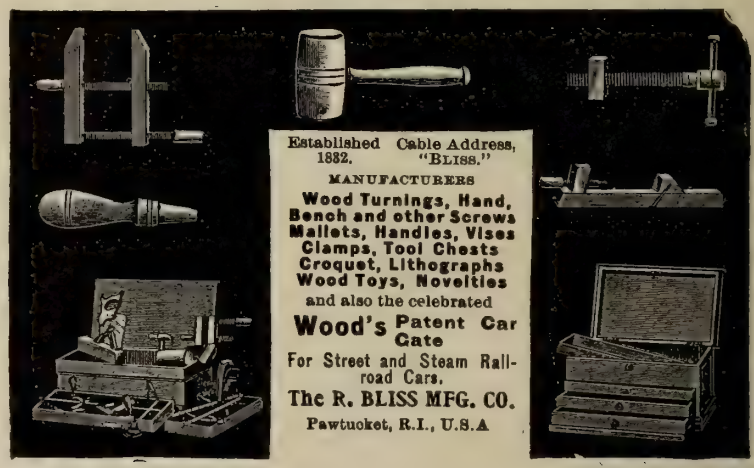

Established 1832. Cable Address, "BLISS."

MANUFACTURERS

Wood Turnings, Hand, Bench and other Screws Mallets, Handles, Vises Clamps, Tool Chests Croquet, Lithographs Wood Toys, Novelties

and also the celebrated

Wood's Patent Car Gate

For Street and Steam Railroad Cars.

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75 YEARS *ESTABLISHED 1825.* *75 YEARS*

WHY sell Old Style Cork Screws?

The People Want

WALKER'S SELF-PULLING

which draws the cork, cuts the wire, removes crown, seal and aluminum stopper. Does the whole thing. Each one tested and guaranteed. We manufacture over 50 different styles.

ERIE SPECIALTY COMPANY, Erie, Pa., U.S.A.

"THE REAL" SAFETY RAZOR IS A SELLER

OUR CONDITIONS ARE : Give to likely customers to try and if not absolutely satisfactory return it.

AGENTS FOR CANADA:

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A New Kind of Razor

You'll be surprised at the way "The Real" Safety Razor shaves—*different* from any other razor.

It shaves clean and keen—smooth and easy.

It doesn't pull or break hairs.

"The Real" is the only perfect razor for *self-shaving*.

The *rigid handle* and the *anti-cut guard* make it better than the ordinary razor—*better control of the blade* on *face*, *strop* or *hone*—*quicker work* possible—*no cutting*.

It's better than other "safety razors" because it's a *razor*—not a hoe. Made of the *very finest* razor steel—*full concave*—2¼ in. blade.

GEO. W. KORN RAZOR MFG. CO., Little Valley, N.Y., U.S.A.

Binder Twine

BLUE RIBBON,	650	feet	per	pound
RED CAP,	600	"	"	"
TIGER,	550	"	"	"
GOLDEN CROWN,	500	"	"	"
STANDARD,	500	"	"	"
SISAL,	500	"	"	"

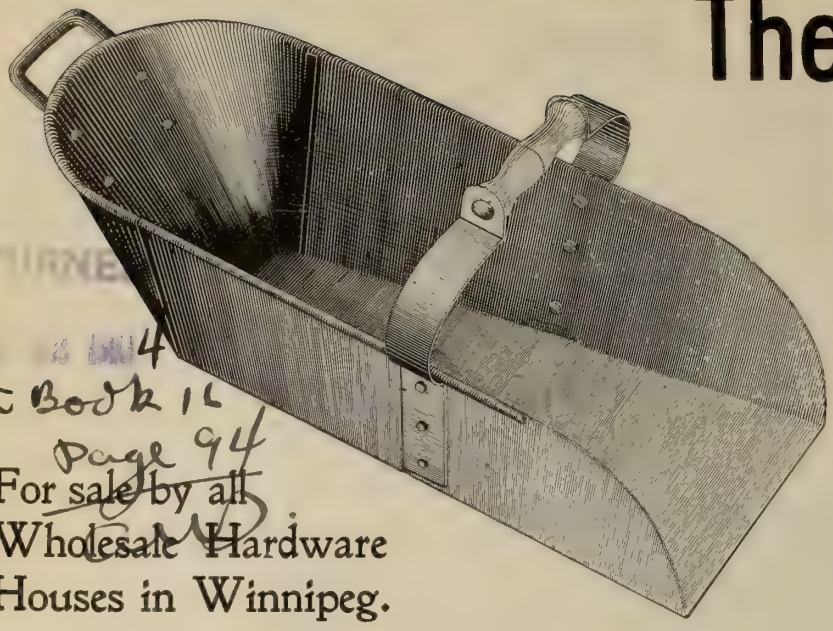
Blue Ribbon is no doubt the Queen of Binder Twine. It runs six hundred and fifty feet to the pound, and is manufactured from most select Manila Fibre. Six hundred and fifty foot Twine is the only Twine manufactured entirely from Manila Fibre. Dealers should beware of so-called "Manila" Twines which are advertised to measure less than 650 feet to the pound. They are mixed Twines.

Write for samples.

Consumers Cordage Company, Limited

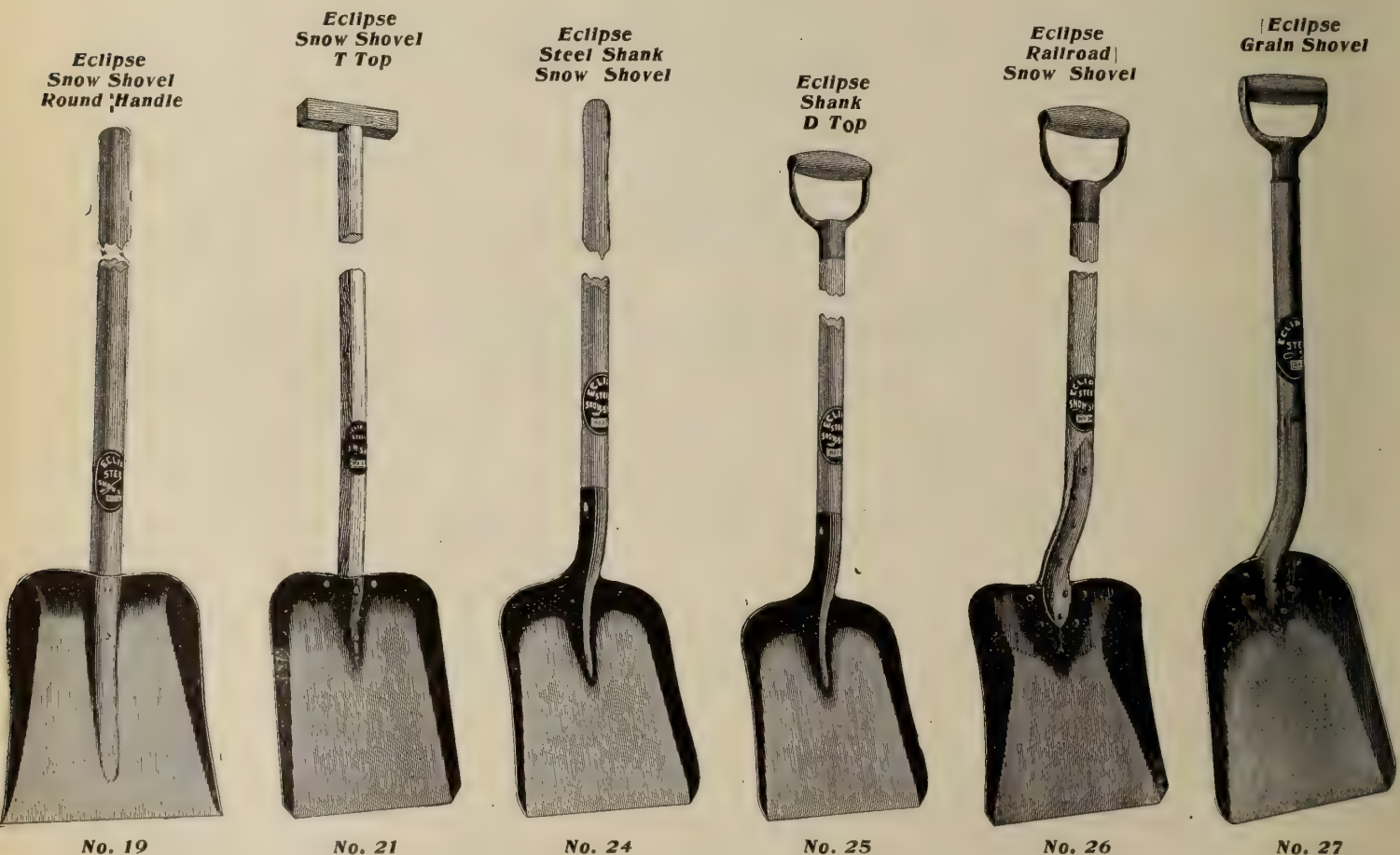
Halifax, N. S. **Montreal, Que.**

The "Manitoba" Grain Scoop



For sale by all Wholesale Hardware Houses in Winnipeg.

Largely used for the rapid handling of grain. Every farmer, miller and storekeeper wants the "Manitoba" Scoop.



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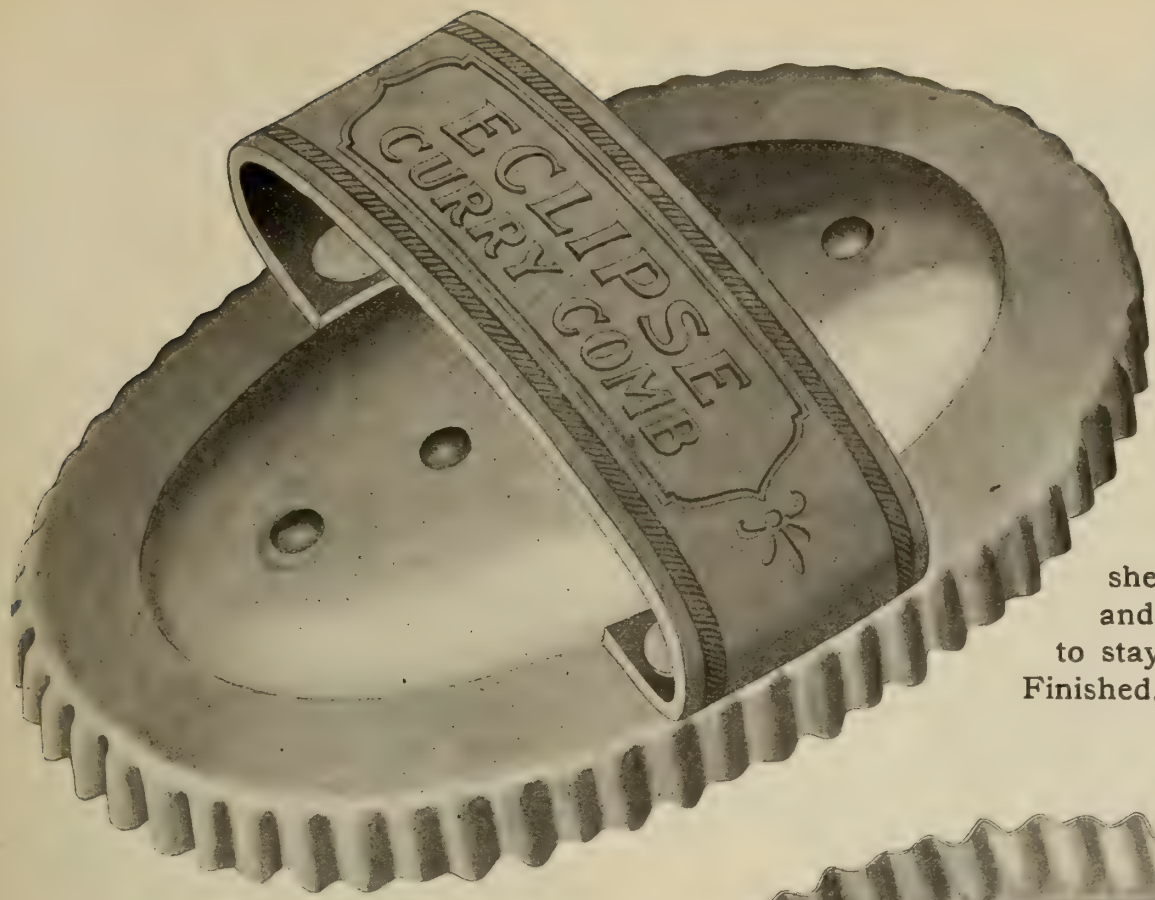
Manufacturers of STEEL SNOW SHOVELS, GRAIN SHOVELS, Etc.

OTTAWA, ONT.



THE ECLIPSE CURRY COMB

Manufactured from three solid pieces of sheet tin, lacquered and baked. Riveted to stay, Strong, Well Finished, Rust Proof.

Easy to use, easy to clean. The indentations comb thoroughly, yet smoothly.

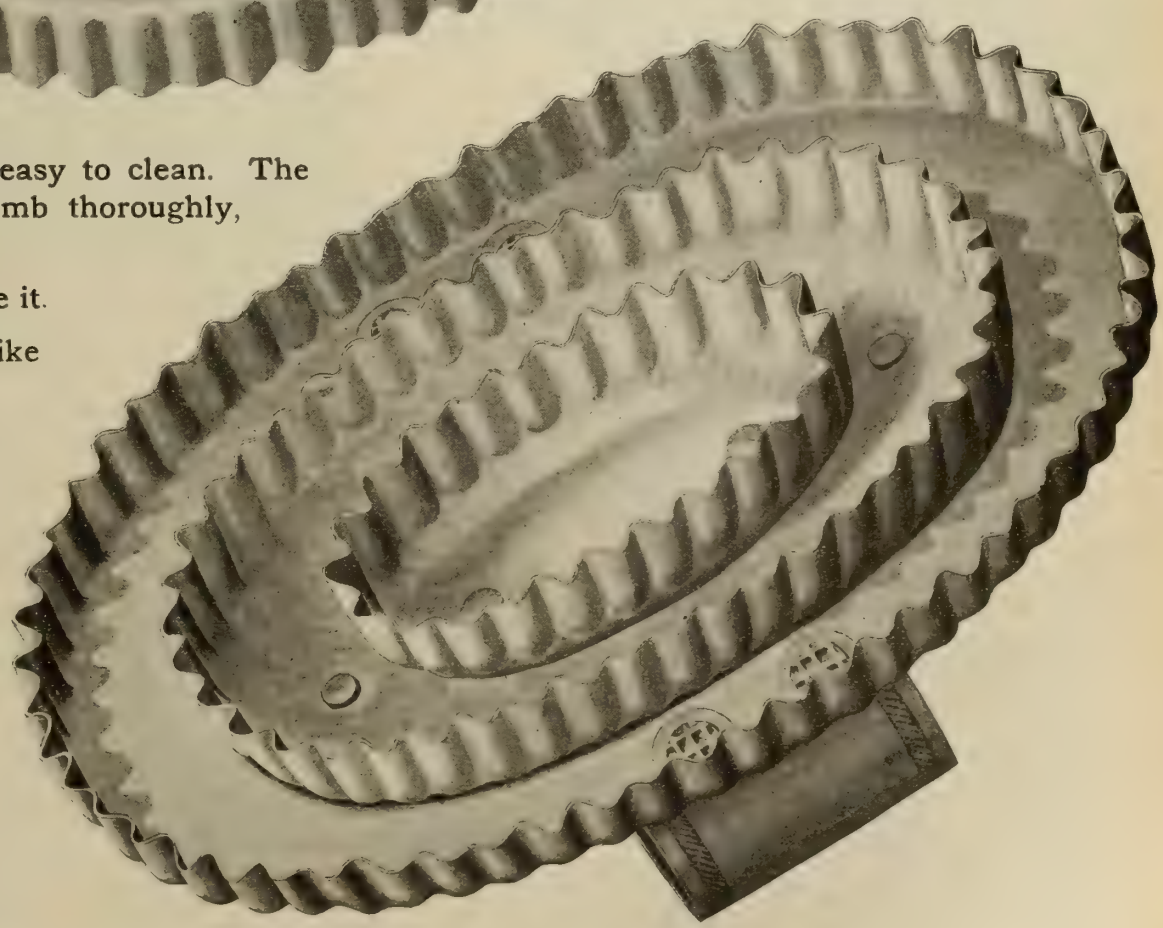
The trade like it.

The dealers like it.

The users like it.

The horses like it.

Ask your wholesale house, or write direct to



THE ECLIPSE MANUFACTURING CO., Limited,

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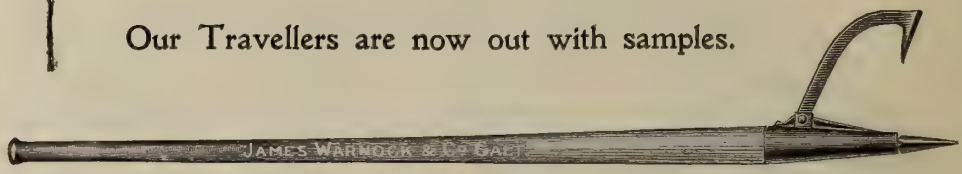
AXES and . . .

LUMBERING TOOLS

Our Travellers are now out with samples.

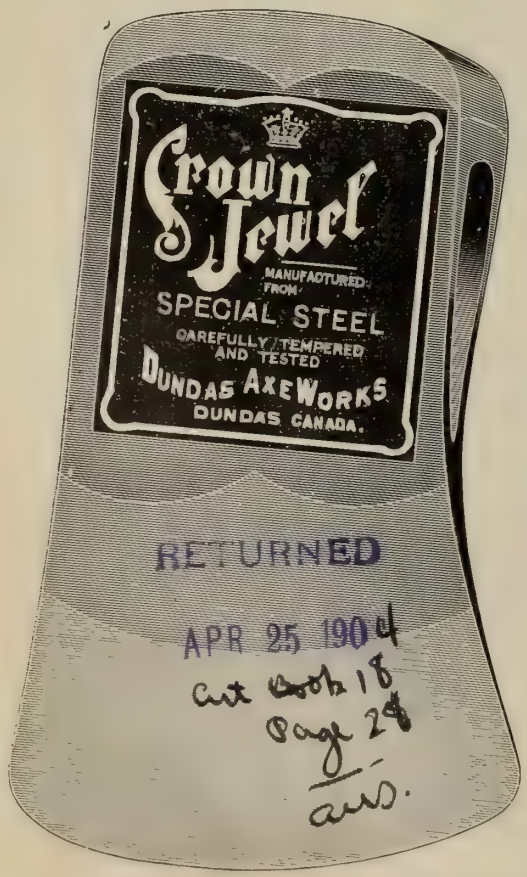


Our prices are right and a Warnock Tool is the accepted standard of quality.

See our axe samples before buying.

JAMES WARNOCK & CO.

GALT, ONT.



A New Line

In addition to our Axes, which are second to none, we are offering

The Crown Jewel Cross Cut Saw

There is nothing made to excel it in ease of cutting, in quality or in temper, and the price is lower than other high-grade Saws.

DUNDAS AXE WORKS,

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CANADIAN CORDAGE & MFG. CO., Limited.

BINDER TWINE.

"ROYAL" MANILA, 650 ft. to the pound.
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"ROYAL" MANILA, 500 ft. to the pound.
STANDARD, - 500 ft. to the pound.
SISAL, - - 500 ft. to the pound.

Our " ROYAL " Brand of Binder Twine is manufactured of the finest raw material that can be obtained, and with the utmost care. For length and strength we have no competitors. Our Twine is manufactured with the latest machinery, and dealers desiring to have exclusive agencies should apply at once. Will name lowest prices, or will enter contracts without price named until The International Harvester Co. announces prices.

Wire, Write or 'Phone.

CANADIAN CORDAGE & MFG. CO., Limited

Peterborough, Ont.

THERE ARE SUITABLE TOOLS FOR EVERY TOIL.

HERE ARE SOME OF THE VERY BEST:

Style "A."

LEADER CHURNS

All Steel Frames Style "A," with double reversible Steel Lever.

Style "E," with double end Hand and Foot Drive.

Bicycle Ball Bearings.

Patented Cream Breakers.

The Best and Most Up-to-Date Churn obtainable.

May be used while seated or standing.

Prices on application.

Most popular Churn on the market.

Style "E."

RE-ACTING WASHER

The quickest acting, readiest selling, and most generally satisfactory Rotary Washing Machine on the market.

The only regret your customers will have after buying one of these excellent machines is that they did not know about it sooner.

They require them—you should stock them—we can supply them. Order early.

The New Century Ball-Bearing Washing Machine.

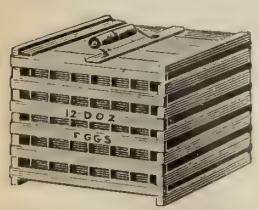
This machine cannot be too highly commended. It gives the best possible satisfaction to buyer and seller.

Made right. Built to last. Runs light. Never surpassed.

Five to seven minutes only required for a tubful.

The operator need not stand when using it, and these is practically no wear on garments.

Full information given on application.



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Pat. Aug. 5, '95.

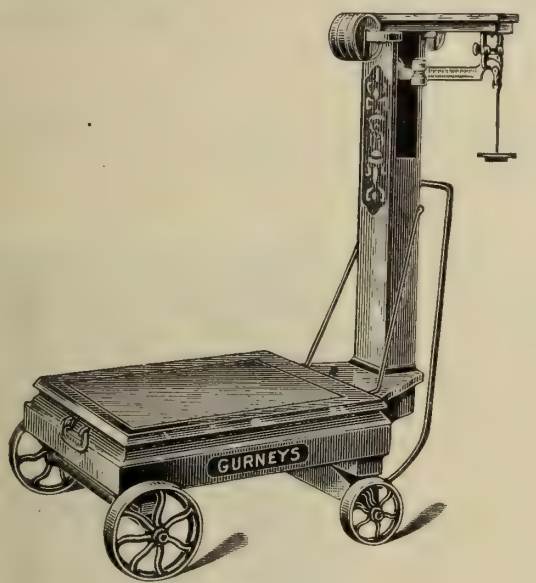
Humpty-Dumpty Egg Crates.

The best and cheapest carrier in Canada. With fillers removed, most convenient for general use. A great economizer. No broken eggs. No time wasted. No disputed count. Order now.

The Dowswell Mfg. Co., Limited

W. L. HALDIMAND & SON, MONTREAL, Eastern Agents. HAMILTON, ONT.

The Gurney Standard Scale



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ACCURATE
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RELIABLE.

THE BEST OF
MATERIAL
—AND—
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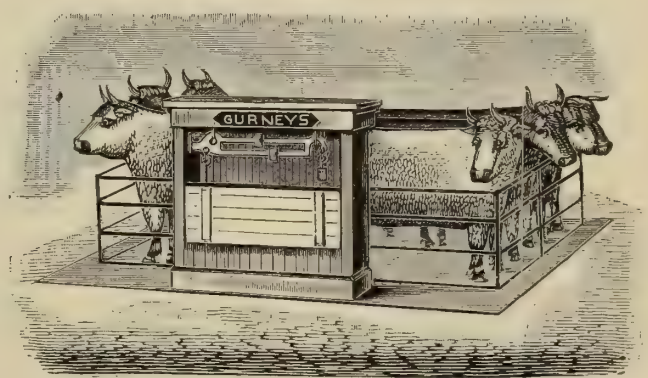

Recognized throughout Canada as

"The Standard"

WE MAKE SCALES OF EVERY DESCRIPTION. ESTABLISHED 1856.

SEND FOR CATALOGUE AND PRINTED MATTER.

The Gurney Scale Co., Hamilton, Ont., Can.

EASTERN WAREHOUSE—
THE GURNEY-MASSEY CO., Limited,
MONTREAL, QUE.

WESTERN WAREHOUSE—
THE GURNEY STOVE & RANGE CO., Limited,
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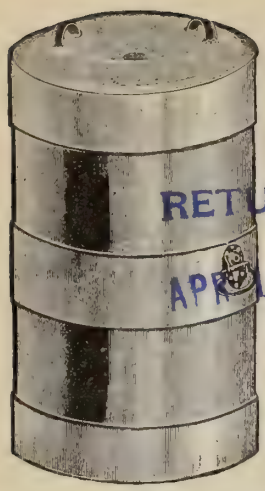
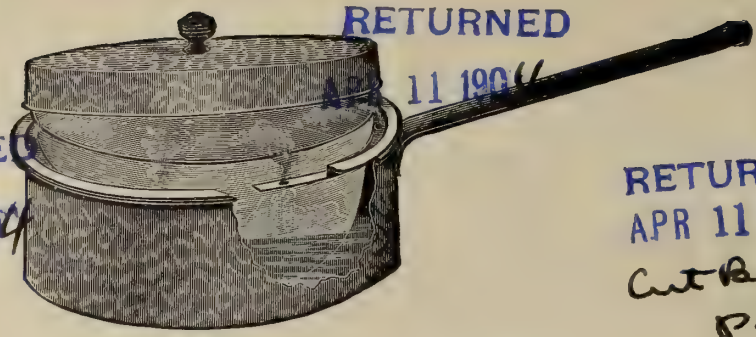


KEMP'S FACTORY MILK CANS AND CAN TRIMMINGS.
With Broad Hoops and Roll Rim Bottoms.
Neatest and strongest made.



KEMP'S CEREAL COOKERS.
Made in Diamond, Granite and Pearl Enamelled Ware, also Retinned Ware.

KEMP'S RAILROAD OR DELIVERY MILK CANS.
With Roll Rim Bottoms.
8 and 10 gallons.
Bodies made of 18-guage Tinned Iron.

KEMP'S GALVANIZED FEED BASKETS.
Corrugated Bottoms.
Half and 1-bushel sizes.

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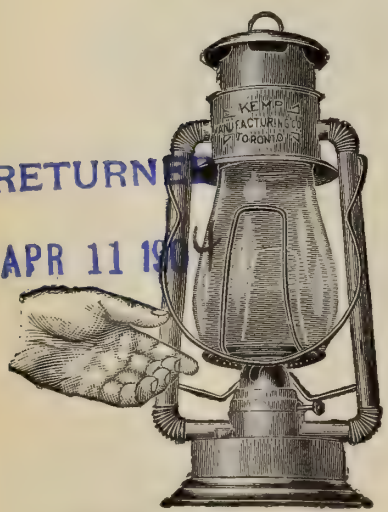
Enamelled Sheet Metal Wares.

Stamped and Pieced Tinware.
Sheet Steel and Galvanized Ware.
Patent Nestable Stove Pipes.
Stove Pipe Elbows.
Stove Board.
Coal Hods.
Dairy Utensils.

Nickel-Plated Copper Tea-Kettles.

KEMP'S WROUGHT STEEL SINKS.
Strong, Light and Durable.
Painted, Galvanized, Enamelled.



KEMP'S COLD BLAST LANTERNS.
Will not blow out.
A perfect, clear light guaranteed.

METALS

We always carry in **STOCK** and for **IMPORT** the following lines: **Galvanized, Black and Tinned Sheets, Canada Plate, Tin Plate, Sheet Copper, Zinc, Solder, Etc.**

Prompt Shipments a Specialty.

Kemp Manufacturing Co.

TORONTO, CANADA.

HARDWARE AND METAL

VOL. XVI. MONTREAL AND TORONTO, MARCH 19, 1904. NO. 12.

Does Canadian Preference Aid The British Exporter?

By D.O.M., Toronto.

FOR some time it has been the fashion with certain British manufacturers in the Canadian market to say that the rebate to British exporters of 33 1-3 per cent. from the Canadian tariff has been of little or no benefit.

Recognizing the extent to which sophistry takes the place of detailed information in the views of British as well as of Canadian politicians, no attempt has been made to refute these statements. But when a reputable and generally well-informed paper like the Iron and Steel Trades Review expresses such a conviction as we quoted in detail last week, and the crux of which we again reproduce, it is surely time to draw attention to the facts as they apply to the metals and hardware lines.

The Iron and Steel Trades Review's conclusion was :

> We believe it to be a fact that neither the rebate of 25 per cent. arranged in 1897 nor the increase to 33 1-3 per cent. in 1901 has been of the slightest benefit to British trade with Canada. It is true that our exports to Canada have been increasing since 1897, but it is true, in spite of the rebate, the commercial nations who are our competitors have made relatively greater progress in the Canadian market.

Is this conclusion justified by the facts? First let us consider the conditions existing when the preferential tariff was proposed. For years the aggregate of British exports to Canada had declined, while the exports from the United States to this country had steadily increased. There was throughout the Dominion a strong sentiment in favor of closer relations with the Mother Country.

It was hoped that the preference given British manufacturers in the Canadian market would have three effects—(a) stop the decline in British exports to Canada and possibly cause a reaction; (b) bring about closer relations between the Mother Country and Canada; (c) advertise Canada in Great Britain, where, it was felt, altogether too little was known of this country.

Of the latter two purposes nothing need be said here except that in these respects greater success than has been attained could hardly have been expected.

The first intention of the preference must concern our attention. In a general way let us first compare the total imports from Great Britain and from the United States in the following years :

	Great Britain.	United States.
1873	$68,522,766	$47,735,678
1883	52,056 465	56 032,313
1893	43,148,413	58 221,976
1894	38,717,267	53,034,100
1895	31,131,737	54,634,521
1896	32,979 742	58,574,024
1897	29,412,188	61,649,041
1898	32 500,917	78 70:,590
1899	37,060,123	93,007,166
1900	44,789,730	109 844,378
1901	43 018 154	110,4°5,008
1902	49 206,062	120,814,750
1903	58,896,901	137,605,195

The significance of the above statement, taken from the Canadian Trade and Navigation returns, lies in the proof that from 1873 to 1897 British exports to Canada fell from $68,522,766 to $29,412,188, while the exports from the United States to Canada in the same period rose from $47,735,678 to $61,649,041, yet during the six years ending with June, 1903, the British exports to Canada had more than doubled the volume of 1897—the proportion of increase being practically the same as the increase in Canadaian imports from the United States.

Not only was the decline in British trade to Canada checked by the preference but the increase of business has been brought to a proportion equal to the growth of U. S. exports to Canada!

So much for the general effect of the preference. It will probably be interesting to study the effect of the preference on hardware and metal lines.

For convenience let us compare the imports from Great Britain in the years 1893, 1898 and 1903 :

	1893			1898			1903		
	Great Britain.	Total Imports.	Proportion of British to total.	Great Britain.	Total Imports.	Proportion of British to total.	Great Britain.	Total Imports.	Proportion of British to total.
Bells and gongs	$ .520	$ 12,407	4.19	$ 376	$ 16,906	2 22	$ 553	$ 28.459	1.94
Brass and manufactures of—									
" wire, plain	1,402	19,983	7.01	1,343	17,965	7.47	2,262	18,774	1.20
" cloth	6,063	17,383	34.89	9.852	26,306	37.45	33 182	45 885	72.31
" manufactures of, n.o.p.	59,009	355,888	16.44	24,016	287,039	8.36	50,516	581,470	8.68
Bicycles and tricycles	172,779	216,440	79 82	2,720	597,726	.45	1,584	60,500	2.76
" " parts of				8,506	279,382	3.4	5,705	122,283	4.74
Portland cement	227,030	310,078	73.21	118,428	369,720	32.3	185,751	901,063	20.61

	1893			1898			1903		
	Great Britain.	Total Imports.	Proportion of British to total.	Great Britain.	Total Imports.	Proportion of British to total.	Great Britain.	Total Imports.	Proportion of British to total.
Copper and manufactures of—									
" nails, tacks, rivets and burrs	251	1,239	20.25	117	3,131	3.73	733	7,902	9.28
" plain wire, tinned or plated	3,405	150,350	32.26	248	49,399	.50	712	74,560	.15
" wire cloth	536	761	70.43	1,572	7,142	22.01	1,100	1,470	75 51
" all other manufactures of	4,233	30,818	13 73	3,581	29,618	12.09	7,899	60 985	12.95
Electro plated and gilt ware, all kinds, n.e.s	49,578	181,653	27.29	19,716	163,322	12 7	44,717	274,934	16 26
Gunpowder, gun, rifle, sporting and cannister	17,843	26,046	68 5	16,391	174,700	11.02	17,044	40,892	41 68
Gun, rifle and pistol cartridges	12 668	69 968	4.19	8,163	83,026	9 82	104,749	235,793	44.41
Gun wads and percussion caps, cartridge cases	6,569	13,696	47.96	21,026	49,320	23.48	19,824	39,570	50.09
Scythes, snaths, reaping hooks	3.900	15,412	25.3	3.480	22.857	15.22	3.514	13,578	25.88
Spades and shovels and spade and shovel blanks	2,720	11,538	23.57	4,254	16,627	25.28	16,814	39,512	42.55
Anvils and vises	....	....	....	8,131	13,581	59.87	15,013	43,839	30.36
Springs, axles, axle bars, and axle blanks and parts thereof for railway and other vehicles	1,139	5,124	22.22	4,633	28,554	16.22	26,528	96,499	27.50
Bar iron or steel, whether in coils, bundles, rods or bars	139.076	174,381	79.75	48,722	372 297	13 08	544,861	1,328,342	41.01
Cast iron pipe	90,538	101,481	89.20	5,681	37,726	15.19	39,647	112,709	35.17
Castings, iron or steel, n.e.s	2,957	9,317	31.23	777	79,717	.97	8,267	243,172	3.39
Canada plates, Russia iron, flat galvanized iron or steel sheets, terne plate, and rolled sheets of iron or steel coated with zinc or other metal	756,137	793,967	95.23	558,469	704 290	79.29	1,362,973	1,639,930	83.11
Chain	40,426	46,450	87.02	27 505	79,206	34.72	92,080	306,864	30.01
Steam engines and boilers	3,493	117,325	2.97	1,213	100,327	1 21	102 809	473,570	21.7
Fittings, iron or steel, for steel or iron pipe				809	85 523	.94	1.127	343,626	.32
Ferro-silicon, spiegeleisen and ferro manganese	15,813	15,858	3.53	17,257	22,516	75.64	119,655	162,710	73 53
Forgings of iron or steel, of whatever size or shape, or in whatever stage of manufacture, n.e.s., and steel shafting and hammered iron or steel bars or shapes, n.o.p	3,010	14,179	21.22.	672	34,844	1.92	5,759	112,148	5.13
Hardware, viz., builders', cabinetmakers', upholsterers' and carriage hardware	53,238	447,251	11.90	37,236	423,354	8.79	67,645	703,796	9.61
Iron or steel ingots, cogged ingots, blooms, slabs, billets, puddled bars, etc	173,122	245,906	70.40	42,463	122,426	34.78	239,950	380,034	63.13
Iron or steel bridges or parts thereof	.....	53,934	....	....	438,634	....	3,791	61,265	6.01
Pig iron	346,909	678,357	51.13	51,236	381,603	13.42	836 555	1,197,224	69.87
Locks of all kinds	10,170	71,686	14 18	8,492	130,188	6 52	6,486	195 101	3.32
Machines and machinery and parts of	240,274	1,247,125	19 26	176,834	1,909,781	9 25	278,906	4,232,874	6.3
Mould boards, or shares or plough plates, landsides and other plates cut to shape from rolled plates of steel, but not moulded, punched, polished or otherwise manufactured	5,285	36,815	14.35	42	96,722	.04	3,572	225,705	1.58
Pumps	970	26,186	3.70	672	93 550	.72	211	227 907	.9
Iron or steel railway bars or rails of any form, n.e.s	301,527	326,550	92.33	35,905	89,912	39.93	80,219	233.904	34.29
Railway fish plates and tie plates	109,909	110,951	99 06	9,579	171,605	5.58	98,085	210,085	46 68
Rolled iron or steel angles, tees, beams, channels, joists, girders, tees, stars or rolled shapes, or trough, bridge, building or structural rolled sections or shapes, not punched, drilled or further manufactured than rolled, n.e.s., and flat eye bar blanks not punched or drilled	(Not specified clearly)			5.054	248,621	2.03	248,917	948,084	26.25
Rolled iron or steel hoop, band, scroll or strip	"	"		9,807	87,950	11.15	65,279	176 350	37.55
Rolled iron or steel plates	"	"		191,606	547,907	34.97	949,084	143 507	66.13
Screws, iron and steel	24	1,336	1.79	459	10,502	4.37	445	18,128	2.45
Scales, balances, weighing beams, etc	1,332	16,095	8.27	2,919	42,160	6.92	2,482	118,317	2.11
Skates and parts thereof	386	1,542	25.03	111	30,797	.29	....	35,043	....
Skelp iron or steel, sheared or rolled in grooves	....	....	....	19	138,052	.01	122,573	572 299	21.41
Stoves of all kinds and parts thereof, n.e.s	1,477	41,318	3.57	476	88,778	.53	624	270,854	.23
Swedish rolled iron and Swedish rolled steel nail rods, under ½ inch in diameter, for the manufacture of horseshoe nails	25,466	43,107	59.07	3,991	44:766	8.91	1,461	22,170	6.59
Boiler tubes of wrought iron or steel, including flues and corrugated tubes for marine boilers	66,932	120,247	55.66	9,180	132,166	6.94	81.759	263,710	31.00
Tubes of rolled steel, seamless, not jointed or welded, not more than 1½ inches in diameter	....	....	....	407	15,186	2.67	....	8,059	....
Tubing, wrought iron or steel, plain or galvanized, threaded and coupled or not, over 2 inches in diameter, n.e.s	33,539	213,449	15.71	1,170	128,679	.90	61,929	230,136	26.90
Tubing, wrought iron or steel, plain or galvanized, threaded and coupled or not, 2 inches or less in diameter, n.e.s	3,460	38,512	8 98	627	216,956	2.88	60,409	69,480	86.94
Other iron or steel tubes and pipes, n.o.p	50,322	151,775	33.15	42	20,800	.20	1,153	37,391	3.08
Ware—Galvanized sheet iron or galvanized sheet steel manufactures, n.o.p	23 345	197,240	11.83	2,624	17 777	14.76	4,962	16,065	30.88
Ware—Agate, granite or enameled iron or steel hollow ware	....	....	....	2,706	26,969	10.03	3,562	63,203	5.63
Ware—Enameled iron or steel ware, n.e.s.; iron or steel ware, n.e.s.; iron or steel hollow ware, plain b'ack, tinned or coated; and nickel and aluminum kitchen or household	....	....	....	2,268	57,218	3.96	10,542	145,656	7.23
Wire cloth or woven wire and netting of iron or steel	....	....	....	2,143	12,203	17.56	32,471	47,956	67 70
Wire fencing, woven, buckthorn strip, and wire fencing of iron or steel, n.e.s	1,014	9,191	11.4	4.676	28,511	16 40	2,889	19,608	14 73
Wire, single or several, covered with cotton, etc	7,190	54,555	13.17	40,586	211,197	19.21	19,963	273,373	7 30
Wire rope, stranded or twisted wire, clothes lines, picture or other twisted wire, and wire cables, n.e.s	19,021	31,713	79.41	34,560	58,693	58.88	21,478	251,618	8.53
Wire of all kinds, n.o.p	42,659	221,644	19.24	5,413	127,353	42.50	95,086	153,735	61.85
Iron or steel nuts, washers, rivets and bolts, and nut, bolt and hinge blanks, and T and strap hinges of all kinds, n.e.s	5,993	24,889	23 27	2 078	68,991	3.01	4,209	100,957	4.16
Iron or steel scrap, etc	497,216	569,907	87 24	77,397	533 628	14.50	487 709	668,971	72.93
Penknives, jackknives and pocketknives of all kinds	17,561	22,112	79.41	45,111	83,098	54.28	82,814	168 397	49.18
Table cutlery, all kinds, n.o.p	....	....	....	77,284	94 994	81.35	199,034	243,550	81.72
All cutlery, n.e.s	196 206	283,772	69.14	76.120	151,464	50.25	71,454	207.877	34.37
Guns, rifles and other firearms	51,707	134,826	38.35	18,741	127,621	14.68	34.644	349,393	9 91
Steel plate, universal mill or rolled edge bridge plates imported by manufacturers of bridges	68,643	142,204	48,27	698	71,936	.97	10,135	208,018	4.87
Steel in bars, bands, hoops, scroll or strips, sheets or plates when of greater value than than 2½c. per lb., n.o.p				110 929	250,032	44.36	133,134	601,479	22.13
Lead—old, scrap, pig and blocks	76,579	215,395	35.55	101,388	260,779	38 87	35,634	66 756	53.52
Lead bars and in sheets	30,138	32,254	93.43	24.579	39,041	62 95	26,480	33,599	78 81
Lead pipe	5,481	6,798	80.62	1,609	4,068	39.30	3,035	3.546	85.58
Lead shot and bullets	1,308	1,796	72.82	1,302	1,402	92.86	1.886	2.833	66 57

	1893			1898			1903		
	Great Britain.	Total Imports.	Proportion of British to total.	Great Britain.	Total Imports.	Proportion of British to total.	Great Britain.	Total Imports.	Proportion of British to total.
Lead, manufactures of, n.o.p.	8,134	25,839	31.47	6,086	29,988	20.29	7,400	53,716	13.77
Leather belting of all kinds	38,828	58,930	65.88	11,331	42,262	27.04	59,935	61,812	96.96
Aluminum, manufactures of	475	14,554	3.26	588	3,295	14.81	1,040	14,656	7.09
Babbitt metal	....	....	....	3,243	21,489	15.08	2,170	59,862	3.62
Britannia metal, manufactures of, not plated	....	....	....	2,298	24,336	9.44	6,226	21,155	29.43
Gas, coal or other oil and electric light fixtures or parts thereof of metal, including lava or other tips, burners, etc.	4,747	66,598	7.12	2,308	80,683	2.86	3,920	200,273	1.95
Gas meters	16,546	19,346	85.52	8,793	14,513	60.58	7,674	15,531	49 41
German, Nevada and nickel silver, manufacturers of, not plated	8,859	27,785	31.88	4,204	20,348	20.65	4,465	36,168	12.34
Lamps, side lights and head lights, lanterns and chandeliers	....	....	....	4,913	170,479	2.88	5,097	363,846	1.40
Nickel-plated ware, n.e.s.	363	12,727	2.85	897	17,650	5.08	3,196	59,201	5.40
Wire of all kinds, except iron or steel, n.o.p.	790	5,397	12.78	....	3,135	....	1,413	12,390	11.40
Tinware, plain, japanned, etc.	4,658	31,899	11.12	4,658	31,899	11.12	14 515	124,206	11.68

Even a casual examination of this statement will demonstrate the benefit of the preference in particular articles as well as in the aggregate trade. "In almost every article on the list the proportion of the total imports which came from Great Britain was smaller in 1898 than in 1893 : in other words British manufacturers of three-quarters of the articles specified above were during these five years losing ground in comparison with their competitors, notably Germany and the United States."

In bicycles, etc., while the entire imports were in 1898 more than four times what they were in 1893, the shipments from Great Britain were in the later year less than one-tenth the volume of the former.

British sales of cement were in the five years reduced by nearly half while those from other countries increased.

In electro plated and gilt ware Great Britain did 27 per cent. of the business in 1893, and only 12 per cent. in 1898; in gunpowder the British percentage fell from 68 per cent. to 12 per cent.; in cartridge cases from 47 per cent. to 23 per cent.; in bar iron or steel bars, from 79 per cent. to 13 per cent.; in cast iron pipe from 89 per cent. to 15 per cent.; in Canada plates from 95 per per cent. to 79 per cent., and so on down the list.

In pig iron Britain sold Canada $346,909 in 1893, but only $51,236 in 1898, the proportion of the whole being 51 per cent. in 1893 and only 13 per cent. in 1898.

In pumps Great Britain got 92 per cent. of the trade in 1893 and 39 per cent. in 1898. In fish and tie plates her share was 99 per cent. in 1893 and 5 per cent. in 1898.

In another big line, iron or steel scrap, a falling off from 87 per cent. in 1893 to 14 per cent. in 1898 is shown. In the minor lines much the same condition is observable.

Now turn to the figures for 1903. "At once it is seen that in the majority of lines the Mother Country has to a large extent won back her share of Canadian business."

A general increase in both amount and proportion is shown in brass and copper lines. Her share of the bicycle business, while still small as compared with 1893, shows a gain over 1898. In electro plated ware her sales have increased from $19,716 to $44,717, and her share from 12 per cent. to 16 per cent.

In gunpowder much of the ground lost in five years previous to 1898 has been regained, her share rising from 11 per cent. to 41 per cent., while in cartridges her sales rose from $8,163 in 1898 to $104,749 in 1903, and her share from 9 per cent. to 44 per cent.

In bar iron, etc., the same conditions are manifest her share of 13 per cent. in 1898 growing to 41 per cent. in 1903, and her sales from $48,722 to $544,861

In Canada plates Great Britain's share, which had fallen from 95 per cent. in 1893 to 79 per cent. in 1898, was increased in 1903 to 83 per cent., her sales in this line being $1,362,973 in the last year.

In iron or steel ingots a drop from 70 per cent. in 1893 to 34 per cent. in 1898 was turned to a rise to 63 per cent. in 1903, the sales increasing from $42,463 to $239,950.

In pig iron the Mother Country sold $51,236, or 13 per cent. of the total, in 1898; in 1903 she sold $836,555. o per cent. of the total. In iron or steel scrap, etc., her sales rose from $77,397 to $487,709 and her share from 14 per cent. to 72 per cent.

In other lines results are seen to be much the same, though it is admittedly the fact that in many lines of finished articles such as locks, stoves, builders' hardware, guns, rifles, etc., bells, gongs, etc., American manufacturers are becoming more and more aggressive in their advertising, in their canvassing for business, in short, in their attempts to get a share of the Canadian market.

"The outstanding fact made clear by the statement published above is, however, that despite the greater proximity and aggressiveness of their competitors, the Canadian preference, the rebate of 33 1-3 per cent. from the Canadian tariff has enabled the British manufacturer of many hardware and metal lines to hold trade in this country which he was rapidly losing."

The question is a wide one and a fuller discussion of the question would probably be in the interests of all concerned.

THE GEM SAFETY RAZOR.

THE great desideratum of a safety razor is the assurance that no matter how inexperienced a shaver may be he can shave with ease and comfort without any possibility of cutting himself. A good quality of cutting steel is also essential in the blades. Owing to meeting in their entirety these conditions the "Gem" safety razor has won an enviable reputation and has attained a remarkable sale in Canada. Hardware dealers, as a rule, carry this razor in stock but if any of the trade are not acquainted with its merits they are invited to write for full information. If advertising literature is desired to influence possible customers mention the fact. Attention is directed to the firm's advertisement on another page.

A WATCH CHARM FOR MECHANICS

The Davison Mfg. Co. are offering the trade through Rice Lewis & Son, Toronto, a miniature machinists' hammer and a miniature wrench which makes a watch charm which should be popular with mechanics. The wrench is a particularly attractive model, every working part being complete and the operation of the wrench being exactly similar and just as easy and effective as in the large wrench. See the advertisement of the Davison Mfg. Co. on another page.

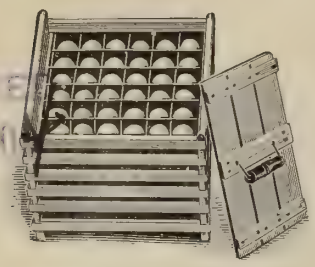
H. S. HOWLAND, SONS & CO.,

WHOLESALE ONLY

37-39 West Front Street, **Toronto.**

LIMITED ONLY WHOLESALE

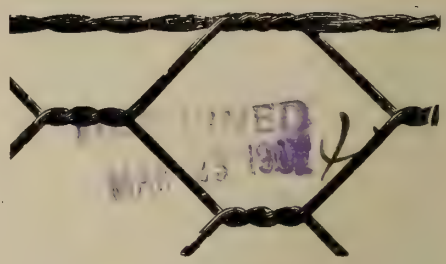
RETURNED



"Humpty-Dumpty" Folding Egg Crate.
Holds 12-doz. Eggs.

Knock Down.

Poultry Netting Staples.



Poultry Netting.

½-in. Mesh, 24, 30, 36-in. wide.
¾-in. " 12, 18, 24, 30, 36-in. wide.
1-in. " 18, 24, 30, 36, 48-in. wide.
1½-in. " 24, 30, 36, 48-in. wide.
2-in. " 12 to 84-in. wide.
50 yards in a roll.

"Leader" Churn.
Nos. 0 1 2 3 4 5
Churns from ½ to 14 gallons.

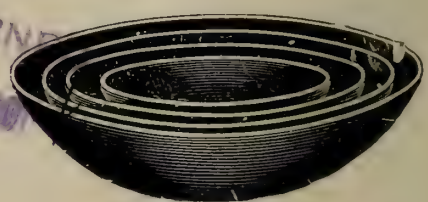
"Star" Cooler Cream Separator.

Size	000	00	01	01½	02
Quarts	14	20	25	35	45

"Favorite" Churn.
Nos. 0 1 2 3 4 5
Churns from 1 to 16 gallons.

Butter Ladies.

Butter Moulds.



Butter Bowls.

H. S. HOWLAND, SONS & CO. LIMITED, Toronto.

LETTER orders solicited. **GRAHAM NAILS ARE THE BEST.** **PROMPT** shipment.

Factory: Dufferin Street, Toronto

All to owner
in Cut Book to

H. S. HOWLAND, SONS & CO.

WHOLESALE ONLY

37-39 West Front Street, **Toronto.**

LIMITED ONLY WHOLESALE

Ferrule and Ring.

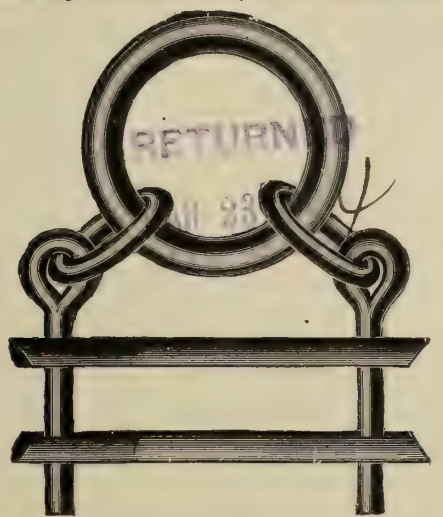
Heavy, Round and Oval Whiffletree, Second Growth Ash.

Heavy Doubletree, Second Growth Ash.

Heavy Team Neck Yoke, Second Growth Ash.

Ferrule and Hook.

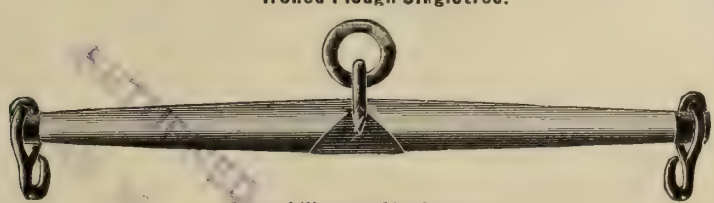
Screw Pin Clevise.



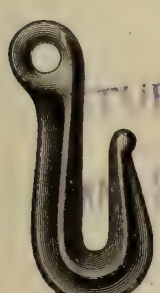
Neckyoke, Centre Line.

Welded Centre, Clip and Ring.

Ironed Plough Singletree.

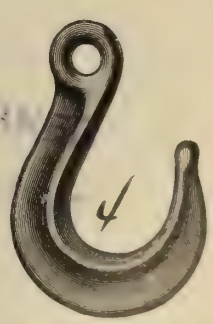


Ironed Waggon Singletree.



Grab Hook

Ironed Waggon Neckyoke.



Slide Hook.

H. S. HOWLAND, SONS & CO. LIMITED, Toronto.

Our prices are right. GRAHAM NAILS ARE THE BEST. **We** ship promptly.

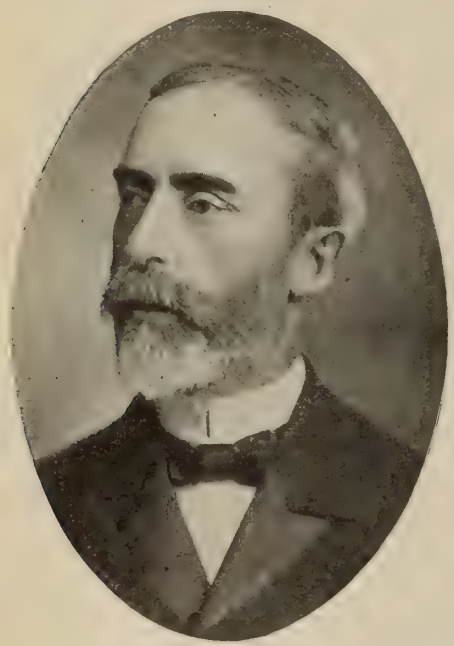
Factory: Dufferin Street, Toronto.

REPRESENTATIVE CANADIAN BUSINESS MEN

Horace Haszard, M.P.

IN Horace Haszard, M. P., for Charlottetown, P. E. I., the number of business men in the Dominion Parliament was augmented by a valuable acquisition by a man who, when he has "learned the ropes," will exert a progressive, businesslike influence in his party councils and should be a factor in the decisions of the Parliament.

Mr. Haszard was born in Charlottetown in 1853, being the descendant of one of the staunchest Loyalists who settled in Prince Edward Island in 1786. His education was acquired in Charlottetown and at the age of twenty he went



Horace Haszard, M.P.

to Montreal where for several years he enjoyed the advantage of a training as clerk with S. Greenshields, Son & Co. Returning to Charlottetown in 1875, he started in business as broker and insurance, commission and manufacturers' agent. His business has been conducted with the quantity of energy and resourcefulness which ensures success, and for several years he has been recognized as one of the forceful business men of Prince Edward Island.

The public career of Mr. Haszard had its beginning in his election as a member of the city council in 1885. He was twice elected to that office. Among the improvements credited to his energy are procuring direct steamship communication with Great Britain and in the improvement of the telegraph service of Prince Edward Island.

Mr. William Smaill.

MR. WILLIAM SMAILL, secretary-treasurer and managing director of the Canada Horse Nail Company, Montreal, has been identified with the hardware and allied branches of trade in that city since the year 1861, a period of 43 years.

Born in St. Catharines, Ont., in the year 1847, he is, therefore nearly 57 years of age. At an early age he was removed to Buffalo, N.Y., where he received his education in the public school and business college of that city. Removing to Montreal in the year 1861 he entered the employment of James Walker & Co., retail hardware merchant, with whom he remained for four years and obtained a thorough grounding in the details of the business from one of the best posted men in the trade, as Mr. Walker was believed to be in those days.

In 1866 Mr. Smaill made a change from the retail to the wholesale trade by becoming an employe of Crathern & Caverhill, the wholesale hardware and metal merchants. Here he remained for 11 years, the last four of which being occupied as their travelling representative in Ontario west of Montreal. The next step was an important advance to the position of manager and buyer for the wholesale hardware firm of Morland, Watson & Co., the liquidation of whose business four years later necessitated another change, which brought him into the service of Frothingham & Workman where he remained in an important capacity for the ensuing three years, when having received a flattering proposal in 1882 from B. & S. H. Thompson, of Birmingham and Montreal to visit Australia and New Zealand in their behalf he accepted same, and entered their service for the ensuing four years. In this capacity Mr. Smaill travelled through the hardware manufacturing districts of England and Scotland and nearly every leading city in the Australasia colonies, covering an interval of time for the latter of over a year and a distance in miles travelled of over 40,000.

From 1886 to 1894 inclusive Mr. Smaill was engaged in business in his own account as manufacturers' agent representing several well known firms in Great Britain and also on several occasions as secretary of several of the most important trade associations, such as the cut nail, white lead, horse nail, etc.

Mr William Smaill.

In December, 1894 he was offered and entered upon the work in which he has been engaged since that date, the management of the old established business of the Canada Horse Nail Company, with whose trade mark, the letter "C," our readers are made familiar with through the advertising columns of this paper, and the well known high quality of the nails it represents.

Mr. Smaill was married in 1869 and is the father of nine children, seven of whom are alive, and also has four grandchildren.

ALEXANDER GIBB

Manufacturers' Agent and Metal Broker,

Office and Sample Room, 13 St. John Street, MONTREAL.

—REPRESENTING MAKERS OF—

"COMET" Brand
- Galvanized Sheets.
- Galvanized Canada Plates.
- Black Tagger Plates.
- Steel Plates for Deep Stamping.
- Steel Plates for Enamelling purposes.
- Steel Plates, C.A., C.R., and Pickled.
- Imitation Russia Sheets, Blue finish.
- Best Polished Steel Sheets, uniform color.
- Electrical Sheets.

BRASS—Sheets, and in Rolls, Rods, Tubes, etc.

COPPER—Sheets, Rods, Strip, all sizes for Electrical and Ordinary purposes.

TOBIN BRONZE—Sheets and Rods.

BRASS CASED TUBING—Polished and Lacquered, Brazed and Close Joint.

CHAIN (Standard Chain Co.)—Proof Coil, B.B., B.B.B. Crane, Dredge, Boom, Logging, Switch, Trace, Halter, Special Chains for Implement and Wagon Manufacturers, Chain and Ring Dogs, Shackles, Grab and Slip Hooks, Repair Links, Cold Shuts, etc.

CAST STEEL (Sheffield)—Ordinary and Self-hardening Tool, Sawplates, Spring, Tyre, File and Die Steel. High Velocity Steel.

TINPLATES—Terne and Canada Plates (Half and Full Polished), Black and Tinned Taggers.

IRON and STEEL—In Bars, Sheets and Plates.

NORWAY IRON AND STEEL—Bars, Nail Rods, etc.

BEAMS, CHANNELS, ANGLES and other STRUCTURAL MATERIAL.

LIGHT RAILS, Etc.

HARDWARE—All kinds of English and American Shelf Goods, Padlocks, Tools, etc. "LAVA" Enamelware and Water Filters, Tinned Steel Hollowware, etc.

GALVANIZED WIRE POULTRY NETTING and FENCING—GALVANIZED before or after made.

HANDLES—Axe, Fork, Pick, Sledge, Cant Dog and Peevie, etc., also Wood Hay Rakes, Snaths and Cradles.

WHEELBARROWS—Navvy (Wood and Steel Trays), Tubular, Garden, etc., Store Trucks, Washing Machines, etc.

SHOVELS, SCOOPS and SPADES—all kinds.

DRY COLORS—Ochres, Umbers, Siennas, Vandyckes, Oxides and other Earth, Mineral and Chemical Colors.

The Ontario Tack Co., Limited

Manufacturers of *HAMILTON, ONT.*

WIRE NAILS
OILED AND ANNEALED WIRE

Small bundles, soft and clean, put up in coils of 20-in. diameter.

FENCE STAPLES.

Bright, Annealed and Tinned Wires.
Tacks, Shoe Nails, Shoe Rivets, etc.

Copper Nails, Barrel Nails, Basket Nails, Starr's Corrugated Steel Fasteners.

Prompt Shipments.

JAPAN IN THE TWENTIETH CENTURY.

PROBABLY the most significant fact in the history of the latter half of the nineteenth century has been the rapid rise of Japan to a leading position in the comity of nations. In the short space of little more than a generation she has brought herself from conditions of feudalism to a strong position of consolidated military power, able and determined to make her influence felt among the nations of the world, especially in all matters affecting Far Eastern policy. Although the advance achieved by Japan is much talked of, it is certainly a fact that the real measure of her attainments is not really fully realized. This probably arises from the fact that no connected account has yet been published which indicates all the lines of progress made by Japan. Numerous articles, dealing with special aspects, have appeared, but they are disconnected, and few readers are sufficiently interested in the subject to attempt to co-ordinate the various activities into a complete picture of national life, while the books which have been published about Japan have for the most part been superficial and imperfect.

The want has been supplied to certain extent by the publication of a compilation by Mr. Haruki Yamawaki, the private secretary to the Minister of Agriculture and Commerce, which, while making no pretence to literary grace, is a perfect mine of statistics and exact information regarding the developments of the various departments of Government.

After an introductory section dealing with the geography, the population, the administrative system, and the land as an institution, Mr. Yamawaki gives very full information of what he fitly calls the primary industries, beginning with agriculture. The Japanese recognize the importance of this, the oldest of the industries, and have been doing all in their power to develop it, so that the produce of the land may keep abreast with the increase of population. That increase is at the rate of almost half-a-million a year, and with normal crops the improvements which have been made in the methods of cultivation and the additional land which has been taken in have almost made the produce sufficient for the wants of the people, and only in years of bad harvests, rice and other forms of food have to be imported.

The efforts which have been made by the Japanese Government for the improvement of agriculture afford in some directions object lessons to the Indian Government. Colleges, schools, experimental stations, and a large number of special institutions have been organized, not only for the ordinary departments of agriculture, but also for the production of tea and silk, stock-breeding, dairy-farming, poultry-rearing, bee-keeping, and other subsidiary rural industries.

Great attention has also been paid to the fisheries of Japan, rice and fish being the staples of the ordinary food. The development of manufacturing industry and the need of wood for purposes of construction has stimulated attention to forestry. For some time after the restoration of the Emperor to power the forests were cut down in a very reckless manner, but now care is taken to develop to the full their natural capabilities by increasing their productive powers by the application of technical methods.

Considerable developments have taken place in mining, and gold, silver, lead, copper and iron ores are extracted to a fair amount. Coal mining, however, has attained the most importance, and Japanese coals are now used, to a large extent, by the steamships frequenting Eastern seas. The methods of metallurgy have been improved, and a large steel works has been laid down in the south of Japan, which is intended to supply the materials required for shipbuilding and engineering purposes. For some time past operations have been at a standstill on account of financial difficulties, the cost of the works having largely exceeded the estimates, but no doubt, in time, these will be removed.

When we turn to manufacturing industries, we find the greatest developments. Not only are the old Japanese industries greatly extended, but many new ones have been introduced. It has sometimes been said that Japan is being transformed from an agricultural to an industrial country. It would be more correct to say that manufacturing industry is being added to agriculture. Not only are the wants of the Japanese themselves being largely supplied, but manufactured goods now form a very important part of the export trade of Japan. Taking the year 1900, we find that the export trade consisted of the following kinds of goods to the amounts given :

Industrial	74,788,770
Agricultural	73,336,835
Fishery	5,902,623
Mining	27,459,979
Miscellaneous	12,324,339
Total	192,812,546 yen

A glance over the list of manufactured goods exported shows that it includes a very large variety. Cotton yarns figure in 1900 to the amount of 20,589,263 yen, which means that in addition to supplying the greater part of their own wants, the Japanese were able to send large quantities of yarn to China and Korea. They have, indeed, been able practically to stop the trade in Indian yarns with China. They are also beginning to export cotton cloths of various kinds.

The export of manufactured goods, however, gives a very imperfect idea of the development of manufacturing industry which has taken place in Japan, for a large part of the products are used in the country. Mr. Yamawaki gives very elaborate statistics. The list is headed by woven goods, of the total value of 170 million yen, followed by sake with 100 million yen, cotton yarns with 70 million yen, soy with 23 million yen, and paper with 20 million yen. Other commodities worth mentioning are sugar, earthenware, matches, lacquered ware, ships and boats, machines of all sorts, cement, glassware, fancy matting, straw plait, umbrellas, bronze and copper ware.

The number of manufacturing companies in 1900 was 2,554, with an aggregate capital of 216,766,903 yen, and a paid-up capital of 158,851,730 yen. The number of workshops with motors was 2,763, and without motors, 3,788. The list of industries shows that all the more important Western industries have been introduced into Japan, and the most of them seem to be in a flourishing condition.

In general, the working hours of the operatives are 12 hours a day, but sometimes they extend as long as 16 or 17 hours. The rate of wages is about 30 sen a day for adult males employed in filatures, cotton mills and weaving shops, while that of females is about 20 sen. In machine shops and shipbuilding yards the rate is usually 50 or 60 sen per day, and a skilled artisan gets more than 1 yen. In match factories, on the other hand, the rate is much lower, being 12 to 20 sen for ordinary female operatives, and 5 to 13 sen for little girls. In tobacco factories and printing shops ordinary females get about 20 sen and males about 40 to 50 sen. (Note 1 yen equals about 2s., equals 100 sen.)

Very complete arrangements have been made for every department of industrial education, from the engineering colleges of the universities of Tokyo and Kyoto to technical schools of all kinds and grades suitable to the requirements of the most important industries.

In 1873 there were 18 miles in existence in Japan, now there are over 4,000 miles in working order, and a considerable addition under construction. In 1901 the Japanese mercantile marine consisted of 1,395 steamers with a tonnage of 583,532, and 4,020 sailing ships with a tonnage of 336,436, besides nearly 20,000 junks. Shipbuilding is making considerable progress, and the yard in Nagasaki now turns out vessels of 6,000 tons, which are thoroughly efficient.

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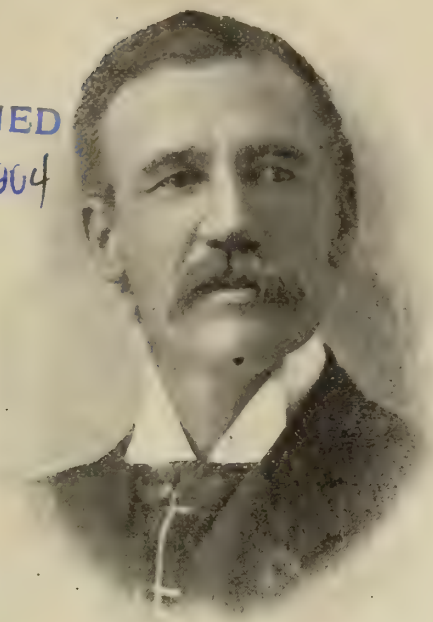

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Progressive Hardware Retailing

Some Hints and Suggestions About Running the Business

Before Starting in Business.

AN old proverb has it, "Care is an enemy to life." Knowing this, the person who thinks of taking upon himself the responsibility and worry of a hardware business, or, for that matter, of any other business, should sit down and seriously think out the probability of success and the risk of failure, writes "Auster" in Australian Hardware and Machinery. "Is it a suitable time for launching out?" he must ask himself; or, if he is already employed at a good wage, "Is it wise to give up a certainty for the privilege of being my own master?" Everybody wishes to be that. It is gratifying to see your name in gold letters over the door of your own shop, and have your business advertised in the newspaper. It is good to be on "your own" when things are going smoothly and trade is brisk. But when bad times come, when custom falls off and capital skrinks up, you may perhaps think with a sigh of the time you were working for wages, when your mind was free from care, and you finished work for the day when the clock pointed to six.

TRAINING ESSENTIAL.

Then, again, have you sufficient practical knowledge to carry you through the intricate maze of a hardware business? Have you been through the various departments and thoroughly familarized yourself with the details of each, or is your experience confined to one or two departments? Are you going to chance picking up the rest? The person who wishes to succeed in business must not risk to luck. All successful hardware businesses are built up by real hard work, prefaced by systematic training, which is only achieved by attentive study and careful thinking out of the seemingly small details met with every day. As a new starter you will find you have a difficult road to travel, and to be able to go through the journey with credit and success you must have a thorough knowledge of the principal branches of hardware. This varies according to the class of trade for which you propose to cater. We will assume that you are starting as a wholesale and retail ironmonger in one of our large cities. You are going to sell wholesale to other city ironmongers, while doing a retail trade with the body public. For this a thorough training is essential. All your previous life must have been devoted to the trade from your first day at work as an errand boy to your last position as manager of a department. You have passed through that anxious time when the broom was placed in your hands, and you receive your instructions about floor-sweeping, with a strict injunction "not to throw water over the goods." Later on you were initiated into the mysteries of weighing out nails, and during a rush you actually managed to serve a customer with a pick-handle or a trunk. You felt proud! By and by, you were perhaps put on to that loafing task known as town buying. What a delightfully easy time in some houses! It will never come again—not even when you are your own master. A fine opportunity, too, for the wideawake. Buying-in to fill up the orders of a large firm is an excellent training for a youth. He gets acquainted with nearly all branches, and cannot help seeing the different styles of doing business. If a youth takes careful note at this time he will be repaid a thousandfold in after life. But this is not all that is requisite for a thorough knowledge of the trade. If you intend to start as a retailer you must have an intimate knowledge of tools, especially carpenters', bricklayers', engineers', plumbers', moulders', turners', coopers' and carvers'. Five years would be profitably spent in the tool department. Then, if possible, the builders' department should be considered, especially brassfoundry in all its branches. This counter seems to be the place where all the main business is done. Here you meet the same customers day after day and year after year, and the training you get is marvellous, not only in your own business, but in carpentry, cabinet-making, building engineering, and many other trades. You must exercise your mind to adapt and suggest what you have in stock to your customer, and do your best from your own shelves or somebody else's to meet his wants. If you do so he will come to relv on your judgment and experience, and place himself largely in your hands. But if you are to be thus trained and trusted you must put your whole mind into your work.

The Retailer as an Educator.

IN this line one can say a great deal, as it is a question that there seems to be no end. But I should try and confine myself to the hardware merchant and his customers.

To be a successful merchant and educate your customers, that you have just what they want at the right price, you must first educate yourself not only to the every day needs of your customer but the higher class of goods that will satisfy him in regard to price as well as quality.

I have always found that only first-class goods will do this. I think it a good plan to vary stock but standard goods will catch by far the largest percentage of the people. When you have done this, you are ready to begin on your customers. You can do this by advertising in your newspaper, by handbills, personal letters and by constantly calling your customer's attention to the superior quality of the article you are selling.

Never advertise or quote prices which you are not willing to sell at. Strive to gain their confidence; let them know that they can rely on your word. When you have thus gained their confidence you can say I am a successful educator.

I think it a good plan to try and educate your customers to buy goods in advance, such as binding twine, fencing and other lines which you buy in advance. You can often do this by guaranteeing the price, same as a jobber or manufacturer does to you.

There is another point which I wish to call your attention to, that is, extending credits. I think you will all agree with me when I say we extend credits too long to be profitable. This can be obviated in a great measure by having a thorough understanding when you sell the goods as to the time you are willing to extend credits. If not paid promptly, call your customer's attention to the terms, either by statement or calling on them personally. I find it much easier to collect an account that has run only thirty or sixty days than one that is from one to two years old.

Do not think because I have called your attention to a few points which I think are right that every merchant can follow any line of procedure and not vary from it. Different localities and conditions call for a very different mode of doing business. Every merchant must meet the conditions of trade as they arise.

If something new in hardware is offered you, if it has merit, buy it, make special effort to get them in the hands of the people who have use for them. There is no higher type of advertising to my mind than having a lady drop in on her neighbor and see her using some household article and asks "Where did you get it?" "Why, of Findeisen Bros., and it is just what I have wanted; it's a new thing." The first lady makes up her mind she must have one of the same kind, and 99 times out of 100 she will go straight to Findeisen Bros. and get it.

It is often the case that a merchant that first introduces an article to the people sells more of them than all of his competitors. These points seem to me to be education in the retail hardware business.

CHARACTER A FACTOR IN BUSINESS

CHARACTER lies at the foundation of all individual and business success. It is the basic principle that underlies the social and the business world, and is the one thing that determines a man's value to society and the work in which he is engaged.

Of course, a man's physical and intellectual strength is to be considered, but that, after all, can be estimated only at the price of old bones and gristle and the elements composing them, valuable or invaluable as they may be !

Rene Bach, a scientist of some repute, says that the average man is composed of 96 pounds of water, 10 pounds of glue, 3 pounds of sugar, 3 pounds of albumen, 51 ounces of calcium, 2½ ounces of brimstone, and—a pinch of salt ! This surely would not bring much in the "open market," but to give the poor fellow his due we are still compelled to say that, according to this same scientist, he has also in him a foot cube of carbon or diamond in the rough (mustly rough) and represents a total approximate cash value of $18,300 !

I know that this will be a matter of news to most of you credit men who have found in the many sad, sad investigations that you are called upon to make that a good many men are not worth a cent ! I present this to you, however, as a scientific fact, and will leave you to fight it out with the scientist, suggesting only this in passing, that the next time one of your customers goes into a state of insolvency, you search amid the hard, insoluble debris of that wreck and ruin for the diamond, and leave the glue and brimstone for the other fellow !

Not in the price of glue, then, or of salt or sugar is man's value to be determined, nor even in the price of diamond in the rough. These are all transitory and ephemeral in their nature. The liquids will evaporate, the albumenoids, the salines and the carbons all will mingle at last with their native elements and all this value will then be lost.

Character, however, is eternal. It is the one permanent abiding element that gives value to a man, stability to society and trust and confidence and prosperity to business everywhere.

Horace Greeley, hard-headed business man that he was, struck the key-note of it all when he cried in that dying sentiment of his : "Fame is a vapor, Popularity an accident, Riches take wings, only one thing endures—that is Character."

"Character," says Emerson, that sage of American philosophy, "is more than Intellect. Goodness outshines Genius, even as the Sun makes the electric arc to cast its shadow;" while England's old blind poet, Milton, says : "There is nothing that makes men rich but that which they carry inside of them. Wealth is of the heart, not of the hand."

It is no mere sentiment, then, that I bring you to-night, but a hard, practical business proposition, attested to, not only by poets, but by philosophers and business men the world over as all unite in saying : "Character id Capital." It is something, therefore, to be treated as an investment, as capital stock, as an asset that can be counted on to yield the fullest and quickest returns as a man shall put it forth to do its work in the business world.

Character is a composite, not a concrete thing. It is built on no single foundation, but upon the foundation of all the virtues. It presents no one side abnormally developed with the others all dwarfed and shrunken, but is as symmetrical in its development as the crystal, its many sides and facets as regular as the diamond's, so that from whichever side you view it, you see it ia all its beauty and glory.

It is said of Hannibal, the great Carthagenian general, that whenever he sat before painter or sculptor for his portrait, he always had them make it in profile, so as to hide the blind side of his face. When the old Puritan, General Cromwell, however, was sitting for his picture before a noted artist and was asked to turn a little so as to hide a prominent wart and show the best side, he said, "No, paint me just as I am, full face, warts, wrinkles and all."

True character has no blind side. She never sits in profile. She is not ashamed to show her full face to the world, that all may know her lineaments. She courts the sunlight, fears no scrutiny and takes a righteous pride in all her symmetry and beauty.

The word character, in its Greek original, meant a mold or die—something that would make a uniform, accurate impression. It is thus, therefore, that the world has been transferred to our language and means in the moral sense a life that is uniform and symmetrical—one that is molded and farhioned according to high and noble ideals.

This is the kind of character that gives confidence and prosperity to business and society. This is the kind on which credit is based. This is the kind therefore that is the true source of the nation's and the individual's wealth, for without it man could not have confidence in his fellow man; lacking this, business would cease between them, the wheels of commerce would then also cease to turn and the individual and the nation go into a state of bankruptcy and ruin.

Character in business, then, means added capital in business. All value does not lie in that which can be handled, which can be measured by the yard or sold by the pound, nor is a man's wealth to be estimated by his bank book or the deeds in his strong box. Character is the most valuable thing a man's business standing which is the one thing that gives him success or failure will ever be measured by those heart forces and soul impulses that make a man honest and upright in all his dealings and set him forth before the world as a man of integrity and stainless honor.

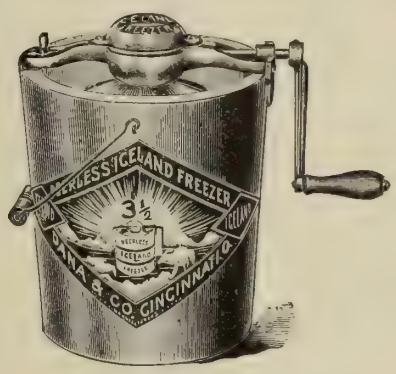
Character in business means, therefore, greater credit in business and this gives a capital that far exceeds bank accounts and stocks and bonds. Money is not the chief form of exchange in business. Credit is far oftener the legal tender than is the coin of the realm. The actual exchange of cash is rare in comparison with the acceptance of a man's credit in one form or another and that credit is always based upon his personal and business character.

Credit and character being thus so closely interwoven it is necessary for you as a Credit Men's Association to give very careful attention to it and base your judgments and actions on it day by day. In the philosophy of finance credit has always been looked upon as one of the forms of wealth, therefore, surely character upon which it is builded should be looked upon in the same way by all of us, and be as carefully guarded as our stocks and bonds or other forms of wealth.

I know you credit men, because of your new organization, are apt to think that you have struck a new idea, a modern invention, in the establishment af a Credit Men's Association founded thus upon character in business and society, but it, and the idea that this same character, or credit that is founded upon it, is one of the forms of wealth, are ideas as old as the hills, I was going to say, as old, at any rate, as old Demosthenes and he lived quite a while ago if I mistake not !

In his oration against Leptimes he says : "There being two kinds of wealth, money and general credit, the greater is credit and—we have it !" So apparently they had a Credit Men's Association in Athens at that time with,

TOY FREEZER.



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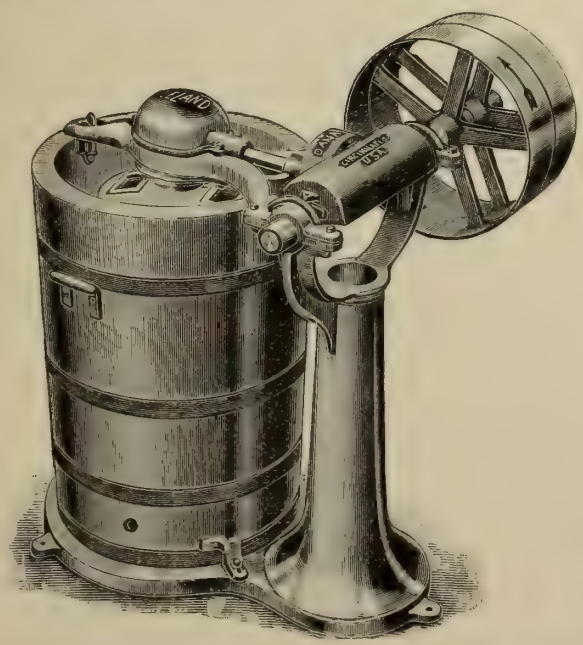
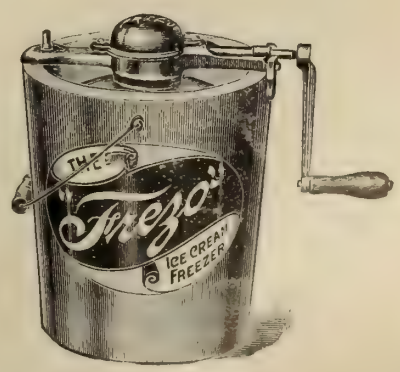


POWER PEERLESS ICELAND.
25 and 40 quarts.

PEERLESS ICE CHIPPER.



THE FREZO.
1-2-3-4-6-8-10-12 quarts.

perhaps, old Demosthenes himself as the president.

In another oration in behalf of Phormion he emphasizes still further the idea that credit based on character is the highest form of capital in the words: "If you were ignorant of this that credit is the greatest capital of all towards the acquisiton of wealth, you would be utterly ignorant."

Daniel De Foe is known to most of us only as the writer of Robinson Crusoe, but he also was a credit man in his day, and also held to this same theory that character and credit make capital and wealth for in a book of his entitled "The Complete English Tradesman," he says: "Credit is so much a tradesman's blessing that it is the choicest ware in which he deals. He cannot be too chary of it when he has it nor buy it too dear when he wants it. It is a stock to his warehouse. It is current money in his cash box." And Daniel Webster, our own great statesman, puts it still more strongly in a speech he made in the United States senate in 1834, when he said: "Credit is the vital air of modern commerce. It has done more, a thousand times, to enrich nations than all the mines in the world. It has excited labor, stimulated manufacture, pushed commerce over every sea and established national superiority on the foundation of intelligence, wealth and well-directed industry."

Are these words too strong? Look for answer to the definite statistics of last year as to what credit based upon character in business has done and you will find that though there were 9,[illegible] failures in the last twelve months, only 2.8 per cent. of them were due to unwise credits or the failure of business character and integrity. That though these failures were for a sum total of $105,489,530, only $6,247,979 were due to the betrayal of character or credit.

Here is a capital then that seldom fails to meet all its liabilities. It can always pay its debts and takes a pride in meeting all its obligations at maturity. It is the sceptre of business, the throne of commerce and the crown of manhood. Without character there can be no credit and without credit the business world would fail to-morrow.

Time was, perhaps, when there was but little attention given to character in business, but that time is gone and gone forever. Time was when a travelling salesman scarce expected to make a sale unless he took his customer to a grogshop and treated him generously, sometimes generously enough to make him drunk, especially when the salesman knew he had a line that no man would buy unless he was drunk! That time, however, has also gone, except for those who carry lines that they cannot sell under any other condition, and they, we rejoice to say, are changing their lines, and also their methods as fast as possible!

Time was when railroad corporations, big insurance companies, great mercantile establishments enquired little into the private or public character of their employees. A man might drink or gamble or lead a fast life of any kind without much question as long as he attended to his business duties with promptness and despatch. Now, however, the railroad, insurance, trust and banking companies, together with mercantile companies of every kind, are demanding of their employees a high grade of moral character, and that, too, not on moral grounds merely, but because they find that character is the greatest investment they can make in their business both on the part of themselves and their employes.

One thing, however, I believe it is necessary for us all to have in mind, and that is that it will not do for us to admire a virtue in others that we do not try to cultivate ourselves. There are still some I am afraid that are ready to put all their moral obligations on somebody else and demand of others that which they are not ready to live up to themselves.

Many of you have doubtless heard the story of the man who failed in business and met his pastor just after he been closed up. The minister noticed that the man was looking rather glum and so he said: "What's the matter, John? You don't look very well this morning." And the man replied: "Ah, pastor, I have had a very hard blow. I have just made an assignment and my business and stock with what little property I had is all gone. I have turned every thing over to my creditors and I have nothing left now but my religion, but, praise the Lord, I am holding on to that." Well, the minister thought that was a beautiful sentiment and so he said: "Praise the Lord," too, and after saying some words of encouragement and sympathy to him he went on down the street. A little farther down he met another member of his congregation and he told him of Brother John's failure. "He says he has lost everything but his religion," the minister said, "but he says he is still holding on to that." "Ah," the other man replied, "but he would not have that left either only that he put it in his wife's name."

We are all apt, at times at least, to want to put these higher moral obligations and the more exacting demands of character in somebody's else name, but we must remember that character is not transferable, nor, indeed, if it were so, would it then be exempt? Wh employer demands of the employe, he must be ready to exemplify himself. What the seller demands of the buyer the buyer in turn demands of the seller. There must be reciprocity of action or else character and credit will both fail.

These principles have already put a new life and spirit into the business world. Men are no longer arrayed against each other, but are anxious to help each other as far as they can consistently do so. Trade is no longer arrayed against trade or competing lines of business against each other, but there is a feeling of fraternity and good fellowship being manifested that has never been shown before, a feeling that these Credit Men's Associations are largely responsibly for. Now, there is not so much the attempt to get one good customer away from a competitor by underhand methods or the effort to "unload" a bad customer on some other unsuspecting house, but a mutual desire to do as much as possible for each other consistent with business interests.

Buyer and seller, debtor and creditor, the trade and the public, are all gaining more confidence in each other, and a man's affirmation backed by his known character for honesty and integrity is taken now as readily as the coin of the realm.

Out of the darkness of distrust and blind-eyed jealousy the business world is emerging to a newer and brighter day. The sky is roseate with the promise of a noonday of splendor. Along the world's horizon line I see the sun of prosperity rising larger than ever it has risen before, and looming large on that same horizon line I see the business man, majestic in outline, Titanic in power, sublime in the full confidence of that which is to be. Before him stands the waiting world, with all of its treasure-stores of farm and factory, store and office, stocks and bonds, and every kind of wealth that man holds dear. He stands before it all with neither gold nor silver in his hands to buy it, but written large around him, and above him and upon him, I see that one word "CHARACTER"—and that is signature enought to draw all the treasures the old world holds. He pauses thus a moment, and then I see him raise his hand to heaven in solemn affirmation, and forth from his lips there comes, in a tone as the sound of many waters, that fiat of an honest, upright soul: "I will." At that fiat the treasure-houses of the world are unlocked, and all of the bounties of the farm and forge, of the shop and store and office, of factory and field and busy mart of trade are poured forth unstintingly upon him.

And now in his place I see upon the same horizon line a throng of those whom no man can number, from every rank and condition of society. They are those who wark and think and act out their parts in the busy drama or tragedy of life, and reach forth their hands from day to day for the creature comforts of this life which are necessary for their sustenance. Through mutual trust and confidence they work for their employers without asking at the end of each hour and day the wages that are due them, and they stand on that world's horizon line before the business men and ask the same trust and confidence on their part. They also bring not gold nor silver in their hands, but in the faces of those who knew true manhood there is stamped the impress of a noble, upright character that is its own credential everywhere. These also lift their hands to heaven in that same solemn affirmation, and forth from their lips I hear that same fiat sounding: "I will," and forthwith into their hands is poured all they ask for, and more besides—a mutual honor and respect that will last as long as character remains!

Like the fiat of God in the beginning which brought cosmos out of chaos, and order from disorder, so this solemn affirmation and fiat of man will bring cosmos out of the chaos of the business world, and order from its disorder. It is the pledge and promise for the future which character makes, and by its divine Omnipotence it will, as God did in the beginning bring light out of darkness, life out of death, and in the firmament of the financial world cause the sun of prosperity to arise and shine in all its glory throughout our little day, until the evening shall come and the credit slips be all passed in and every heart shall wait with a confidence based upon an upright character the reckoning which God shall hold with every soul.

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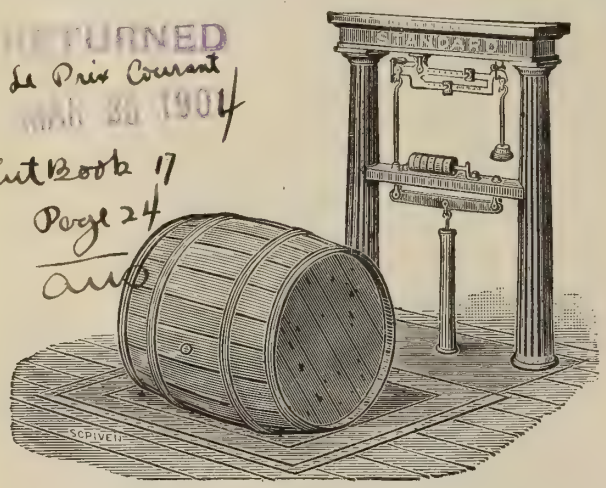
are **Made in Canada**, in the city of Hamilton, at the works of THE BURROW, STEWART & MILNE COMPANY, LIMITED, who have been established in the foundry business for **40 years**, and have been manufacturing Scales for **27 years.**

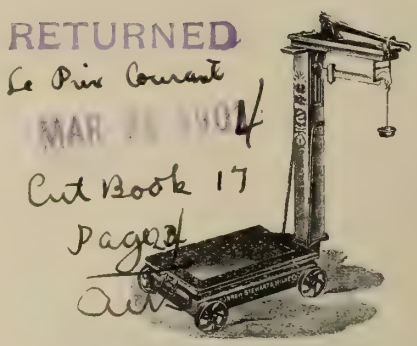
Scales of all kinds, for use in any business, of all capacities, from a fine Druggists' Scales, weighing **1 drachm,** to a great Railway Track Scale, weighing **100 tons** or more.



Platform Scales.

OF ALL CAPACITIES.

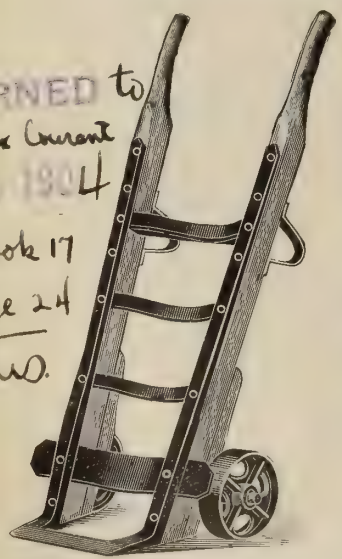
300 lb. to 3,000 lb



OVER 300 VARIETIES, INCLUDING

Butchers' Scales, Bathroom Scales, Confectioners' Scales, Dairy Scales, Druggists' Scales, Foundry Scales, Grain Warehouse Scales, Grain Elevator Scales, Grocers' Scales, Tea Scales, Letter and Postal Scales, Railway Depot Scales, Railway Track Scales, Rolling Mill Scales, Salt Meat and Fish Scales, Stock Scales.

Steelyards, Weigh Beams and Store and Warehouse Scales of all kinds.



Trucks

Warehouse Trucks
Railway Trucks
Steamboat Trucks
Barrel Trucks
Wagon Trucks (4 wheels)
Baggage Barrows
Stone Trucks

Separate List of Trucks Sent on Application

We make also a special cheaper line of Even Balance, Union and Platform Scales which are very popular, and known as

CHAMPION JEWEL SCALES.

THE BURROW, STEWART & MILNE COMPANY,

Hamilton, - Ontario. LIMITED

The Merchant And The Local Paper.*

COMPETITION from the outside is daily making more necessary co-operation between the local merchants and the local press.

There are too many merchants who lack appreciation of the value of good newspapers and there are too many editors who do not attend to business. For that reason there are many newspapers not worthy of patronage. But wherever the local merchants and the editor faithfully co-operate there you will find a good trading point.

The merchant should patronize a newspaper for purely business reasons. His personal relations with the editor, no matter whether pleasant or disagreeable, should not be taken into consideration. The merchant should demand that the editor publish a good paper and circulate it as much as possible in all of the territory in which the town has a fighting chance for trade.

COMPETITION OF THREE KINDS.

The local merchant experiences three kinds of competition :

1. Competition among merchants of the same town.
2. Competition between towns for the trade of a certain district.
3. Competition from the big center.

NARROW VIEWS.

The view of some merchants is so narrow and restricted that the only competitor they can see is the fellow down the street. A town with such merchants is poorly armed to fight its trade battles. Usually where the merchants do not agree the town badly disagrees.

Other merchants have a broader idea of competition. They see that the more business brought to a town the more prosperous are all of the merchants. They realize that when they disagree with the fellow down the street, they are dividing a business community, and that gives the competing town its chance. It has been the theory of some that quarreling business men draw more trade to the town because of badly demoralized prices. Even granting that to be true it will be conceded that such a condition is not to be compared as a volume builder with a united business community making its intelligent offer of bargains systematically. One accidentally brings in a few extra customers by sending profits to perdition. The other goes after more trade on a carefully devised plan, one that is effective.

But beyond all this is the competition from the big city. More centralization of the retail trade is one result of the development of the country.

THE CITY DAILY AND TRADE CENTRALIZATION.

The city daily is a big factor in this tendency toward trade centralization. It is the ally of the mail order house and the big city department store. The farmer's wife reads the ads—of course, and as a result of making the farmer a steady subscriber to some metropolitan daily the business of the mail order department in the big city department stores is increasing rapidly.

This is so much trade taken from the small towns. The local merchant does not see it go. If he did he might head much of it off by proving to the purchaser that the home stores sell just as good goods just as cheaply. But the mail order from the farm is gone and back again before the local merchant learns what has happened and many times he has no idea of the large amount of business going to the big centers from people whose trade he would be glad to get.

NEED OF CO-OPERATION.

Rural free delivery is giving the local merchant an entirely new reason for co-operating with his fellow merchants and the editor to keep the trade at home. Every twenty-four hours the city daily comes with its talk of city bargains. The small town and the local merchants need a newspaper ally to offset this.

The experience of merchants during the past ten years has shown that the fight to hold the trade at home grows harder each year. It is not always a question of prices, nor yet that oft-repeated argument of a "larger variety to select from." New competition always necessitates more effort. The simple fact that avenues have been opened whereby outside concerns can reach the local trade surrounding each town more easily than ever before, and outside concerns are taking advantage of it, makes the fight of the country merchant and the small town that much harder.

RELATIONS OF MERCHANT AND EDITOR.

That there are too many merchants who fail to appreciate a good newspaper when they have it is plain. That can be seen by looking over the columns of scores of bright Northwestern newspapers. The number of merchants not represented in their columns is too large.

On the other hand there are too many poor newspapers, sheets really not entitled to patronage. The editor may know little about the newspaper business as a business. He may be a fairly good printer, but a poor business man. He may be a fairly good business man, but a very poor editor. Again, he may be a good editor, a good business man, and a good printer, but he allows the devil to run the office while he is looking after the politics of the county or smoking cigars with fellows who imagine they are slatemakers in state politics.

TWO IMPORTANT QUESTIONS.

When a merchant realizes the necessity of a first-class local paper to him in his business, he will probably ask himself this question :

"What can I and other merchants of this town do to make this paper more effective for the general trade interests of the town ?"

The editor should be constantly asking himself : "What can I do to make the paper a better advertising medium ?"

When the merchants and the editor of any one town get down to answering these questions all of them have started on the road to more business.

It would seem unnecessary to tell merchants they should work together for the good of the town. All of them believe in it as a principle, but when it comes to putting the thing into practice their hatred of the fellow down the street often handicaps the work and in the end actually damages the general trade interests of the town. Co-operation among the merchants of a town is the first essential. If they can agree on nothing else they ought to agree that more trade for the town is what they want and they can afford to lay aside their prejudices for a time and all pull together as a business proposition.

The organizations of merchants into associations has overcome much of this petty prejudice. Competitors meet face to face and shake hands now where in some instances not many years ago they were sending each other messages of bad will by the grapevine route, a route superintended by some customer who had a financial interest in keeping up hostilities. The trade association proves to each merchant that his competitor is not such a bad fellow after all, that there is really some good in him and that he can pull with him for the general good of the town without losing any of his self-respect.

*Address by W. E. Davis, before the North Dakota Hardware Association.

CO-OPERATION MAKES GOOD TOWNS.

There are many towns where the merchants do co-operate. They are marked towns. They are known in their particular sections for the harmony and hustle of their business men. That in itself is good advertising. It makes business. Every man in them is talking for his town. He is praising its stores, the big stocks carried, and the enterprise of the merchants. If he goes to a neighboring town he is "plugging" for the home merchants. The enthusiasm is in the air.

To create such enthusiasm lies in the power of the merchants of any town. They represent its heaviest interests. Eliminate the merchants' quarrels and put harmony at work instead and you will have a far different community. Other factors in the town may clash but they will not retard its progress materially. The competing lawyers may be at war, but lawyers' wars usually dissolve into wind. The jealousies of doctors amount to little more than gossip unless all of them are in politics. But the merchants represent the commercial activity of the community. Whether that activity is being driven by harmony's powerful engine or simply pushed by individual concerns working independently depends upon the merchants themselves. There is a big difference in the results to all between the work of harmony's big engine and the unassisted efforts of the individual.

When the merchants of a town have fully realized the necessity of harmonious work against the outside assaults on their trade they will take their local editor and his paper into full partnership. They will want to see it the best local paper in the county for two reasons :

First, because a large number of people will base their opinion of the town on the appearance of the local paper.

Second, when any business man buys advertising he wants the best article he can get. He wants to advertise in a medium that circulates as widely as possible in the territory he desires to reach.

THE EDITOR.

That brings us to the editor.

Frequently he is a mistake.

Usually he regards his business as something else than a business. He forgets that it needs close attention every day, that it must be pushed in all departments and kept in good shape in every detail.

Wherever you find a newspaper editor who works at his business with a system and sense a business man should, you will find a good newspaper.

The curse of many towns is too many newspapers. When you have one good newspaper stick to it and discourage efforts to start another. You may be hot at the editor and actually rubbing your hands in anticipation of seeing him defeated in the next election, but forget that for a while and think of business. What does it matter if you and the editor disagreed in the last school election, if by working with that same editor, patronizing his paper, and helping him work for the general interests of the town you are increasing your profits by a few hundred dollars. Differences of opinion in every community are constantly flashing up and fading away, but opportunities for making money once gone never return. You are a business man. Make the most of your opportunities. If two newspapers is a poor business proposition for you and your town, put your foot down on it and endeavor to persuade the other merchants, as a business proposition, remember, that one paper is enough. Put two papers in a one-paper town and one of them will be a poor medium for your ad. The circulation of one good paper can be pushed successfully. You get more for your money. Every merchant who patronizes two papers in a town where there should be but one is actually losing a part of his advertising appropriation.

THE EDITOR'S DUTY.

But to take the town which has the right number of newspapers, whether it be one or two, what is the editor doing on circulation, and the general excellence of his paper ? That expresses the duty of the editor to his advertisers.

During 1903 we addressed inquiries to several hundred northwestern merchants on advertising, asking them which in their opinion was the best medium for them, the local paper or the circular mailed direct from the store. A big majority declared in favor of the circular. Many went so far as to declare they received no results from the local paper at all.

Why is this ?

A large number of newspaper publishers are not giving their papers intelligent attention.

To be successful as a business institution a newspaper must be wide awake on local and county news, and the editor must push the circulation to the farthest possible limit. He cannot get the circulation unless he gets the news. He is not entitled to the merchant's advertising unless the paper has the circulation.

WHERE THE EDITOR FALLS DOWN.

One reason so many merchants lack faith in the value of their local newspapers as advertising mediums is that the editor does no aggressive or progressive work on the circulation. That type of editor is content to go along year after year with the same circulation in about the same district which is usually the territory from which the town naturally draws its trade. An advertisement placed in such a paper reaches only the people who are in the habit of visiting that store more or less anyway and unless the merchant is advertising something remarkably low the ad frequently brings very little response. The local merchant is ambitious to reach into a wider territory. He wants to get his advertisement into the district from which a certain competing town is pulling a large trade or into that other district where he hears a large number of catalogues from supply houses has been received. Unless the editor has covered this ground with his circulation the advertisement is disappointing in this important particular.

PUSHING CIRCULATION.

Right here can be seen some of the work cut out for the editor who wants to carry his business to the farthest limit of his opportunities and who is ambitious to make his paper of value to the town and its merchants. He must have in his mind the territory into which he desires to push his paper and he must be devising ways and means of doing it. If the people of the Northwest district are trading in another town or buying considerable goods of supply houses can he do anything to stop it ? Do they read his paper ? Do they use his town for a market and if not why not ? If the merchants of his town are paying as much for produce and selling goods as cheaply as any other, why should they not get the business ? The newspaper can do much to attract people to the town. It should have a correspondent in all districts where the town meets others in the battle for trade. Its circulation in those districts should be pushed as much as possible. When he has done that the editor has done much to interest the people of that community in his town. He deserves material support from the merchants for such work. The weekly papers of North Dakota which have given proper attention to their circulation are of course the most successful. Adding circulation is putting betterments into the property, but there is an astonishingly large number of editors who fail to realize the value and necessity of those betterments.

ROOM FOR CONCESSIONS ON BOTH SIDES.

The editor criticises the merchant who does not advertise. The merchant in turn says it does not pay. There is

Have you any call FOR BRASS STAMPED LABELS?

J. NICKLIN & CO MAKERS BIRMINGHAM.

We make these goods in all sizes and designs to order. Let us have your enquiries for stamped brass goods, such as

Curtain Rings and Hooks,
Mill Band Fasteners, etc.

We will be glad to quote for special lines or submit samples of regular lines.

LOOK FOR THIS TRADE MARK—

REGISTERED SAJONIC TRADE MARK

J. Nicklin & Co.,

Canadian Agent,
F. P. ROGER, Carlaw Bldg., TORONTO.

BIRMINGHAM, ENG.

THE CANADIAN RUBBER CO.
of Montreal.

MANUFACTURERS OF

Rubber Belting, Hose, Packing, Valves, Gaskets,

ETC., ETC.

We make a specialty of

HORSE SHOE PADS

the best in the market.

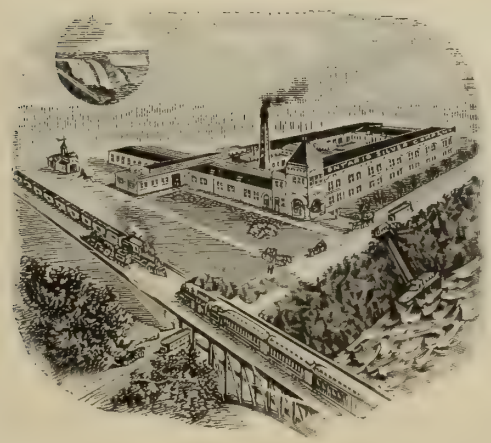
Write for Prices and Circulars.

Head Office : : MONTREAL

BRANCHES—TORONTO, WINNIPEG and VANCOUVER

Ontario Silver Company
NIAGARA FALLS, ONT.,

L. McGLASHAN, President and Manager.



MANUFACTURERS OF

TABLE CUTLERY
NICKEL SILVER
and
ELECTRO PLATE
FLATWARE

Our Representatives . . .

MARITIME PROVINCES—W. B. Murdock, Amherst, N.S.
QUEBEC—J. McKay Rose, 452 St. Paul Street, Montreal.
ONTARIO—T. Mortimer, 27 Front Street West, Toronto.
MANITOBA AND NORTHWEST—W. G. McMahon, Winnipeg.
BRITISH COLUMBIA—J. Burns, Jr., Vancouver, B.C.

AMERICAN FACTORY,
E. G. CLARKE, Manager, MUNCIE, INDIANA, U.S.A.

plenty of room for concessions and more enterprise from each. There will be some merchants who will not advertise until competition drives them out of business. There will be poor newspapers forever and forever because poor newspapers are the hardest things in the world to kill off. But between those two extremes there is a splendid chance for reasonable merchants and reasonable editors to get closer together as business men working for their bank accounts and the general good of the town. The merchants have the right to demand a good newspaper run by an editor who is sending its circulation as far into the territory of neighboring towns as he can. The editor in turn has a right to ask good rates for his ads and liberal patronage. The town whose merchants and editor get together on such a basis will be the best trading point in its section and will keep most of its trade at home. That will be one town which will successfully resist the invasion of the concerns in the big cities. The other where the business men lack enterprise and reason is bound to suffer.

CURLEY'S IDEAL SAFETY RAZOR.

THE use of safety razors is one of the developments of the age that the hardware trade must take cognizance of. It is the fact that many men do not shave themselves because they have never reached the point of being able to do so in comfort and without danger.

The loss of time and the large expense involved by having shaving done by the barber has made a big demand for the razor which ensures the greatest comfort and safety in shaving.

For this reason it is not surprising that J. Curley & Brother, 6 Warren street, New York City, have found a ready market for their "Curley's Ideal Safety Razor." It is claimed that one cannot cut themselves by this razor because the guard is so attached to the razor as to prevent cutting the face, and also allows the razor to be pulled diagonally from point to point, which has been claimed for over a thousand years to be the correct way of shaving. It can be used with or without a guard. It is not intended merely for the inexperienced, but especially for those who think they know how to shave. J. Curley & Bro. are aggressive business men and to substantiate their claims they offer 30 days' trial. Hardware dealers who have not seen this razor are invited to write direct to the firm for full information regarding it and the price at which it is offered to the trade, mentioning this paper.

FIVE YEARS' GOOD PROGRESS.

"STRICT attention to business, judicious display of goods, and a liberal use of printers' ink have been the factors in making R. J. Walkem, Tottenham, Ont., a successful hardware dealer."

The above emphatic statement was made a few weeks ago by a shrewd

R. J. Walkem.

traveller. Mr. Walkem is a comparatively young business man. In March, 1898, he purchased from Wm. White a small hardware business, then conducted in a small shop, the entire stock consisting of $900. The shop boasted one window and one short counter, the business had been neglected and was almost dead.

In the face of strong opposition Mr. Walkem set to work to make the place as attractive as possible. By carefully

R. J. Walkem's Store.

studying the needs of the community and introducing method in buying he had the pleasing satisfaction at his first stock taking to find that his practice had overcome the evil of being loaded with unsaleable merchandise or dead stock.

From the outset he became a close student of the fluctuations of the trade, and from his inception has never missed an opportunity to profit by the information gleaned from the columns of Hardware and Metal, and other journals devoted to his interests.

After two years an opportunity offered to secure more commodious premises. He removed his business to the building on Queen street, south, represented in the cut. Here with the same courtesy, tact and enterprise, he continues to cater to the wants of his now numerous customers.

Mr. Walkem is a skillful advertiser, as may be judged from the cut published below. He is an enthusiastic agent for "S. W. P.," and his delivery dray has been made a persistent advertising force. The Sherwin-Williams Company thought the idea so good that they had the cut reproduced in their house monthly, "S. W. P.," to which we are indebted for its use.

"My case may help to prove what you have always advocated," said Mr. Walkem, "that to be successful in business one must judiciously display and systematically advertise."

There are many in the trade who might well follow Mr. Walkem's advice, added the traveller, "or better, they might take a walk through his store as I have done and there see for themselves one of the best arranged and neatly displayed hardware stocks north of Toronto."

WILL MAKE A ROOF TO WEAR.

L. R. Flint, Toronto, representative of J. A. & W. Bird, Boston, is enthusiastic over the prospects for the roofing material sold by that firm. "It will not seriously contract or expand with heat or cold," he says. "When the thermometer gets to 20 below zero it is not affected, and when the sun is boiling hot it does not soften up and run off. The insurance companies think so well of it that they take the same rates on it as they do on metallic or galvanized iron roofs. Then it can be put on with ease by any mechanic. In each roll is the necessary nails, etc., for the work, and all that the mechanic needs is a hammer, a knife and ordinary intelligence." A good deal to say in a few words.

A man at the head of a business or of a department has, or ought to have, greater ability than anybody else in the business or department, and he should exert that ability in solving the most important problems.—Mahin's Magazine.

JOHN LYSAGHT, LIMITED

MAKERS OF

Galvanized Sheets,
Fine Steel Sheets,
Poultry Netting, etc.

BEST QUALITY AT COMPETITIVE PRICES.

Head Office: BRISTOL, ENG.
Works: BRISTOL and NEWPORT.

Canadian Branch: MONTREAL.
A. C. LESLIE & CO., Managers.

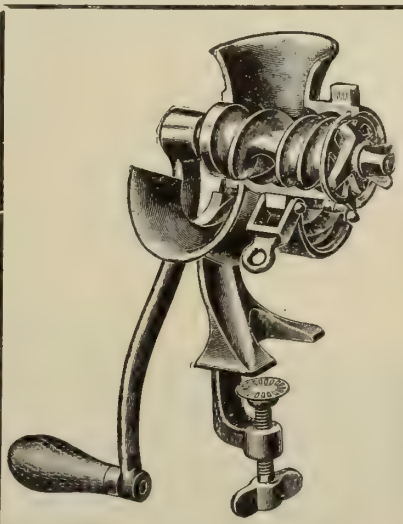
The Meaford Wheelbarrow Co'y.

Meaford, Ontario.

Manufacturers of

Railroad or Navvy Wheelbarrows,
Garden Barrows,
Stone Barrows,
Mortar Barrows,
Brickyard Barrows,
Steel Tray Barrows,
mounted on Wooden or Tubular steel frames.
Warehouse and Store Trucks,
Washing Machines,
in six different styles.
Hods, Skids,
Push Carts, etc., etc.

WRITE FOR PRICES.



The Russwin Food Cutter.

CLEANLINESS.

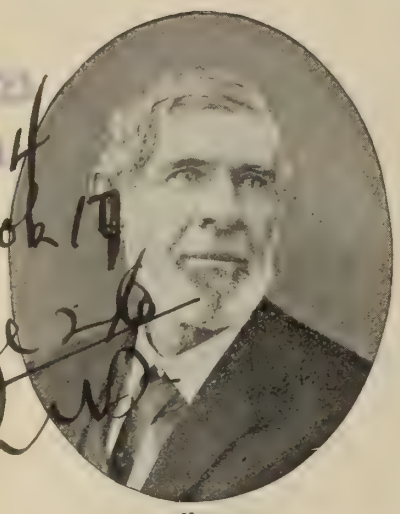
There is no drip from the Russwin to soil clothing and floors. The gutter carries all juices to the dish—they are not deposited upon the floor. The machine itself is quickly cleaned with the least possible effort. Write for Booklets, Posters and Electrotypes to assist you.

Russell & Erwin Mfg. Co.
New Britain, Conn., U.S.A.

ONEIDA COMMUNITY'S

Hardware Industries. Begun in 1848.

HISTORICAL.



SEWALL NEWHOUSE.

The Oneida Community began the working of steel and iron in 1848 at a blacksmith's forge on land which it had obtained almost directly from the Oneida Indians. At this forge, Sewall Newhouse, one of the Community men and and a trapper and woodsman by deep instinct, invented a steel trap to suit his own fine mechanical eye and hand. The traits which Mr. Newhouse brought to the making of this trap were

Exceeding Painstaking and Precision.

These qualities would not permit Mr. Newhouse to make a trap that was careless or untrue, and the Indians and farmer boys soon began to beg for the Newhouse trap to replace the clumsy contrivances with which they had sought to capture game.

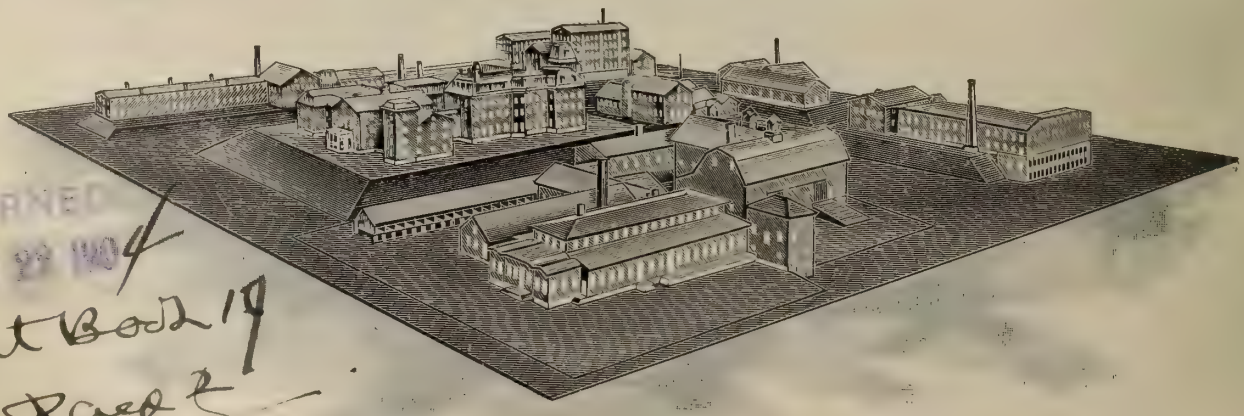
The Oneida Community seized this opportunity. Keeping the same PRECISION AND PAINSTAKING that marked the old trapper in selecting flawless stock and shaping and tempering its vital parts, the Oneida Community Newhouse Trap was developed as an article of commerce—whose stern fidelity in holding the Grizzly Bear and the cunning Wolf of the Rocky Mountains, as well as all the smaller animals, is known the world over.

- NEWHOUSE TRAPS
- HALTER CHAINS
- COWTIES
- TRACE CHAINS
- RAILROAD CHAINS
- CHAINS FOR AGRICULTURAL IMPLEMENTS

TRAPS REQUIRE STEEL CHAINS, and the circumstance led the Oneida Community into making them before they were known as an article of domestic manufacture. Only welded links of wire were made until the Community introduced the favorite "American Link." To-day in its variety of approved links and its patented specialties the Oneida Community presents the oldest and best equipped steel Chain business in America.

We seek your personal acquaintance, and to help it we mail an illustrated booklet giving a true history of the beginning and growth of the Community.

HARDWARE WORKS OF THE ONEIDA COMMUNITY IN 1848.



ONEIDA COMMUNITY FACTORIES, 1904.

ADDRESS ALL INQUIRIES TO

ONEIDA COMMUNITY, Limited, NIAGARA FALLS CENTRE, ONTARIO, CANADA.

THE PSYCHOLOGY OF ADVERTISING

THE only method of advertising known to the ancients was the word of mouth. The merchant who had wares to offer brought them to the gate of a city and there cried aloud, making the worth of his goods known to those who were entering the city, and who might be induced to turn aside and purchase them. We are not more amused by the simplicity of the ancients than we are amazed at the magnitude of the modern systems of advertising. From the day when Boaz took his stand by the gate to advertise Naomi's parcel of land by crying, "Ho,......... turn aside," to the day when Barnum billed the towns for his three-ringed circus, the evolution in advertising had been gradual, but it had been as great as that from the anthropoid ape to P. T. Barnum himself.

As soon as printed symbols were invented the advertising man made use of them to give publicity to his merchandise. We find advertisements engraved on walls and tombs, written on parchment and papyrus, and printed by the first printing presses. Although these various forms of advertising were employed, but little thought and care seem to have been expended upon them. Posters, painted signs, street-car placards, booklets, calendars, almanacs, handbills, magazine and newspaper advertising have now become forms of advertising so well established that we look upon them as a necessity, and are surprised to learn that most of them are modern innovations.

The first advertisement printed in English appeared in the Imperial Intelligencer in March, 1648. Advertising in magazines was not begun until comparatively recent times. For instance, the first advertisement appeared in Harper's Magazine in 1864. In this magazine more space has been devoted to advertising during the past year than the sum total of space of the twenty-four years from 1864 to 1887, inclusive. Indeed, advertising may be said to have been in its swaddling clothes until about the year 1887. The most rapid development has taken place during the last fifteen years. The change has been so great that the leading advertisers say that in comparison with to-day there was in existence fifteen years ago no advertising worthy of the name.

The Increase in Advertising.

The gain in the quantity of advertising can be seen by observing the increase in the number of pages devoted to advertisements in any of our publications. The month of October is regarded as the typical month, therefore we present the number of pages devoted to advertisements for the month of October in Harper's Magazine for each year from the first appearance of advertisements in that magazine to the present time: 1864, $3\frac{1}{4}$; '65, 2; '66, 3; '67, 6; '68, 7 1-3; '69, 5 1-3; '70, $4\frac{1}{2}$; '71, $3\frac{1}{2}$; '72, 2; '73, 1; '74, 0; '75, 0; '76, 0; '77, 0; '78, 0; '79, 0; '80, 0; '81, 0; '82, $1\frac{1}{4}$; '83, $8\frac{1}{2}$; '84, 8; '85, $11\frac{1}{2}$; '86, 20; '87, 37; '88, 54; '89, 48; '90, 73; '91, $80\frac{1}{2}$; '92, 87; '93, $77\frac{1}{2}$; '94, $75\frac{3}{4}$; '95, $78\frac{1}{4}$; '96, 73; '97, $80\frac{3}{4}$; '98, $81\frac{3}{4}$; '99, $106\frac{3}{4}$; 1900, $97\frac{1}{2}$; '01, $93\frac{1}{2}$; '02, 128; '03, 141.

It will be noticed in the data as given above that during the years of special prosperity there was a very great increase in the volume of advertising while there was but a slight falling off following a financial depression. The increase was not pronounced until about 1887, but from that time on it has been very marked, not only in Harper's but in almost all of our publications.

There has not only been an increase in the number of advertising pages in the individual publications, but the number of publications has increased enormously of recent years. The increase of population in the United States has been rapid during the last fifty years, but the increase in the total number of copies of the different publications has been many fold greater. Thus the distribution of the copies of these periodicals to each individual was as follows:

In 1850 each individual received on the average 18 copies from one or more of these periodicals; in 1860, 29; in 1870, 39; in 1880, 41; in 1890, 74; in 1900, 107.

A significant cause of this increase is the reduction in the subscription price which is made possible because of the profit accruing to such publications from their advertisements. The total income secured from subscriptions for all these publications last year was less than the amount paid for the advertising pages. We have this current year about 20,000 periodicals carrying advertisements, each with a constantly increasing number of pages devoted to them, and with a rapidly advancing rate secured for each advertisement. In addition to this, the increase is phenomenal in the use of booklets, posters, painted signs, street-car placards, almanacs, and many other forms of advertising. One firm is supposed to have distributed 25,000,000 almanacs in a single year.

The Expense Entailed.

The expense connected with these various forms of advertising reaches far into the millions. One authority puts the total annual expenses of printed forms of advertising at six hundred million dollars. This sum does not seem to be an exaggeration. Mr. Post spends as much as six hundred thousand dollars annually in advertising his food products. One million dollars was spent last year in advertising Force. Over six hundred thousand dollars is spent annually in advertising Ayer's remedies; and over one million dollars in advertising Peruna.

The advertising rate has been advanced repeatedly in many magazines during the last few years. Firms which formerly paid but one hundred dollars for a full-page advertisement in the Century Magazine now pay two hundred and fifty dollars for the same amount of space. The Ladies' Home Journal has increased its advertising rate to six dollars for a single agate line (there are fourteen agate lines to the inch), the width of one column, for a single insertion. The cost of a full page for a single issue is four thousand dollars. The Proctor & Gamble Co. have made a three years' contract for a single page in each issue, to be devoted to the advertisement of Ivory Soap. For this space they pay four thousand dollars a month, forty-eight thousand dollars a year, and one hundred and forty-four thousand dollars for the term of three years. Think of the risk a firm runs in investing four thousand dollars in a single page advertisement! How can they expect to get back the equivalent of such a sum of money from a single advertisement?

The Survival of the Fittest.

The day of reckless, sporadic, haphazard advertising is rapidly coming to an end so far as magazine advertising is concerned. Although the number of pages devoted to advertising in our best

magazines has increased during the last ten years, the number of firms advertising in these same magazines has decreased. The struggle has been too fierce for any but the strongest. The inefficient advertisers are gradually being eliminated, and the survival of the fittest seems to be a law of advertising as it is of everything else that develops.

The leaders of the profession feel that their work has grown till it is beyond their control and comprehension. They have been successful, and hardly know how it has all come about. The men who have been the most successful are often the ones who feel most deeply their inability to meet new emergencies. They believe that there should be some underlying principles which could help them in analyzing what they have already accomplished, and assist them in their further efforts. As their entire object is to produce certain effects on the minds of possible customers, it is not strange that they have turned to psychology in search of such principles. Traditionally the practical business man scouts at theory. Psychology, to the popular mind, is sometimes devoid of all practical application, related to metaphysics, and suited only to the recluse and the hermit. If ever there was ground to expect sarcastic and pessimistic prophecies from the hard-headed business man, it was when it was proposed to establish advertising on a theoretical basis deducted from psychology. Such adverse criticism has, however, been the exception. The American business man is not afraid of theories. He wants them, and the more the better.

A Prophetic Editorial.

In 1895 in one of the leading advertising journals appeared the following editorial: "Probably when we are a little more enlightened, the advertisement writer, like the teacher, will study psychology. For, however diverse their occupations may at first sight appear, the advertisement writer and the teacher have one great object in common—to influence the human mind. The teacher has a scientific foundation for his work in that direction, but the advertisement writer is really also a psychologist. Human nature is a great factor in advertising success; and he who writes advertisements without reference to it is apt to find that he has reckoned without his host." The man who penned this editorial was a practical advertiser, but he admitted of no incongruity between the practical and the theoretical.

In response to this felt need on the part of the advertiser, several students of psychology have tried to select those principles of psychology which might be of benefit to the advertiser, and to present them to the advertising world through pamphlets, magazine articles, public addresses, and, in one case at least, by means of a book.

The method employed by the psychologist in attempting to give advertising a theoretical basis has been quite uniform. He has first analyzed the human mind into its various activities, then analyzed advertisements to discover what there is in them that may or may not awaken the activity desired. This method can best be understood from an example. For an illustration we shall consider Mental Imagery as understood by the psychologist and in its application to advertising.

The Influence of Imagination.

The man who is born blind is not only unable to see objects, but he is equally unable to imagine how they look. After we have looked at objects we can see them in our mind's eye with more or less distinctness, even if our eyes are closed or the object is far removed from us. When we imagine how an absent objects looks we are said to have a visual image of it. We cannot imagine how a thing looks unless we have actually seen it in our previous experience. The imagination can take the data of former experience and unite them into new forms, but all the details of the new formation must be taken from the former experience of the individual.

The man who is born deaf can neither hear nor imagine what sounds are like. Whatever we have heard, we can live over again in imagination,—we can form auditory images of it. We cannot imagine any sound which we have not actually heard, although we can unite into new combinations the sounds and tones which we have experienced.

We have no direct knowledge of the minds of our neighbors; we assume that their thinking is very much like ours, for their actions—outward expressions of thought—are so similar to ours. It was formerly assumed that, given any particular object of thought, all normal minds would reach the same conclusion concerning it, and, furthermore, the different stages in the line of thought and the "mind stuff" would be the same throughout. Such a conception is wholly false. Normal minds reach different conclusions under apparently identical outward circumstances, but there is a greater difference in the terms of thought, or the mind stuff with which the thinking is done. One man thinks in terms of sight. He is said to be "eye-minded." His thinking is a rapid succession of pictures. When he thinks of a violin he thinks rather how it looks than how it sounds.

Another man thinks in terms of sound. He is "ear-minded." His thinking is a succession of sounds. When he thinks of his friends he hears their voices, but cannot possibly imagine how they look. He does not know that there are other possible forms of thought, and so assumes that all people think in terms of sound as he does. If he should describe a battle his description would be full of the roar and tumult of the strife. Another man is "motor-minded." He thinks in terms of movements. Even when he looks at a painting he whispers inaudibly to himself a description of the painting. Later when he describes the picture to a friend he may do it in the terms which he whispered to himself when he was looking at the picture.

In a former age the seller, the buyer, and the commodity were brought together. The seller described and exhibited his wares. The buyer saw the goods, heard of them, tasted them, smelt them, felt and lifted them. He tested them by means of every sense organ to which they could appeal. In this way the buyer became acquainted with the goods. His perception of them was as complete as it could be made. In these latter days the market-place has given way to the office. The consequent separation of buyer, seller, and commodity made the commercial traveller with his sample case seem a necessity. But, with the growing volume of business, and with the increased need for more economical forms of transacting business, the printed page, as a form of advertisement, has superseded the market-place, and is, in many cases, displacing the commercial traveller. In this transition from the market-place aod the commercial traveller to the printed page, the advertiser must be on his guard to preserve as many as possible of the good features of the older institutions. In the two older forms of barter all the senses of the purchaser were appealed to, if possible; and in addition to this the word of mouth of the seller was added to increase the impressions, and to call special attention to the strong features of the commodity. In the printed page the word of mouth is the only feature which is of necessity entirely absent. Indeed, the printed page cannot appeal directly to any of the senses except the eye, but the argument may be of such a nature that the reader's senses are appealed to indirectly through his imagination.

Advertising is an essential factor in modern business methods, and to advertise wisely the business man must understand the workings of the minds of his customers, and must know how to influence them effectively,—he must know how to apply psychology to advertising.

ALWAYS READY FOR USE
NO HONING
NO GRINDING

The CARBO MAGNETIC Razor.

No Hard Blades
No Soft Blades
No Temper Streaks
No Returned Blades to the dealer—
Shave for Years Without Requiring Honing

Retail Price $2.00

For Sale by all Leading Jobbers

or Firm of A. L. SILBERSTEIN

Mfrs. of "Griffon" Cutlery

453-461 Broadway, New York City.

BOOKLET COMING—
if you'll ask for a copy with trade discount.

Butler's
Famous Cutlery
AND
Electro-plate.

Sole Makers of Butler's "KEEN" Razors, the "Cavendish" Brand of Table Knives, Carvers, and Plate (Regd.).

HIGHEST AWARDS. SPECIAL MENTION.

GEORGE BUTLER & CO.'S
London Showroom:
62 HOLBORN VIADUCT, E.C.
(Over Snow Hill Station).
Manufactory: Trinity Works,
SHEFFIELD, ENGLAND.

"BUTLER" was Registered as a Trade Mark A.D. 1768.

GRANTED A.D. 1681. ART 1861.

ALPHA STEEL

"ALPHA" STEEL
For high speeds and deep cuts.
"SPECIAL" TOOL STEEL
For chilled surfaces.
CRUCIBLE CAST STEEL
For all purposes.
"B C" MINER'S DRILL STEEL

B. K. MORTON & CO.
SHEFFIELD, Eng.

Agents for British Columbia.
E. G. PRIOR & CO., Limited, Victoria, B.C.

Canadian Representative,
D. W. CLARK, P.O. Box 520, Toronto.

BEAMS
CHANNELS
ANGLES
PLATES

1,500 TONS FOR SALE
All of this material in lengths from 40 to 60 feet.
We can ship promptly, and should be pleased to receive your order.
Prices and stock lists on application.

STEEL FRAME BUILDINGS and ROOF TRUSSES.
Also Steel Bridges for Railways and Highways.

THE HAMILTON BRIDGE WORKS COMPANY
LIMITED
Long Distance Telephone, Hamilton 630. HAMILTON, CANADA.

ADVERTISING HINTS AND SUGGESTIONS

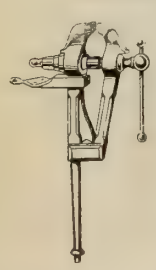
Making Price a Feature.

THERE is probably no more aggressive advertiser among Canadian retail hardware dealers than The Russill Hardware Co., Toronto. They make a distinct feature of the price of their goods in all their advertising. Another feature, one that can be followed by every hardwareman, is the bright, effective wording of their advertisements and the general use of small cuts to catch the eye as well as the mind. The style of their advertising can be determined from the following items reproduced from one advertisement, which occupied two columns in the Toronto dailies on Friday, February 27 :

Cut Priced Bird Cages.

48 only nicely Japanned Bird Cages, oblong shapes, not exactly same as cut, a product of one of the largest makers; they are splendidly finished and are complete with seed cups, perches and swing, four sizes specially cut priced for Saturday as follows: reg. 85c. for 69c.; reg. $1.00 for 79c.; reg. $1.10 for 89c.; reg. $1.20 for 99c. You'll need an extra cage when you are separating your birds.

A Sacrifice in Blacksmiths' Tools.



We want to reduce our stock in this line. To quicken the process we have put the knife into the prices of the following items, specially for Saturday: Blacksmiths' solid box, leg vises, 53 lb., reg. $6.50, for $4.75, 60 lb. reg. $7.50, for $5.50, 63 lb., reg. $7.75, for $5.75. Blacksmiths' Anvils, the well-known Hay-Budden make, 106 lbs., reg. $13.00 for $8.50, 125 lbs., reg. $15.00, for $10.50.

Eggs
Twenty Cents
Dozen

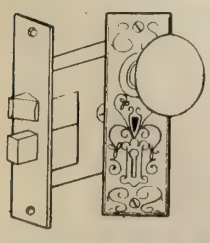
China Nest-eggs, useful as an object lesson for the hen, we sell these eggs in lots of 3 for 5c.

Handy Egg Crates

Will contaid 12 dozen eggs, secure from breakage. We sell these crates at

Twenty-five Cents.

A Clearance Sale in Fancy Door Sets.



We find in our stock an assortment of broken lots in Front Door and Inside Door Sets, beautiful, unique and artistic designs in plain and fancy bronze, old bronze, antique, copper and other finishes, such well-known makes as Yale & Towne, Corbin, Sargent, Russell, Erwin, Gurney and others, to make quick selling we have cut our regular low prices IN HALF; $1 sets for 50c., $1.50 sets for 75c., $2 sets for $1, $3 sets for $1.50. It's a money saving chance for builders and intending builders.

Individuality in Advertising.

AN advertisement to be a success success must be your ad., must bear the characteristics of your personality. I have in mind a man who has been successful in advertising his business, whose ads were ungrammatical as his every-day speech. You see they were his ads. If they were couched in the King's best English, they would not be his. I am rather of the opinion that if you are in the havit of using in your conversation such an expression as "We ain't got much, but what we got's good," you had better use than in your ads. than to allow some one to put the unnatural though more elegant expression of " What we lack in quantity we make up in the supreme excellent of our quality." Oh, certainly it is better to be grammatical, but do not send out from the printing office an ad. that would not feel at home if it should stray into your own store.

Let me say here, the great weakness of men unused to the pen or pencil, to many have a clogging up of their mental machinery the minute they get their cramped fingers on a pen and write as they never speak. Your ad. should be your spread on paper. Practice writing as you talk, until you have the ability, if you don't possess it now.

If some men talked the way they write, they would be sent to Jamestown (that's where I live), where the state takes care of people not possessed of all their faculties. The first thing, then, is that it is your ad. and should represent you. Second, of course it should be brief and to the point. Not too brief, either. Say enough to clearly convey your meaning. Do not presume that people will understand, for they will not, and it will be too late in your next ad. You will not feel the need of long editorials, such as department stores use. Just talk familiarly about your goods and their prices. Third, have a leading feature or subject for each ad.; have something about your ad. and its display that will attract the eye from other parts of the page. Make a study of these leaders, for they will make a success of your ads.—that is the way to sell goods.

You know how it is when a drummer comes into your store and says, "Good morning. Do you want anything in my line to-day?" And on general principles you will say "No." He is dead easy and goes away. Another one comes in and with tact interests you in some one thing and directly has your order for other things, also—does he not? Well, that is a leader. You do the same thing when you wait on a customer, don't you? Just do that in your ads. too.

Newspaper advertising does not mean the same ad. repeated—that is, not to be considered advertising—that is only a sign. Have a new, smart ad. every week or three times a week, if you use a daily paper. Some business men wonder if advertising pays, while others try advertising and find it does pay all right. It all depends on the advertising, and the man who makes it right makes it pay.

A Weakness of Advertising.

One of the great weaknesses of the present day advertising is found in the fact that the writer of the advertisement fails to appeal thus indirectly to the sense. How many advertisers describe a piano so vividly that the reader can hear it? How many food products are so described that the reader can taste the food? How many advertisements describe a perfume so that the reader can smell it? How many describe an undergarment so that the reader can feel the pleasant contact with his body? Many advertisers seem never to have thought of this, and make no attempt at such descriptions.

The cause of this deficiency is twofold. In the first place, it is not easy in type to appeal to any other sense than that of sight. Other than visual images are difficult to awaken when the means employed is the printed page. In the second place, the individual writers are deficient in certain forms of mental imagery, and therefore are not adepts in describing articles in terms which to themselves are not significant. This second ground for failure in writing effective advertisements will be made clear by the examples taken from current advertisements which are quoted below.

HIGH-GRADE RUBBER GOODS.

MADE IN CANADA.

BELTING
PACKINGS
VALVES
VALVE SHEET
TUBING
GASKETS

THE GUTTA PERCHA & RUBBER MFG. CO. OF TORONTO LIMITED — TRADE MARK

RUBBER HOSE FOR . .
WATER BREWERS
STEAM SUCTION
AIR ACIDS
FIRE PROTECTION
PNEUMATIC TOOLS

"MALTESE CROSS" Carbolized Rubber Fire Hose and
"EUREKA" Brands Cotton Rubber-lined Fire Hose,
in use by all leading Fire Departments.

MALTESE CROSS BRAND

SOLE MANUFACTURERS OF THE

Celebrated "MALTESE CROSS" and "LION" brands of Rubber Footwear. The best fitting, best wearing and most stylish on the market.

Special Attention Given to Export Orders.

LION BRAND

The Gutta Percha & Rubber Mfg. Co.

of TORONTO, LIMITED.

HEAD OFFICE AND WAREROOMS

45, 47 and 49 West Front St.,

TORONTO, CANADA.

BRANCHES

MONTREAL AND WINNIPEG.

Better Advertising for Hardware Stores.

THE great things to strive for in advertising are simplicity, directness and brevity. By simplicity I mean free from fancy or befogged writing; by directness, I mean getting to the heart of things quick, telling the story clearly and fully; by brevity, I mean using as few words as possible to tell one's story.

Practice makes perfect, and perfection won't come without practice. Let any man writing advertisements test his work by these three requirements, and he will discover whether or not it fulfills the conditions of good advertising. If he finds upon the application of the rules herewith enunciated that his advertisements fall short, it will pay him many times over to make them agree with his best understanding of what they should be. Let any man be a conscientious student of advertising in this respect and it is inevitable that before very long he will be turning out good work. For example, it will become impossible for him to talk aimlessly or tediously. He will endeavor to make his story a live one, as interesting as possible, meaty and brief. He will feel that he is talking to a real audience who listens to him by reason of courtesy at first, and later because of the burden of what he has to say. Money hangs upon the successful presentation of his message. If he sees his audience turning their backs upon him while he is yet talking, he will know he has talked amiss.

* * *

The Cleveland Window Glass Company, dealing in three important building essentials—glass, sash and doors, paints and oils. It carries accounts with builders, architects, lumbermen, paint and glass retailers, picture dealers and property owners. Its business is both wholesale and retail. Its advertising proposition is peculiarly difficult. For one thing nothing must be said in its advertising about prices, for the wholesale branch of the business is by far the most important, and nothing can be printed that will lead the public to believe that the company sells below retailers' prices. Nor can the quan argument be used, for if there is anything to be said about better goods the retailer must be permitted to say it. Furthermore, the general public is not particularly interested in paints, glass, doors or sashes. The average man buys coffee once a week, but he may break a pane of glass once in five years, and he will hardly build more than one house in a lifetime. Yet the Cleveland Window Glass Company has advertised for s or more, and is one of the most conspicuous advertisers in its section of the country. Its publicity is handled by Mr. E. W. Palmer, secretary and treasurer of the company. Mr. Palmer began twenty years ago, knowing little of advertising, but thoroughly convinced that a large trade could be built up in his line through publicity. For several years he used eight and ten inch double column spaces in Cleveland dailies, filling them with advertisements of a peculiar sort. They tried to tell all about everything in the stock every day. Mr. Palmer believed that individuality was a huge factor in advertising so he put in the best individuality at his command, very good individuality, too, which attracted attention and sold goods. But he became dissatisfied with his work after a time, and went away to the East to ask Mr. John E. Powers, an advertising specialist of more than national fame, about it. He took along some sample advertisements and submitted them, and the Great One said :

"That's not good advertising."

"They think it is up in Cleveland," Mr. Palmer protested. "It's talked about and it brings results."

"But it isn't first-class advertising."

"Why ?"

"Well, in the first place you're using too much space and spending too much money—more money than your business can afford. Then, you can't keep up the pace—that much cleverness every day will drain your energies, and the advertisement will begin to drag upon you by and by. You ought to stop, get a little single column advertisement in preferred position, use small type, tell some little thing about the business every day, and tell it in such a way that everybody will be interested."

By way of showing him how his publicity ought to be handled, Mr. Powers wrote some advertisements. Furthermore, he taught him how to write them himself. Showed him the advantage of preferred positions—reading matter on three sides of a small daily advertisement instead of a large black-display announcement fighting for an existence among other black display announcements. He taught him forevermore the folly of trying to obtain type that nobody else could use, and convinced him that the plain pica of the First Reader is not only good enough to print a thought of Shakespeare's but that it will faithfully mirror an advertising man's thought, if there is any thought in it.

Mr. Palmer was a bit skeptical as to the possibilities of the window glass business at first. It was a line in which there was almost no general interest. He couldn't be expected to tell his whole story every day, and perhaps would never get a chance to tell it at all. The best way of advertising seemed to be running an off-hand paragraph daily, letting it reflect the spirit of the business and the company rather than the commodity—convince people that the company was conducted in a spirit of enterprise and liberality and old-fashioned honesty. At best he could simply create general good feeling between himself and the public, and when the individual reader wanted glass, doors, or paint, he would come.

Mr. Palmer went home and put his lesson to good use. He read Mr. Powers' stuff and studied his methods, cultivated the acquaintance of all the little English words, prunned his matter down to the single paragraph, and got reading matter on three sides of his advertisement by the simple expedient of paying for it. He found that the average reader remembered but one or two facts in an advertisement, even though it covered a whole page, so he cultivated the art of putting down these facts into two inches single column. One fact was more likely to be remembered than two, took less space and left the rest of the page for the newspaper publisher to fill with live news. In the beginning of his career he had supposed that there were only three or four things to say about glass, sash and paint, but the Great One taught him how to broaden his subjects and find something new to say with every change of the weather.

* * *

Such is the story of an advertising experience as recorded in Printers' Ink.

Here is a specimen of Mr. Palmer's better advertising :

> Nobody believes what Prism Glass can do to make dark rooms light till he sees a test. Come in and learn.
>
> **CLEVELAND WINDOW GLASS CO**
>
> Glass Doors, Paints
>
> South of Square.

Other text is :

Autumn is the best painting season. Paint is apt to wear better when it is is applied when the temperature is uniform—neither too hot nor too cold.

Nothing to say about linseed oil except that the price is right. We hear when the price goes up, and some times when it goes down, we hear that, too.

Would you like to see some of the beautiful doors our mill is turning out? We are not trying to do hardwood cheaply. There is no fun in cheap hardwood for anybody.

Busy at keeping out the cold these days? Doors, windows, storm sash, etc., reglazing—its all in our line.

The iron-work of skylights should be painted in these days of sunshine and rain. We can keep them in repair either before or after they leak, as you prefer.

Let every factory man read this: There is money for you in water paint—us, too.

JOHN C. KIRKWOOD.

RETURNED
APR 28 1904

Cut Book 1
Page 35

Largest Factory of its kind in Canada.

Wholesale and Retail.

If you want

Awnings, Tents, Flags, Sails, Horse and Wagon Covers, Lap Rugs, Cheese and Binder Covers, Coal and Feed Bags.
Waterproof Clothing of every description.
Woollen and Plush Knee Rugs, Horse Blankets, Surcingles.
Hospital Tents and Lumbermen's Tents a specialty.
Camping outfits to rent.
Snow Shoes.
Cities, Towns and Villages decorated to order.
Over forty years' experience.

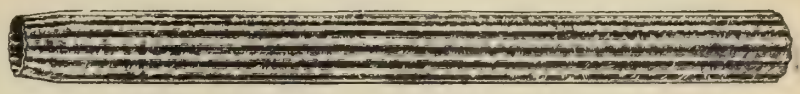
SEND FOR CATALOGUE.

J. J. TURNER & SONS,
MANUFACTURERS
PETERBOROUGH, ONT., CANADA.

Telephone 180-195-215, Long Distance, day or night. Cable address, Turners, Peterboro', Canada.

WHEELER & BAIN

Our Goods are the Standard.



Manufacturers of

Galvanized Iron Eavetroughs, Corrugated Conductor Pipe,
Corrugated Roofing and Siding, Cornices and Skylights, etc.

Write for Our Prices on GALVANIZED IRON SHEETS.

Cut Book 1
Page 8

RETURNED

179 King St. East,
108 George St.
TORONTO.

GEO. LANGWELL & SON

MONTREAL, QUE., CANADA.

...Manufacturers of...

Gauge Glasses, Babbit Metals,
Pig Lead, Slab Zinc,
Solders, Stereotype,
Linotype, Monoline,
Electrotype and
Other Metals.

GET QUOTATIONS.
PRICES and QUALITY RIGHT.
ALL KINDS OF METALS,
Drosses, Ores, Bought, Refined,
or Exchanged for New Goods.
MAXIMUM OF SATISFACTION
FOR MINIMUM OF COST.

GIVE US A TRIAL

Est. 1868. Inc. 1895.

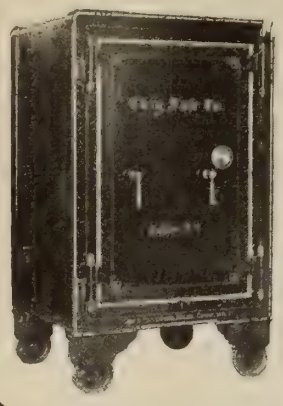
Black Diamond File Works

G. & H. Barnett Company

PHILADELPHIA

Twelve Medals

Awarded
By **JURORS** at
International Expositions
Special Prize
Gold Medal at Atlanta, 1895



FORD & FEATHERSTONE

Importers and dealers in

FIREPROOF SAFES,
STEEL BANK SAFES,
VAULTS, TIME LOCKS,
DEPOSIT BOXES.

Combination locks put on and combinations changed. Safes repaired, etc.

10 John St. N., Hamilton, Ont.

ESTABLISHED 1855

TAYLOR'S DOUBLE TONGUE & GROOVE SAFES

145 & 147 FRONT ST. EAST. TORONTO.

The Hallwood

THE GOOD POINTS IN THE HALLWOOD CASH REGISTER:

Indications.
Key Board.
Resetting Adding Wheels.
Lid Lock Counter.
Total Adder.
Drawer.
Lever.
Tape Printers.

In every feature the best cash register being made.

Send for descriptive literature. No worrying salesmen to force you to buy.

THE

Hallwood Cash Register Co. of Canada

78-80 King St. E., TORONTO.
1782 Notre Dame St., MONTREAL.

Trade With England

Every Canadian who wishes to trade successfully with the Old Country should read

"Commercial Intelligence"

(The address is 168 Fleet St., London, England.)

The cost is only 6c. per week. (Annual subscription, including postage, $4.80.)

Moreover, regular subscribers are allowed to advertise without charge in the paper. See the rules.

NEW TELEPHONE LINE

A new copper metallic line has just been completed from Simcoe to Port Rowan. The towns listed below can now be reached from Toronto at the following rates :

PORT ROWAN -	50c.
ST. WILLIAMS - -	50c.
VITTORIA - -	40c.

The Bell Telephone Co. of Canada

YOU ARE INTERESTED IN SOMETHING.

Why not get the best items that are printed on the subject?

We read and clip thousands of newspapers every week—therefore we can equip you **speedily** and **economically** for a debate, speech, lecture essay or anything else requiring up-to-date information and more of it than your competitors are likely to get.

Terms—100	Clippings,	$ 5.00
250	"	12.00
500	"	22.00
1,000	"	40.00

Send for our Booklet which fully explains the scope of the clipping industry.

We have also lists of firms in every branch of trade in the Dominion, the professions, club members, society, etc., and we are prepared to address and mail circulars or letters to these at any time.

THE CANADIAN PRESS CLIPPING BUREAU,

232 McGill Street, MONTREAL.
10 Front St. East, TORONTO

Never Used a Loose Leaf System?

That is what they all say until they have seen The Briggs Ledger System which saves you from one to five days per month in rendering accounts.

It consists of a ledger, journal, index, merchandise account, and itemized bill heads under one perpetual binding which is so simple that anyone can operate.

Can not get out of order. Has stood the test of years.

Catalog sent upon request.

The Briggs Ledger System Co.,
Limited
75 York St., - Toronto, Can.

THE OFFICE

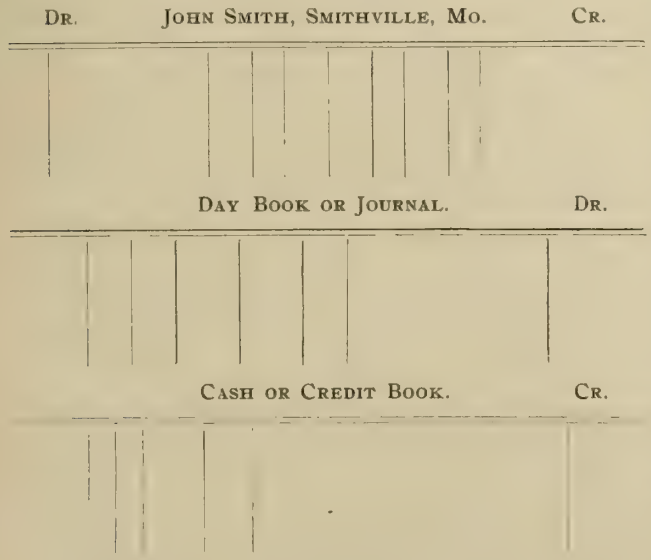
DEVOTED TO THE OFFICE STAFFS OF BUSINESS ESTABLISHMENTS

A SYSTEM OF BOOKKEEPING FOR COUNTRY MERCHANTS.

By Henry C. Nelson, Kansas City, Mo.

BOOKKEEPING is not a new subject by any means; we know that it has been practised and in vogue since the time that mercantile business was started. Of course there are a number of merchants who have taken up a course of bookkeeping and can therefore readily understand its use, but I feel confident that there are many merchants who do not recognize that bookeeping is a necessity towards obtaining success in the business world. The probable reason for the ignorance of some of these merchants is the fact that bookkeeping as taught in the schools and colleges of to-day is too complicated, and they do not feel like spending the time learning the theory. I sincerely believe that if the retail merchants could be interested in a very simple system of bookkeeping which would not require much thought or experience, it would be appreciated and perhaps would induce some of them to keep such records as would show their financial condition at any time.

The system I have in view is very simple, and I believe that the busiest merchant could not give the excuse, substantially, that it would require too much time to operate it. I would use three cards; one would be the ledger card, another a day book, or, properly called, a journal, and the last a credit book, or, in other words, cash book, which is of different color, as follows:



It is about as simple as could be made to get the results which we are after by posting on the day book or cash book each item as it is sold or received, as the case may be; then the only entry required for the time being is made, and at the end of the day a balance can be taken with the cash on hand, showing the exact amount of business done for that day. The ledger could be posted from the journal or cash book either at the end of the day or whenever convenient during the month.

I would also suggest that a separate ledger card be made for merchandise sold for cash and posted the same as an account. This would bring the books into balance without any trouble whatever. As regards the individual accounts that the merchant carries on his ledger, I would suggest that a card for each one be made and each item posted at the merchant's convenience, so that should he be called upon by his customer for a statement of his account he will have no trouble in giving the information desired, consequently it is to his interest to have his books posted up to date.

Now to get at the merchant's financial condition, I would suggest the following system of bookkeeping in connection with the above. Post invoices when goods are received on the cash card, just as if so much cash had been received. When the bill is paid, it should be posted on the journal, just as if so much goods had been sold and taken out of the store; for money paid out by the merchant for bills that are due will decrease his resources that amount. Should he be called upon to render a statement of his financial condition, it will be necessary for him to take an inventory of his stock on hand, then refer to his ledgers, adding accounts that are owing him, together with what cash he has on hand and his balance in bank, his unexpired insurance, and other assets, such as real estate, furniture and fixtures, etc., etc., deducting bills which he is owing for goods and any further existing liabilities.

If the system was operated as above, and books were balanced each month, he could, after taking inventory, which in my opinion would only be necessary twice a year, give a true and complete statement of his financial condition, showing all assets and liabilities, together with his net worth, and there would then be no occasion for any man to estimate his condition when called upon to make a statement of his affairs. It may appear to you now that the system is a little complicated, and I admit it is not perfection as yet, but the idea is there, and I have already installed the system among our customers, and I will make it a point to personally visit these people to see whereby any improvements can be made to make it more simple. There is no doubt in my mind but that this system of bookkeeping, properly installed and properly operated, will prevent many of the failures now recorded.

I have interviewed customers who have requested credit and have inquired is an off-hand way regarding their condition. Some of them have replied, estimating their worth, and have afterwards found out that they were entirely wrong. We had a case in Missouri which I beg permission to cite. The party in question was a good customer and had always met his bills promptly, was con-

sidered honest, although he was not worth very much over and above exemptions. A few months ago he had a very good and prosperous business, and after the busy season he contemplated taking a rest and went on a visit to some of his relatives in Colorado, taking $500 with him, which he thought he could spare. After his return he began to figure how much ahead he was on the season and found out that he had overestimated his profits and had taken $250 more to spend on his vacation than he had really made. Of course it put him in a very embarrassing position, but he reported his affairs to our representative and stated that the next time he wanted a vacation he would first find out how much he could afford to spend. He has since been using our system on our recommendation and considers it a success. He was a man that did not believe in bookkeeping, as he considered it too complicated for such a small business as he had been doing, and although he was honest, the weakness of his condition nearly finished him.

Sometimes failures are due to carelessness and not dishonesty, and a thorough system of bookkeeping will no doubt prevent carelessness in the majority of cases. On every occasion that an out-of-town customers pays us a visit, we take up the system of bookkeeping with him thoroughly, and it is surprising to find how willing they are to learn a system which will prevent errors. In reporting their condition there is no doubt but that many of the statements given to the mercantile agencies are made in good faith, but are entirely wrong through the merchant being obliged to give a hap-hazard account of his condition. In some cases the wholesale house suffers when giving credit to a man apparently in good condition, according to his statement, who afterwards makes an assignment or is forced into bankruptcy.

As I have stated before, I am not satisfied until some improvement can be made on the above system, and any suggestions for its betterment will be a further step towards the common end we all have in view. If we can interest merchants to adopt a system of bookkeeping which will prevent even a few failures, I think we will be amply repaid for any efforts we may make.

"CLOSED FOR LUNCHEON."

THE practice of closing commercial offices during lunch hour, which is general on the Continent and has been largely adopted by houses in Manchester, Glasgow, and other large cities, is now being introduced in London. Last Summer the proposition was made that the warehouses should be closed during the middle of the day, but the suggestion was not taken up very readily. The idea has been revived again, however, and, amongst others, E. & H. Tidswell & Co., of Wood street, are now following the custom, and it is said to be greatly appreciated on the part of the firm's customers as well as the staff. This firm is well-known to readers of The Review through their advertisements, and the adoption of this new idea is quite in line with their progressive business policy.

A QUESTION OF CASH DISCOUNT.

ONE of the subscribers to the Bookkeeper ventilates an interesting question which recently came up for solution in his business. He says:

"Our friend sold to a customer July 1st a bill amounting to $4,286. Terms cash, 10 days, less 4 per cent. The customer remitted $4,000 on account within the time limit. How much discount should we credit to his account? He may settle the balance within the time limit or possibly not for several months."

That is, should the customer be credited with 4 per cent. discount on that amount of bill covered by remittance supposing same had been in full settlement, or is he only entitled to 4 per cent. discount on the actual amount of his remittance?

One authority decides one way—another authority decides in favor of the other. Which is right? Perhaps some of our subscribers might be disposed to favor us with their views on the subject.

THE APPEARANCE OF LETTERS.

A BUSINESS man may well tremble to think of the good or bad impressions being constantly multiplied and sent out from his stenographic department, remarks Mahin's Magazine.

The position of typist is a very responsible one. A business letter is the representative of a firm. If it is slovenly and careless in appearance it creates instant prejudice.

If neatly and intelligently written it inspires confidence and respect.

Only a small percentage of the patrons of most concerns ever come in personal contact with the house. They judge of the firm's intelligence, its enterprise and business management by the smartness and finish of such work as comes to hand.

A typist may look upon a letter merely as something to be done and gotten out of the way, but a letter has a long life. It is filed away and preserved for years. It may be referred to many times. A letter written to-day may be criticised or complimented ten years hence.

It is a mistake to suppose that no one cares or notices when work is well done. It is always noticed; besides, good work is worth while if only for the self-satisfaction it gives.

It is something to feel that one is improving a little every day; going forward, instead of backward; becoming more capable and efficient.

The habit of good work makes everything easier, makes the day pass more quickly, and puts one on good terms with one's self.

A letterhead placed in the machine is merely a sheet of paper, like a piece of white sketching board before the artist.

The operator can make something beautiful of it if she will give it form, expression and character.

A perfect typewritten letter is really a thing of beauty, attractive to the eye and the mind.

EDUCATE THE CORRESPONDENCE CLERK.

PRINTERS' INK says no letter in answer to inquiries should go out of the office without being edited by the advertising manager. After having prepared the copy for the advertisement, the manager knows exactly what he wants to say farther, and the qualities which brought forth the inquiries would bring forth still greater interest. Why should not the correspondence clerk be educated in the art of advertising and so co-operate with the advertising manager?

There is a wonderful advantage in going about your work in a happy manner; and this is easy when you remember that happiness is not the result of conditions, but is a cultivated attitude toward the processes of life.

Leading Canadian Accountants and Auditors

This list is for the purpose of placing retailers, manufacturers' jobbers and other readers in touch with reliable and competent accountants and auditors whose services are so frequently required for such purposes as opening books, adjusting and auditing accounts, arranging partnerships or organizing joint stock companies, devising special office systems, making collections and investigations, handling estates, making valuations, etc.

DAVID HOSKINS, F.C.A.
Chartered Accountant,
Auditor,
Financial Valuator.
207 Manning Chambers, City Hall Sq.,
Toronto, Canada.

F. H. KIDD,
Chartered Accountant, Auditor,
Assignee, Etc.
Room 50, 77 York St., Toronto.

HENRY BARBER & CO.,
Accountants and Assignees.
Offices:
18 Wellington St. E., Toronto, Ont.

GEO. O. MERSON,
Chartered Accountant,
Auditor, Assignee, etc.
Regular and Special Audits.
27 Wellington St. E.,
'Phone Main 4744. Toronto.

JENKINS & HARDY,
Assignees, Chartered Accountants,
Estate and Fire Insurance Agents.
15½ Toronto Street Toronto.
465 Temple Building, Montreal.
100 William Street, New York.

WILLIAM FAHEY,
Accountant and Auditor.
402 McKinnon Building, Toronto.

Cable Address: "Wigwam."
T. G. WILLIAMSON,
Chartered Accountant and Auditor,
15 Toronto St., Toronto, Canada.

This space $15 a year.

This space $15 a year.

This space $15 a year.

LEGAL CARDS.

This list is for the purpose of placing manufacturers, wholesale and retail merchants and other readers throughout Canada, and firms abroad doing business in Canada, in touch with the legal profession throughout the Dominion, for the collection of accounts, legal representation, organization of companies, the arrangement or dissolution of partnerships, or assignments, as well as all other matters of a legal nature.

For advertising rates apply to MacLean Publishing Co., Limited, Montreal or Toronto.

BEATTY, BLACKSTOCK, FASKEN & RIDDELL,
BEATTY, BLACKSTOCK, CHADWICK & GALT,
Barristers, Solicitors, Notaries, Etc.
Offices, Bank of Toronto.
Tel., Main 3813. Toronto, Ont.

JAS. H. BURRITT, K.C.
Solicitor, Notary, Etc.
Pembroke, - - Ont.

D. O. CAMERON, Barrister.
Equity Chambers, Toronto.
Branch Office, Oakville, Ont.

I. L. O. VIDAL.
Barrister, Solicitor, etc. Collections and Commercial Law.
Montmagny and Quebec City, Que.

TUPPER, PHIPPEN & TUPPER,
Barristers, Solicitors, Etc.
Winnipeg, - - Canada.

J. C. HAMILTON, LL.B.,
Barrister, Solicitor and Notary.
McKinnon Building, Toronto.
'Phone, Main 65.

ATWATER, DUCLOS & CHAUVIN
Advocates. Montreal.
Albert W. Atwater, Q. C., Consulting Counsel for City of Montreal. Chas. A. Duclos. Henry N. Chauvin.

Educational Department.

The following institutions for the education of business men's sons and daughters are recommended by this paper:

Be Successful.

There is no doubt that an education helps a man to success.

Why not learn Commercial Book-keeping and Commercial Law.

With a knowledge of these matters the business world is open to you.

We teach them BY MAIL at a very small cost.

Write for our information about our Commercial Course.

Canadian Correspondence College, Limited,
Walter James Brown, LL.B., Principal. TORONTO, CANADA.

Western Business College

Cor. College and Spadina avenue, **TORONTO.**

Thorough courses in Bookkeeping, Stenography, Typewriting and **Penmanship**; individual instruction.

A. J. HOARE, Principal.

St. Margaret's College, Toronto

A Boarding and Day School for Girls.
Thorough courses in every department.
Only teachers of the highest academical and professional standing employed.

GEORGE DICKSON, M.A., Director.
MRS. GEORGE DICKSON, Lady Principal.

Typewriting.

Bookkeeping and Shorthand are sure stepping-stones to success.

Teachers who have had practical business experience teach these branches in

THE WILLIS BUSINESS COLLEGE.

A school of genuine merit. Send for our beautiful catalogue.

S. T. Willis, Principal, Cor. Bank and Albert Sts., OTTAWA.

The Belleville Business College,

Limited.

BELLEVILLE, ONTARIO.

Send for handsome catalogue describing fully all courses

J. Frith Jeffers, M.A., Principal

PRINTING

1,000 Envelopes, good white paper,	$1.00
1,000 Letter Heads, Note size,	$1.00
1,000 Letter Heads, Letter size,	$2.50
1,000 Statements,	$1.50
1,000 Bill Heads,	$1.50
1,000 Dodgers,	$1.25

Send for Samples.

G. A. Weese & Son, 44 Yonge St., Toronto.

YOUR SIGNATURE 50c.

Engraved Fac-simile, and a plate that any printer can use for Exact size of original. Remit P.O. or Express Money Order. Sent in three days. Make your signature in black, dark blue or red ink. We make all kinds of advertising cuts.

GEO. J. SMITH BUREAU, 621 Broadway, N.Y., U.S.A.

$AVE $AFELY

"Safety is the first consideration, and the matter of interest earnings is of second or even third importance."

Depositors who make absolute safety the first consideration are attracted by the exceptional strength of the Canada Permanent Mortgage Corporation, Toronto Street, Toronto. It has the third largest paid-up capital of all Canada's strong financial institutions.

Money

CAN BE SAVED BY MEANS OF AN ENDOWMENT POLICY.

YOU CAN ONLY SECURE SUCH A POLICY WHILE YOU ARE IN GOOD HEALTH.

Pamphlets and Full Particulars regarding the New Accumulation Endowment Policy sent on application.

Confederation Life

ASSOCIATION.

W. H. BEATTY, PRESIDENT.

W. C. MACDONALD, ACTUARY. J. K. MACDONALD, MANAGING DIRECTOR.

HEAD OFFICE, - TORONTO, CANADA.

MANUFACTURERS AND MERCHANTS.

It may be necessary for your staff to have fidelity bonds. We act as surety on such. We are known the world over.

Write to us for terms and particulars.

The London Guarantee & Accident Co., Limited,

D. W. ALEXANDER, General Manager for Canada,

Canada Life Building, - - - TORONTO.

Your Bank Account

Will receive every care if kept at

The Bank of Toronto.

Head Office: - TORONTO.

Paid-up Capital $2,950,000.00

Reserve Fund $3,150,000.00

Total Assets (over) $24,000,000.00

Incorporated 1855.

BUSINESS ACCOUNTS Invited.

SAVINGS ACCOUNTS receive interest every six months.

THE CANADIAN BANK OF COMMERCE.

Paid-up Capital, - - $8,700,000

Rest, - - - - $3,000,000

HON. GEO. A. COX, President. B. E. WALKER, General Manager.

HEAD OFFICE: TORONTO, CANADA.

This Bank, with 109 branches, covering all the principal cities of Canada and the Pacific coast of the United States, and its own offices in London, Eng., and New York, is able to offer to those engaged in mercantile business of any kind unexcelled facilities for any legitimate banking business.

LIST OF BRANCHES:

BRITISH COLUMBIA:

Atlin	Greenwood	Nanaimo	Vancouver
Cranbrook	Kamloops	Nelson	" East End
Fernie	Ladysmith	New Westminster	Victoria

MANITOBA AND NORTHWEST TERRITORIES:

Calgary	Elgin	Moose Jaw	Regina
Carman	Elkhorn	Moosomin	Swan River
Dauphin	Gilbert Plains	Neepawa	Treherne
Dawson	Grandview	Ponoka	White Horse
Edmonton	Innisfail	Portage la Prairie	Winnipeg
	Medicine Hat	Red Deer	" North

ONTARIO AND QUEBEC:

Ayr	Dundas	Ottawa	Stratford
Barrie	Dunnville	Paris	Strathroy
Belleville	Fort Frances	Parkhill	Toronto, 8 offices
Berlin	Galt	Peterboro'	Toronto Junction
Blenheim	Goderich	Port Perry	Walkerton
Brantford	Guelph	St Catharines	Walkerville
Cayuga	Hamilton	Sarnia	Waterloo
Chatham	London	Sault Ste Marie	Wiarton
Collingwood	Montreal	Seaforth	Windsor
Dresden	Orangeville	Simcoe	Woodstock

MARITIME PROVINCES:

Amherst	Canning	New Glasgow	Springhill
Antigonish	Halifax	Parrsboro'	Sydney
Barrington	Lockeport	Sackville	Truro
Bridgewater	Lunenburg	St John	Windsor
	Middleton	Shelburne	

IN THE UNITED STATES:

New York, Portland, Ore, San Francisco, Seattle, Wash., Skagway, Alaska

LONDON, ENGLAND, OFFICE: 60 LOMBARD ST., E.C.

A general banking business transacted. Foreign exchange bought and sold

CAPITAL PAID UP, - - $1,000,000.

RESERVE FUND, - - 1,000,000

The Metropolitan Bank

—DIRECTORS—

REV. E. H. WARDEN, D.D., President. S. J. MOORE, Esq., Vice-President
D. E. THOMSON, Esq., K.C. His Honor Mr. W. MORTIMER CLARK, K.C
THOS. BRADSHAW, Esq.

HEAD OFFICE, - - TORONTO.

W. D. ROSS, -:- GENERAL MANAGER.

GENERAL BANKING BUSINESS TRANSACTED.

Drafts Bought and Sold. Letters of Credit Issued.

SAVING BANK DEPARTMENT

Open at all Branches. Accounts solicited.

FINANCE AND INSURANCE

AS a means of forcing American currency out of circulation, the banks of Edmonton, Alta., have decided to charge a substantial discount on all United States currency passing through their hands, says a western exchange. There is no question that the profit on the coinage in circulation in Western Canada should be made by the Canadian Government, and moreover that the coinage in circulation in Canada should be Canadian coinage. On the other hand it must be remembered that the prevalence of considerable quantities of United States currency in Western Canada at the present time is due to a particular cause, namely, the remarkable influx of settlers from the United States. The whole West has apparently every reason to extend the most cordial welcome to such desirable immigrants; the desire of the business community as a whole seems to be to give the newcomers the full value of their money. It is doubtful in view of the special circumstances whether a wiser course on the part of the Edmunton banks would not have been to invite the local merchants to turn in to them all United States currency coming into their hands. The banks could express it to the United States, and the total expense involved which the banks could charge against the merchants or bear themselves as they saw fit, would be inconsiderable.

* * *

THE annual statement of the Merchants' Bank of Prince Edward Island issued December 31, 1903, reveals the following satisfactory condition of affairs: Net profits for the year were $55,595.57, to which is added the amount brought forward from 1902, $1,187.59, making a total of $56,783.16. From this sum after the payment of two dividends and sundry appropriations the sum of $30,363.18 was transferred to rest account, together with the premium on new stock issued, $30,636.82, making that account now $266,000.00, or $77,781.51 in excess of paid-up capital.

* * *

IT is reported that the name of the company which will take over the assets and property of the Consolidated Lake Superior Company is the Canadian Improvement Company. It will be capitalized at about $40,000,000, which with bond issues of $13,000,000 will bring the total amount of securities of the new company up to $53,000,000. W. L. Bull and J. T. Terry, of New York, and R. Pitcairn, of Pittsburg, are among the leading interests which propose to rehabilitate the old company.

INSURING BANKS AGAINST LOSS.

THE majority of civilized people are already reasonably well posted on insurance, and if the number of insurance agents continues to increase in the same proportion as it has during the last ten years there is reason to believe every mother's son of us will have at least an opportunity of becoming a wiser and better man in this generation.

The latest insurance novelty reported is an association to insure United States national banks against loss; what is more, expert financiers have declared the application of principles of insurance to banking to be entirely practicable. The scheme is to levy an annual tax on the capital or deposits of every bank in the country, the amount of tax to be calculated according to the mortality among banks, and the percentage of probable loss. In this way, a reserve will soon be built up which will be sufficient to meet every loss incurred, pay in full the liabilities of every failing bank, and make good every impairment of capital. Statistics show that if a tax of 3-8 of one per cent. had been levied annually upon the outstanding circulation for the last 39 years it would have been sufficient to redeem the outstanding notes of every national bank that has failed during the same period wtihout having to fall back upon bonds held as security or other funds.

WALL STREET AND THE COUNTRY.

Atlantic Monthly.

OF the many lessons to be learned from recent experience, one of the most obvious is that the outsider should not enter the stock market in the gambling spirit, but only for investment, and then only when he has made a careful study of values of properties and their earning power, and of the conditions which affect the market ..... Other things being equal, two important elements operate upon the price paid for an investment—its safety and the net return paid in interest or dividends. A high degree of safety will contribute towards raising the price of an investment, but the rise in price will render it less attractive upon the other side by reducing the return upon it. For the owner of an investment security and especially for him who has it to sell, a scarcity of safe securities and a rise in their price are acceptable and desirable. For the owner of capital seeking investment, however, an excess of such capital in the market and a high price for securities are an injury, because they reduce the earning power of his capital in whatever securities he may invest it. To meet his needs new demands for capital must be found from time to time, equal to the amount of capital created.....The path followed during the past few years has been the conversion into large corporations of industrial enterprises aggregating about nine billions of dollars. When the earning power of a number of mills or factories could be capitalized into bonds and preferred stocks, a supply of securities could be created which would meet the demand for new forms of investment arising from among those who were rapidly making money under favorable commercial conditions..... This tendency to create securities has undoubtedly been overdone within the last few years. There followed the phenomenon of a mass of

undigested securities which could no longer find the market of a few years before. The public victimized by such were themselves to blame quite as much as misguided or dishonest promoters. If they passed by conservative companies and safe investments to seize upon glittering offers of speculative stocks by mushroom companies who was to stay them or retrieve their errors, so long as those who deluded them kept barely within the line of indictable fraud.....Every new form of financial organization has to pass the test of fire. The ultimate capacity of the joint stock system of organization is still untested. During the past century it has been extended to nearly every form of manufacture and to the complicated problems of transportation by land and sea. It contains, however, other possibilities which have not yet been developed. Among those recently put into practice have been the consolidation of great industries, the leasing of one corporation's property to another, and the control of operating companies by companies holding their securities. Whether these new forms of joint stock enterprise will be successful must be determined by experience. The secret of success here as in the whole of finance, industry and competition in foreign markets is to obtain a given result by the greatest possible economy of capital and of effort.

LOSSES AT BALTIMORE FIRE.

ONE of the chief topics in financial and business circles during the month of February has been the conflagration which raged in the city of Baltimore on the 7th and 8th of that month. It is estimated that the total losses of fire insurance companies in his disaster will be about $60,000,000, making it the second largest fire—as far as insurance los is concerned—in the history of the world, the largest having been the great conflagration in Chicago in 1871. A number of insurance companies will lose from $400,000 to $1,000,000 each—among them being such well-known offices as:

London & Lancashire	$ 400,000
Munich	400,000
Queen of America	400,000
Ætna	500,000
German-American of New York	500,000
National of Hartford	500,000
Norwich Union	500,000
Phœnix of London	500,000
Sun of London	500,000
Hartford	750,000
Commercial Union	750,000
Home	750,000
Northern of London	750,000
Continental	1,000,000
Liverpool & London & Globe	1,000,000
North British & Mercantile	1,000,000
Royal	1,000,000

All the insurance companies having their head offices in Baltimore, with the exception of one, were wiped out of existence, though in most cases it is believed that there will be sufficient assets to meet the claims of policyholders. As their records were destroyed, no reliable estimate of their losses can as yet be made. A considerable number of other companies (in addition to London Lloyds) who were involved in this fire were not licensed to do business in Baltimore, and it goes without saying that such institutions as were operating sub-rosa will prefer to "keep mum" as to the extent of their losses. It is believed, however, that they were heavily involved.

It is interesting to note how the only two Canadian companies authorized to do business in Maryland - the "Western" and "British America"—fared in this conflagration. Their losses are estimated at about $300,000 and $200,000 respectively. These amounts, while large, represent only about one month's income of each of the two companies, the total receipts of the "Western" for 1903 being $3,678,387 and of the "British America" for the same period $2,421,383. In view of the fact that they have been represented in the leading agency in the city of Baltimore for some thirty years, these losses may be considered as moderate. In this connection a Baltimore paper remarks that while the "Western" did about 1 1-2 per cent. of the total premiums (namely, $1,500,000) in that city during 1902—the figures for 1903 not yet having been published—and the "British America" about 1 per cent. the former company's percentage of the total estimated insurance loss in the fire of February 7th is less than 1-2 per cent. and that of the "British America" about 1-4 per cent. This, surely, is evidence of a careful distribution of the risks carried by these companies in the ill-fated city.

The "Western" and "British America" Insurance Companies have been carrying on business throughout the United States for upwards of a quarter of a century—the American business of the former company at the present time aggregating about $2,600,000 as compared with $700,000 premiums received in Canada, while the income of the "British America" in the States is about $1,500,000 and in the home field $500,000.

INSURANCE IN EARLY LIFE.

THE average age at entry of proposers for life assurance is shown by the statistics of all offices, both British and foreign, to be 35. The reason of this is apparent, when it is taken into consideration that few men realise the importance of having the insurable interests in their lives covered, until the fact is pertinently brought home to them by reason of "the hostages of fortune" growing up about them.

When one begins to appreciate the inevitable results of impoverishment that are bound to overtake the family when robbed by death of the bread-winner, and unprovided for by the want of a substantial banking account or an inherited fortune, then the benefaction of a life assurance policy forces itself upon the mind.

It seems a pity, however, that the provisions that can be made, not only for one's prospective family, but also for his own old age by means of the provident protection thus afforded, is not earlier realised.

We have heretofore pointed out the combination of superior benefits that is afforded by long term endowments, and we would again accentuate this impression. In the first place, at a very small additional premium cost over whole life assurance, the policy holder is enabled to terminate his contract with the company, when by reason of advancing age he shall have outlived the calls that would be made upon him by wife and children, to the greatest advantage. Under the conditions of an ordinary life policy, if one wished to acquire its surrender value, he would find that he would do so at a comparative disadvantage as against an endowment.

If young men could only appreciate the thrift in saving by taking out a policy between the ages of 20 and 30 instead of later, they would not hesitate to embrace the opportunity. The London Report.

WHOLESALE DRAPERY COMPANIES IN GREAT BRITAIN.

As the various reports of leading wholesale drapery companies have appeared, we have pointed out how adverse conditions were in 1903 for this class of enterprise. Following the Fore Street Warehouse Company's returns, many very unsatisfactory statements have been issued, one of the worst being that of Rylands & Son, one of the largest concerns of this class. It is evident from this company's figures that it was in the second half of the year that the depression was most severe, and probably this was a typical experience. The profits for the last six months of 1902 were £106,587, for the first half of 1903 £107,156, and for the second half of that year only £81,640. The usual 12 1-2 per cent. dividend is maintained, but only by cutting down the carry forward by nearly one-half. Foster, Porter & Co., Bradbury, Greatorex & Co., and John Howell & Co. all report smaller profits in 1903, the last-named having been on the downgrade for some years. Exceptions to the general rule are Stafford Northcote & Co., and Devas, Routledge & Co., which both announce comparatively good profits. Drapery companies, however, have powers of quick recuperation, but even if this group be ignored there are undoubtedly just now many opportunities for speculative investment in the industrial market.—The London Report.

BANKING AND INSURANCE NOTES.

The Traders' Bank of Canada is erecting a new bank building at Rockwood.

The Royal Bank has opened branches at Westmount, Montreal, and Amherst, N.B.

The Canadian Banks of Commerce is erecting a $20,000 building at Portage La Prairie.

Mr. McArthur, manager of the Sovereign Bank, Hensall, has resigned. He will be succeeded by H. Arnold, of Toronto.

G. M. Patterson, Stratford, has been promoted to the management of a branch of the Canadian Bank of Commerce, Winnipeg.

The Metropolitan Bank are erecting a building at the corner of Dundas and Arthur streets, Toronto to be occupied by the bank as soon as it is completed.

P. A. Curry, manager of the Union Bank, Middleton, N.S., has been promoted to a similar position at New Glasgow. He will be succeeded at Middleton by C. E. Jubien, formerly of Sherbrook, Que.

Clay, Sharp & Co., bankers, Burk's Falls, have been succeeded by the Sovereign Bank of Canada. The Sovereign Bank has also opened a branch at Stanbridge East, Quebec., having purchased the private banking business of Colonel Gilmour.

R. H. Fulton, inspector of the Sovereign Bank, has been promoted to the position of superintendent of agencies. He will be succeeded as inspector by L. P. Snyder of the St. Catharines branch. The bank purposes to erect handsome new offices on St. James street, Montreal.

The Crown Bank has secured premises at 34 King street west, Toronto, which will be entirely remodelled and used both as the head office and office of the Toronto branch. The bank has also secured permanent offices in Ottawa, in the G.N.W. building at the corner of Sparks and Metcalfe streets.

On January 7, 1904, A. E. Ames & Co., Toronto, issued a circular letter to their unsecured creditors proposing the formation of a corporation to be known as the Securities Holding Company, Limited, which should take over the firm's assets and assume all its liabilities. Unsecured creditors were asked to consent to accept stock in the proposed Securities' Company to the full amount of their claims against the firm. Since then a great majority of the unsecured creditors have consented to the proposal and Ames & Co. have formed the Securities Holding Company and transferred thereto all their assets, each unsecured creditor having been mailed a certificate of stock in the Securities Holding Company, representing the full amount of his claim against Ames & Co.

Money Loaned

salaried people, retail merchants, teamsters, boarding houses. Easy payments. Largest business in 50 principal cities. TOLMAN, 517 New York Life Building, Place d'Armes, Montreal.

THE BEST STOCK

TEES DESKS!!!

THE LOWEST PRICES

TEES & CO.

300 St. James St., - - MONTREAL.

WESTERN ASSURANCE COMPANY. Incorporated 1851

FIRE AND MARINE

Head Office Toronto, Ont.

Capital - $2,000,000.00
Assets, over - - 3,333,000.00
Annual Income - 3,536,000.00

HON. GEO. A. COX, President.

J. J. KENNY, Vice-President and Man. Director.

C. C. FOSTER, Secretary.

BRITISH AMERICA ASSURANCE COMP'Y

FIRE AND MARINE.

Incorporated 1833

CASH CAPITAL, $1,000,000.00.
TOTAL ASSETS, $1,864,730.13.
LOSSES PAID SINCE ORGANIZATION, $22,527,817.57.

HEAD OFFICE, - BRITISH AMERICA BUILDING, Cor. Front and Scott Sts., Toronto.

GEO. A. COX, President. J. J. KENNY, Vice-President.
P. H. SIMS, Secretary.

THE AUER GAS LAMP

"Turns night-time into day-time"

NEW MODELS. LOWER PRICES.

We offer you the best made lamp on the market, built scientifically.

We offer you a lamp that will light your store for half the cost of kerosene.

We offer you a lamp that is safer than a coal oil one.

We offer you a lamp which you can sell at a good profit.

No. 25
100 Candle Power.

Do you want the Agency for it?

THEN WRITE FOR
OUR CATALOGUE AND DISCOUNTS.

EVERY LAMP GUARANTEED.

AUER LIGHT CO., 1682 NOTRE DAME ST., MONTREAL.

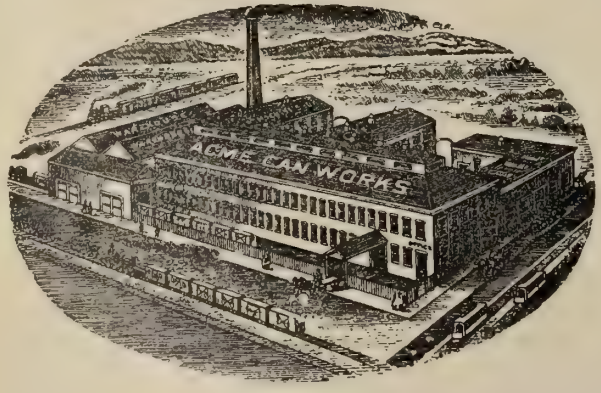
3 in One

Oilright for delicate mechanism, guns, bicycles, etc. "3 in 1" is the ideal lubricant for all oiling purposes. Will not gum, thicken, turn rancid or collect dust. Cleans and polishes and positively prevents rust on metal surfaces in any climate or in any kind of weather, better than furniture polish for veneered and varnished surfaces. Sold by all the leading jobbers in Canada.

G. W. COLE CO.

141 Washington Life Bldg., New York.

If it's made of TIN we have it.



Acme Can Works

make the largest assortment of any factory in America of **TIN CANS** by the latest up-to-date automatic machinery.

We are the **only** makers in Canada of

Key-Opening Meat Cans,
Poultry Cans.

They are our Specialties.

WE SOLICIT INQUIRIES FOR PRICES ON

Baking Powder,
Oil, Syrup, Lye,
Paint, Varnish,
Condensed Milk,
Poultry, Fruit,
Vegetable
} **Cans**

Lard,
Syrup,
Butter
} **Pails**

ACME CAN WORKS,

Ontario Street East, - - MONTREAL, P.Q.

HINTS AND SUGGESTIONS FOR THE HARDWARE CLERK

SCIENTIFIC SALESMANSHIP.

By A. F. Sheldon, of Sheldon's School of Scientific Salesmanship.

IN my study of law, earlier in my career, I came to admire Justinian and Blackstone because they reduced law to an organized science. I don't claim to class myself with Justinian and Blackstone, but I have come to recognize that there are definite laws that govern salesmanship and that salesmanship can be reduced to a science. A violation of all the laws of scientific salesmanship inevitably leads to failure in business; a violation of some of those laws results in imperfect success; an observation of all the laws leads to unqualified success. In reducing salesmanship to a science, we learn that there are four classes of salesmen: Retailers, who sell to the public, wholesalers, who sell to the retailers; specialty salesmen who sell insurance, nursery stock, etc., direct to the customers, and promoters, who make perhaps a million dollars in a single deal.

A business institution is a composite salesman of which each individual is a part, and the condition of the balance sheet at the end of the year depends upon the effectiveness of each member. Salesmanship is more than the mere disposition of goods. It is, in its broad sense, the sale of goods for profit. More specifically expressed, salesmanship, in the abstract, is that power, born of the combination of positive qualities, mental, moral, spiritual and physical, which enables him who possesses it to successfully persuade a large proportion of those whom he solicits to purchase at a profit that which he has to sell. Four factors enter into every sales transaction: The salesman, the customer, the article to be sold and the sale itself; and a combination of basic laws, truths and principles enters necessarily into these four factors.

In speaking of the salesman, I put emphasis on the man, for it largely follows that if you take the man right the sale will take care of itself. You gentlemen before me know that it is not always easy to get the right kind of man, but I am here to tell you that if you cannot get the man you can make him. The two foundation stones of success in a salesman are character and health.

By character I do not mean negative goody-goodness, but rather that magnetic force, that real manhood, born of the combination of positive qualities, mental, moral, spiritual and physical, the natural product of which is the ability to persuade. By health we mean more than the ability to eat three square meals a day, or mean the harmonious condition of the triune man, body, mind and soul, which enables the physical organization to perform its functions properly, and which promotes the development of positive qualities to a marked degree. The development of these qualities rests on the bed rock of education; not necessarily a college education—a good thing, get it if you can—but in a larger way upon education in the school of hard knocks. Education is a drawing out of man's latent faculties and qualities; it is knowledge mingled with experience; it makes the man who not only looks, but sees; who not only hears, but understands.

Character building from which is born the power to persuade, depends upon concentration and self analysis. We should analyze ourselves and discover our own weak spots. In this analysis we must consider body and mind and soul and recognize that each is composed of positive faculties and qualities, and must sort these like apples, the good from the bad. The good qualities are the positive qualities and the bad qualities the negative. Reason, a positive quality, has for its negative unreason; judgment and the lack of it are opposed; faith is contrasted with doubt, courage with fear, strength with weakness, health with sickness. In building up the positive faculties, such as I have named, is created the power to persuade. It can be done. A vein of all positive qualities exists in greater or less degree in each individual, and this vein can be broadened.

After the salesman has studied himself he must study his customer. The knowledge of men is what gets orders. We cannot go into phrenology and physiognomy, but we can study decided types. We can get to distinguish instinctively the looker from the thinker. We can learn to know what people we can lead and whom we must drive. We must learn intuition; how and what to do, so that, as David Harum says, we "can do it fust." It is a law that intuition develops in direct proportion to one's other positive qualities. Women, as a class, excel in intuition, because they have their moral and spiritual faculties more highly developed than men have. My work has brought me in contact with some of the world's greatest men of business, and I have found them without exception perfect batteries of moral and spiritual power. This study of the customer makes the difference between the order taker and the salesman. The order taker hands to the customer something that the customer has sold himself; the order taker does not sell anything. It is the salesman who sells, and he does it by approaching the customer through his intellect and his emotions.

The true salesman makes a logical, complete analysis of every article to be sold, picks out the salient features and arranges them so that they will appeal to the mind of the customer. When you have taught your clerks to do this you have done much to make salesmen out of them. The day of the success of human wind mills or walking talking machines has passed. It's the solid man who sells the goods—the logician. Every time the successful salesman opens his mouth to talk he really says something.

The mental law of sale necessarily goes through four processes: First, attention; second, interest; third, desire; fourth, resolve to acquire. This law is explained as follows: Attention properly sustained changes into interest; interest properly intensified becomes desire; desire made strong enough is changed to the resolve to buy.

Advertising is the fire under the boiler of business, and if you wish to make the business you must make the advertising hot. The man who advertises a little says it doesn't pay, is like a man who built a little fire of kindling wood under a great tank of water, and when it didn't heat declared that fire wouldn't heat water.

From what I have said you will agree with me that we don't want machines behind our counters. We want salesmen, not order takers; we want people who can secure attention, arouse interest, create desire and transform that desire in the customer's mind into a resolve to buy. Show me the man who knows the commercial value of the good, old-fashioned virtues, who analyzes himself, who makes a logical analysis of the article he is selling, who has a degree of intuition and has made a study of human nature, and who adds to these qualities the admirable ability to hustle, and I will show you a successful salesman. Genius is energy intensified. If we can only ake our employes love labor for labor's sake, mix brain stuff and soul stuff with their work, we will broaden their characters and make them efficient factors in our business success.

A Power as an Educator.

A CLERK should thoroughly understand his business; then should find out what the customer wants and give him the best thing for the purpose,''' writes Terence F. Curley, the New York cutlery manufacturer. ''Oftentimes a customer thinks he wants one thing, when really something else would be better for his purpose. If the clerk will understand his business sufficiently to give the customer this knowledge, he will have made a life-long customer as well as a life-long friend. In old times it used to be necessary for a clery to understand his business, and the customer relied almost entirely on his judgment. In all instances we would request that the best quality be given the customer, particularly if he asks for it. We would think it was a clerk's duty to know.

'' Last spring the writer was in Milwaukee, and he went into one of the department stores and asked to buy a knife, telling the lady in charge that he wanted a good article regardless of cost. After consulting two or three other lady clerks and one or two men she produced a knife. I asked her what was the price. She said $2. She was then asked if it was a good one, and she said she did not know. When asked if there was anybody in the establishment that did know, she said there was not. Now, such salesmanship as that we think uneducates the public instead of educating them. In former times, anything of that kind could not occur in a first-class establishment, otherwise it would have been advertised so that the business would be ruined. On the princile that ignorance of the law will not exempt one from penalty, we think ignorance of one's business should not either.''

A Hardware Merchants' Regulations.

A MERCHANT handling hardware, stoves, implements and furniture has used the following code of rules in his store for some years. He says they cover the ground satisfactorily

Obeserve the strictest honesty to all concerned.

Give ''down'' weight, but no more. One ounce too much is 1-16 of a pound, a margin of some importance.

Never speak evil of any one, least of al a competitor. Observe the utmost kindness to every patron, rich or poor, young or old.

Don't be too hasty in guaranteeing good—better underrate than overrate. One recommendation from a customer is better than two from a clerk. If you show a well suited customer it is a good idea to mention his or her name, especially if the person named bears a good reputation and is popular in the community.

When the proprietor is selling, or trying to sell, anything to a customer keep away from his as much as possible, so that he may give his undivided attention to the sale. If it is absolutely necessary to approach him for information or advice cut the matter as short as you can. During his engagement with a customer be as attentive to other patrons as possible.

If a claim is made for defective goods turn the matter over to the proprietor, unless you are absolutely sure the claim is just. Never give a patron a disagreeable answer because he wants his just dues.

In making charges in the day book be sure and itemize each article, number and quantity, for example: 2 kegs 10 penny nails, 1 eight-inch hasp, etc. Never enter a charge as ''merchandise''; always itemize.

Be prompt, be clean and neat. Don't get smart and know too much. A customer likes a smart clerk, but not a ''smart Alec.''

Never take a lamp or lantern into the oil room. Don't sell gasoline after lamplight. Don't allow a customer to stand by and smoke while you are weighing out powder or measuring gasoline.

When a man employs a clerk he shows that he has confidence in the one employed. It would therefore be a breach of confidence ever to mention or refer to the private affairs of an employer, even after resigning from his employ or in the event of discharge. Breach of confidence is never honorable under any circumstances. '' A still tongue maketh a wise head,'' and a trustworthy clerk maketh a glad employer.

These rules are framed to avoid talk or discussion, so that a rule can be referred to instantly and without any conversation. If a rule is referred to in the presence of a customer make no reply. Harmony is very desirable.

Clerks Who Attend to Business.

NO clerk who expects to be a success will be lacking in self-respect, says a writer in the Commercial Bulletin. He is lacking in self-respect if he is one of those who are continually trying to work the travelling salesman for extra favors. While the travelling salesman may grant such concessions as a matter of business policy, the opinion of that clerk which he carries away with him is not likely to be favorable.

In the many stores I visit I run across all types of clerks. I can count on my fingers the clerks who have the stamp of real business men and are developing fast. There are many indifferent clerks in those stores who seem to care little about the future. Then there is the big group which is always looking for the treat and seems to attend to business when it has nothing else to do.

It is always easy to pick the clerk who has the right idea. He is there to make money for the store and he shows it in his actions. He is the kind of a clerk the traveling salesman likes to treat, but he is not one of the kind who do business on treats. He wants to know about your goods, why they are better values than others, what their strong selling points are, and the profit they pay.

I have universally found that the clerk who is constantly suggesting free cigars is the poorest kind of a clerk. Instead of attending to business he is hanging around the visitors and ''joshing'' after his style. He completely loses sight of the fact that by showing a little more self-respect and dignity he could lift himself several notches above his present condition.

By endeavoring to make himself more of a business man and a little less of a grafter he would make friends that might be of use to him, where on his cheap grafting basis he actually damages his prospects.

Among the salesmen with whom I have a close acquaintance is one man who has considerable trouble with these grafting clerks. In a certain store which he visits regularly he was told not long ago that unless he ''set up'' the cigars his goods would be boycotted. In another store he was asked to contribute a certain amount of money for some ''blow-out'' the clerks were giving and the gentle hint thrown out that failure to do so would put the clerks at work on another brand of goods.

Now, that is a fine thing, isn't it? Here are clerks paid to sell goods purchased by the proprietor. The proprietor buys them because he considers the quality is what he wants and the price right. But here is an outfit of clerks who propose to ''knock'' certain goods regardless of the interest of the proprietor, if their demands are not granted by the salesman.

In some cases the proprietors themselves are to blame. I have seen enough of the bad results from this grafting to convince me that I would allow none of it in a store of mine. The clerk who keeps away from it wins in the estimation of people who are in a position to do him good.

ARMS AND AMMUNITION

Highest Quality Goods
Rock Bottom Prices

KINGS SEMI-SMOKELESS POWDER

KINGS SMOKELESS POWDER

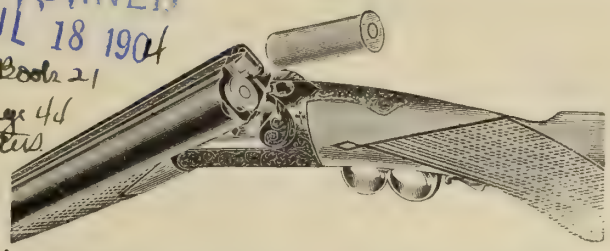
RETURNED JUL 18 1904

FULL STOCK OF

PETERS CLIMATIZED LOADED SHELLS

LEAGUE BLACK POWDER.
REFEREE SEMI-SMOKELESS POWDER.
IDEAL SMOKELESS POWDER.

YOU NEED THEM.
WE DON'T KEEP THEM.
WE SELL THEM!
LEADING CRACK SHOTS WILL HAVE NO OTHER.



THE IDEAL (ST. ETIENNE)
THE ONLY
REAL HAMMERLESS
DOUBLE BARREL GUN.
HIGHEST QUALITY AND BEST ALL-ROUND GUN ON THE MARKET.

HAS YOUR CARTRIDGE BUSINESS BEEN SLOW? IF SO, MAKE IT PAY YOU NOW---STOCK PETERS CARTRIDGES

REMEMBER
PETERS METALLIC CARTRIDGES ARE LOADED WITH KINGS SEMI-SMOKELESS NON-CORROSIVE POWDER.

LARGE VARIETY OF GUNS and RIFLES AT ALL PRICES.
TRY OUR MAIL ORDER DEPARTMENT.
IT WILL PAY YOU.
ORDERED BEFORE NOON, SHIPPED BEFORE NIGHT.

YOU SECURE BETTER PROFITS. YOUR CUSTOMER BETTER GOODS. WE KEEP CHEAPER GRADES OF AMMUNITION, BUT PETERS IS BEST.

THEY COST NO MORE THAN THOSE LOADED WITH BLACK POWDER.

OUR SPORTING GOODS CATALOGUE FOR THE ASKING.

IT'S UP TO DATE.

SEND US YOUR ORDER NOW.

The CANADA HARDWARE CO., Limited

Salesrooms:
10 DeBresoles Street,
Off St. Sulpice Street.

MONTREAL.

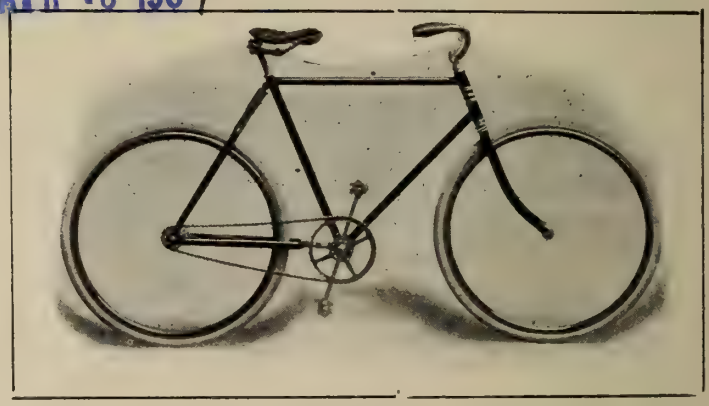
Warehouse:
43-45 Common St.

SPRING HARVESTS

RETURNED
APR -8 1904
Cut Book 17
Page 77
Cus.

Spring is the Harvest time for merchants and poets. A Hardware Merchant, if he has a good stock of new Cushion Frame Bicycles and Accessories on hand, is bound to have a Spring Harvest. Especially will this be so in the coming year, when the whole of America has turned its eyes of favor on the bicycle as a means of social outings, combining fresh air with exercise.

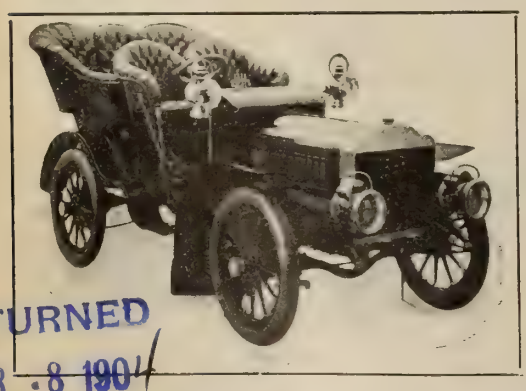
RETURNED
APR -8 1904



This renaissance is chiefly due to the

"CUSHION FRAME"
"Massey-Harris" and "Cleveland" BICYCLES

Selling bicycles is a clean, profitable business. Selling our wheels is as easy as "rolling off a log." They're world famous – are the standard everywhere. Get an up-to-date stock of bicycles with the cushion frame and new **Morrow Coaster Brake** and let the people see them. Our advertising will sell them for you.



RETURNED
APR -8 1904

THE NEW AUTOMOBILES.

The Automo iles we sell are considered to be the best manufactured anywhere. Judge for yourself. Here are their names –

Ivanhoe	Thomas	Packard
Peerless	Ford	Auto Car
	Stevens' Duryea	

WRITE FOR CATALOGUES

The Canada Cycle & Motor Co.
Limited

Head Office and Works,

TORONTO JUNCTION.

SPORTING GOODS AND FISHING TACKLE

ONE DEALER'S VIEWS AND METHODS.

"BEYOND question sporting goods properly belong to the hardware dealer's stock in trade and are among the most profitable lines he can handle," said a progressive retailer a few days ago.

"Practically every hardware man in Canada sells guns, rifles, ammunition, etc., but according to all reports some retailers have not yet taken up the sale of other kinds of sporting goods, which I have found to be even more profitable than the lines mentioned.

"Possibly the reason why some dealers have not carried sporting goods is because of the detailed, specific attention necessary. They may feel that the profits do not make up for the great amount of attention necessary in order to develop the line. Such men would not make good miners. The sporting goods department is like an undeveloped mine; it must be opened and developed, which means that time must be given and expense entailed before business can be expected. Moreover, one must be prepared to study this department as one would study others; that, for instance, of builders' tools. The fisherman, the baseball player, the tennis enthusiast, the huntsman, all know what they want and have learned to distinguish the good from the poor, so cannot be lead to purchase inferior goods at the price of the better quality.

"This entails study which will enable the dealers to buy right and to meet on equal terms of knowledge and interest the various purchasers whom he hopes to attract.

"I have found my customers always ready to give me their advice and help. One of them is particularly helpful. He writes to the Toronto and Montreal sporting goods houses for their catalogues. These we go over together to find out if they are offering any lines which I have not got in stock and which he thinks could be sold in our town. If we find any such lines I start in at once to secure these lines at the best possible price, always taking care to have the quality up to that advertised by my competitors in the cities, the catalogue houses. I find that in nearly every case I can buy at a price which enables me to sell at or below the quotations made by them and to still have a good margin left for myself. The good friend who thus helps me out in buying is an ardent fisherman and huntsman and follows various games. So by coming in such close touch with him and by supplying him with any goods he wants at cost, I have a customer who sends many people to my store and who gives me such help that I am able to withstand any competition from outside.

"Another feature of my sporting goods business, which I think should be noted is, that I have trained one clerk in particular to keep as closely in touch with the line as he can. In addition to his study of the sporting goods stock he is, like myself, always on the lookout for business in the line. Whenever a meeting is called to organize an athletic club he makes a point of being present (sometimes we are both there) and of taking such an interest that he is generally put in office or on the executive committee of the organization. While this helps us in getting many orders, we make it a rule not to take an order unless we can meet the price, quality considered, of other competitors. Thus do we establish a reputation for being progressive and at the same time fair and reasonable. By creating the impression that we do not want more than our share we get pretty nearly everything that is going, as none of the other hardware dealers in our town have made any study of the sporting goods trade. I find this line one which is greatly assisted by advertising and window display.

"When base ball is booming in our town and great interest is centered in the game to come off in a week or so, we generally draw attention to our base ball goods and it is surprising in some cases to learn how much of the cheaper class of goods is bought by boys who have become so enthusiastic over the game that they must have a mit and a bat of their own. The same rule applies to nearly every game which becomes popular.

"We have a special cabinet for our guns. This stands somewhat over 6 feet high and has a glass door reaching almost to the top. In this the guns and rifles are suspended with the stocks up and so arranged that they can be taken out, without trouble, to show a customer. We keep here all the year round one of each kind of gun or rifle which we sell, and while the great bulk of business is done in the Fall, we get orders at all times of the year. The athletic goods, such as lacrosse sticks, base ball bats, etc., we only carry during the season, when we keep them on a stand in the centre of the store."

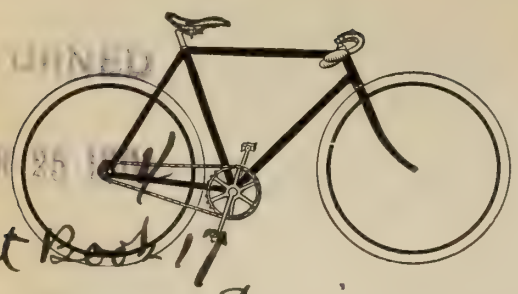
The Bicycle Breeze.

By C. J. A.

IT does appear to be a fact that the Anglo-Saxon people throughout the worlh follow similar vogues in their seasons. The bicycle came to America from England, and it soon became the vehicle of utility and pleasure both in the United States and Canada, and a prosperous trade was built up in the manufacture of machines. In the end America became the real home of the modern wheel and the manufacture was brought to such perfection in Canada that Canadian bicycles are to-day ridden by the vast majority of wheelmen in Australia and New Zealand. But the bicycle did not hold its vogue. The English people took to pedestrianism and the snub the home authorities gave the wheel as a means of transportation was taken up by the Colonies and our cousins in the United States. The consequence was that the bicycle suffered a loss of popularity and the manufacturers had to sit in a calm and await the springing up of a fresh bicycle breeze. The hardware men enjoyed the calm as little as anybody else.

Well, the breeze has sprung up. The big manufacturers report a steady increase of sales; bicycle stories are being written into the literature of the day, particularly by Sir Conan A. Doyle, and above all, the needed improvements have been found in the cushion frame and the coaster brake.

It is no wide guess to say that the timid and easily tired who were not tempted to ride a wheel in the very height of its vogue will take to the bicycle this season. It is no longer a strange conveyance along the country

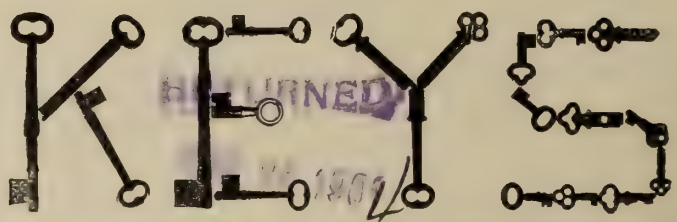


BICYCLES

Eagle
Samson
Favorite

Sundries and Tires.

Largest stock and . . assortment of keys in the Canadian Trade.



Our New Key Assortment

(No. 2.)

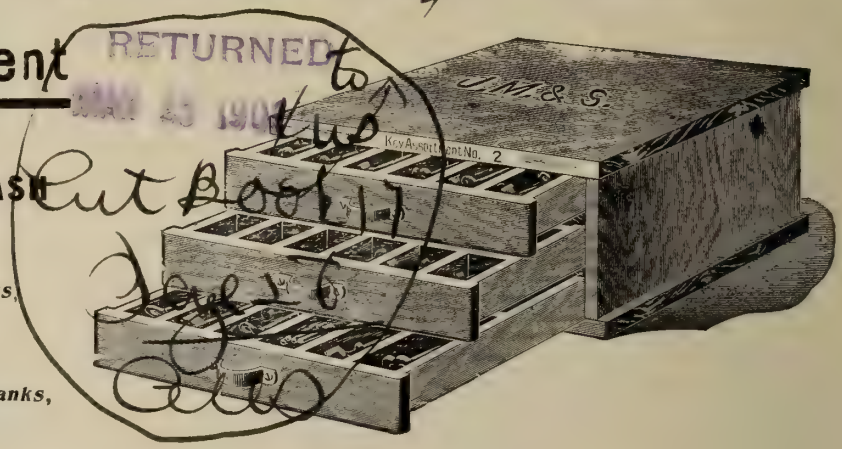
PRICE, **$7.25** NET CASH

CONSISTS OF 3 GROSS KEYS, ASSORTED.

Till, Chest, Cabinet, Trunk and Wardrobe Keys, German Silver Blanks.

Corrugated and Paracentric Lock Keys.

Malleable Iron, Brass-Plated Door Keys and Blanks, with Cabinet.



Assortment No. 3. This assortment is similar in character to our No. 2, except that there is only one tray and this has a lid with hinge and hook. The assortment consists of one gross of Keys of the most popular patterns. Price, No. 3 Assortment, **$2.50 each.**

SPECIAL SPRING OFFER. We will prepay express to any point in Canada upon orders sent before April 15th.

CANADIAN DISTRIBUTORS.

Shelby Seamless Tubes

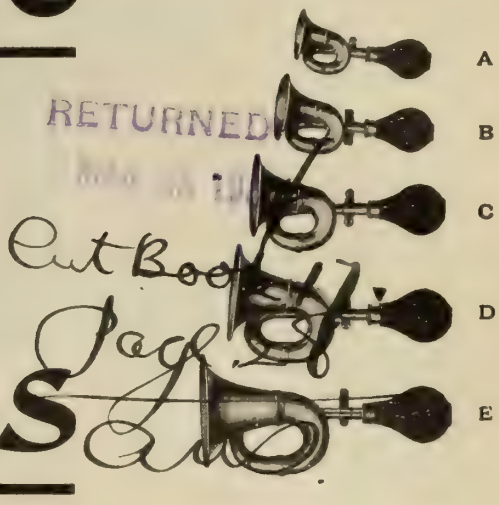
We carry a stock at both our Montreal and Toronto Warehouses, from $\frac{1}{4}$" to 3" O.D., and from 22 Ga. to $\frac{1}{4}$" wall, more than 125 different sizes, and supply anything required to special order.

John Millen & Sons

Montreal and Toronto.

Automobile Material and Accessories

VOLIER HORNS



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We carry a stock of parts including Chains, Sprockets, Hubs, Spokes, Rims, Spark Plugs, Coils, Batteries, Dynamos, etc., etc.

CANADIAN REPRESENTATIVES

The Badger Brass Mfg. Co.

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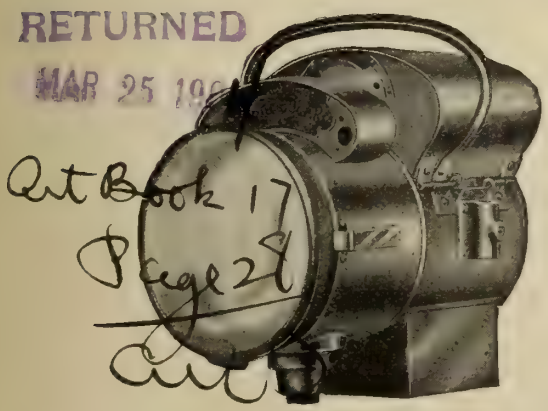

SOLAR
ACETYLENE GAS
CYCLE
MOTOR CAR
SEARCHLIGHT
LAUNCH

Lamps

OIL, SIDE AND TAIL LAMPS

"The Evening Dress for Automobiles."

John Millen & Sons

Montreal and Toronto.

roads for horses to shie at and dogs to bark after. The bicycle is as common on the well beaten highway as the four wheeled vehicle. And it is to-day a more easily propelled machine than ever before. The cushion frame, an attachment built into the rear part of the frame under the saddle, provides an air cushion that takes up the jar, which on the old rigid frame, made the rider uncomfortable on his seat

The coaster brake is a device serving a variety of purposes. It detaches the sprocket, and allows the wheel to spin while the pedals are idle. It is a brake that will bring the bicycle to a dead stop if either pedal be pressed backward. It is not an automatic attachment that is liable to act at inconvenient times. A rider never has to lift his feet off the pedals, so that he may rest from pedaling and the bicycle will run along under its own momentum. By actual experiment it has been shown that a rider may go a mile on a level road and pedal only from two-thirds to three-quarters of the distance—so greatly does the coaster brake assist the going.

Of course every hardware man knows what are the prospects for new sales of bicycles in his district and he may rest assured that prospective sales will be realized because the revival of the bicycle vogue has been anticipated by a hot campaign of advertising. The American companies are buying space and advertising matter is going freely into Canada through the New York mediums. But a glance at the American wheel of to-day awakens a Canadian to a surprise.

The best known make of American wheel is this season without the cushion frame and it can show only an alleged improvement in a device that adds greatly to the weight of a machine without increasing its durability or aiding the simplicity of its construction. The cushion frame is a patented device that is not available to all makes. The biggest company in Canada, however, holds the right to equip wheels with this latest improvement.

IVER JOHNSON
AUTOMATIC
REVOLVERS

RUSSIA and JAPAN
large consumers of
Iver Johnson Revolvers

They are both quick to recognize the value of a good Arm large or small, hence, are large consumers of our product.

A reliable weapon of defence that can be absolutely depended upon, and which cannot be accidently discharged, appeals to

All People of All Nations.

Send for Catalogue of Bicycles and Fire Arms.

IVER JOHNSON'S ARMS & CYCLE WORKS,

New York Office, 99 Chambers Street. FITCHBURG, MASS

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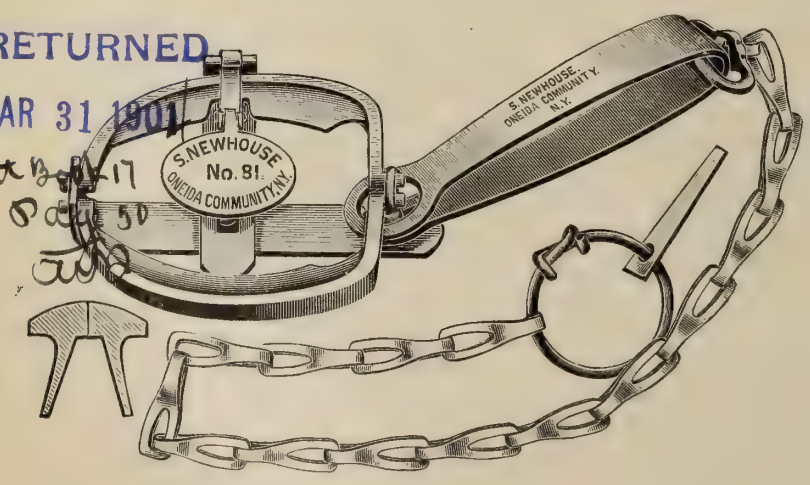
MAR 31 1901



Webber Jaw Newhouse Trap.

THE Oneida Community, of Kenwood, N. Y., manufacturers of the celebrated genuine Newhouse and other traps, have specially made a webbed jaw steel trap to prevent the loss of skunk and other animals that gnaw off the under part of the foot and leg, thus freeing themselves. When the jaws of the trp close on an animal's leg that portion below the jaws soon becomes numb with little or no feeling and so many animals gnaw the foot away to under side of the jaw with the result if the bone is broken they escape. The Webbed Jaw makes an escape of this kind impossible and the attention of the trade is called to it. The illustration, No. 81, gives a good idea of the trap, but if you will mention this paper and write the Oneida Community, Niagara Falls, Ont., for their circular describing this trap, it will be sent free. While the trap shown here is No. 81, it is not a large trap, but is numbered to keep from conflicting with numbers of their other make.

Bicycle and Auto Supplies.

JOHN MILLEN & SONS, Montreal and Toronto, are paying great attention at present to bicycle and automobile accessories. They carry in their warehouses at both cities a full stock of parts, including auto chains, sprockets, hubs, spokes, rims, spark plugs, coils, batteries, dynamos, etc., of "Eagle," "Samson" and "Favorite" bicycles, sundries and tires. They are Canadian representatives of the Badger Brass Mfg. Co., and carry their solar, acetylene, cycle, motor car, searchlight, launch lamps, also Canadian distributors for Shelby seamless tubes.

These lines are, in many cases, new to the hardware trade. In fact, automobile supplies will probably never be carried in the villages and smaller towns. Yet the line is one that is bound to grow in importance for several years and it is a line that hardwaremen who are striving to keep abreast with the times should know everything about. Bicycle accessories are now as much a hardware line as door knobs or nails, and the trade should be supplied with repairs for all the popular bicycles. For this reason hardware retailers should make a point of securing the catalogue or other literature offered by John Millen & Sons. These should be studied with a view of stocking the most staple of their lines and with a view of keeping them as a work of reference in these lines.

Hardware and Metal

When an Apple Drops

from a tree it always falls faster the last second than it does the first—and the farther it falls the more speed it acquires and the harder it hits the ground.

And the longer your ad runs in the HARDWARE AND METAL the more force it acquires and the harder it hits.

In these days of keen competition it is usually necessary to hit hard to make an impression.

Which means that you must often keep your ad running a long time before it "hits" some readers.

Every ad that appears in these columns has the force of all previous ads behind it—and with each consecutive insertion YOUR ad hits harder.

The first time your ad appears it does not do as much good as the second time—and the second time it is not so effective as the third time.

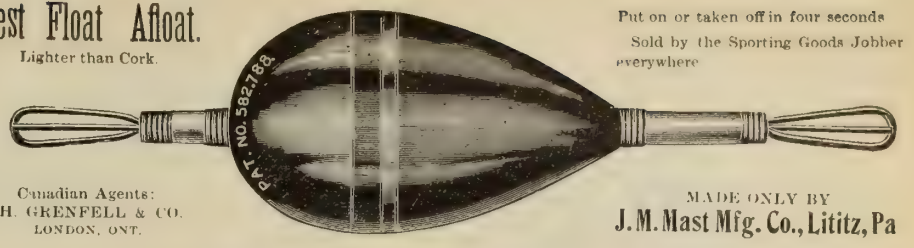
"Appearances" count for a great deal in advertising.

Hardware and Metal

Montreal and Toronto.

Best Float Afloat.

Lighter than Cork.



Put on or taken off in four seconds

Sold by the Sporting Goods Jobber everywhere

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E. H. GRENFELL & CO.
LONDON, ONT.

MADE ONLY BY
J. M. Mast Mfg. Co., Lititz, Pa

H. & R. SINGLE GUN AUTOMATIC AND NON-EJECTING

12, 16 and 20 Guage.
Steel and Twist Barrels

Superior in Design, Workmanship and Finish, and the most popular Gun on the Market.

Simplest "Take Down" Gun Made

HARRINGTON & RICHARDSON ARMS CO.
Also makers of H. & R. Revolvers.
Catalog on request. Worcester, Mass., U.S.A.

CELEBRATED HEINISCH SHEARS

Tailors' Shears,
Trimmers' Shears,
Tinners' Snips, etc.

ACKNOWLEDGED THE BEST.

R. HEINISCH'S SONS CO.

NEW YORK OFFICE, 155 Chambers St.
NEWARK, N.J., U.S.A.

BUY THEM NOW.

IVER JOHNSON

SINGLE TRIGGER, SEMI-HAMMERLESS, TOP SNAP and CHAMPION GUNS.

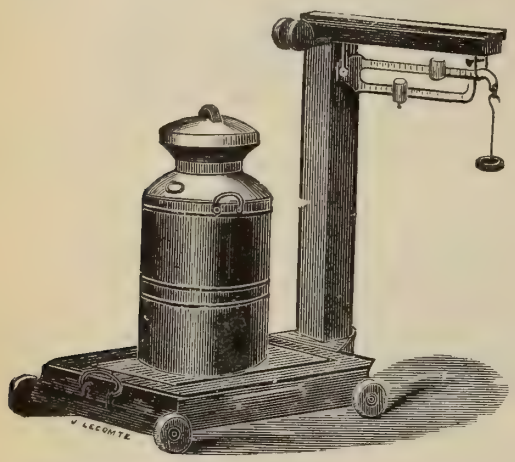
STEVENS' HAMMERLESS GUN.

Stevens'

HAMMERLESS GUNS.

BEST GOODS **RIGHT PRICES**

E. F. WALTER & CO., 166 and 168 McGill St., Montreal



Scale Designers and Makers

For 37 years we have been engaged in the manufacture of Scales, making Scales of every description. We design and make Scales for special purposes. We invite correspondence.

REPAIR WORK is attended to by us with the utmost fidelity. Whenever you have a Scale, no matter how delicate its character may be, write us. Be very slow to entrust costly scales to incompetent or careless people.

Fyfe Scale Company,

Corner St. Paul and St. Peter Sts., MONTREAL.

PHONE, MAIN 2447

CONNOR'S O. K. Rotary Washer.

NO EXPERIMENT BUT A TRADE WINNER.

THE EASIEST-WORKED SMOOTHEST-RUNNING ROTARY WASHER MADE.

Write for catalogue and prices on washers and wringers.

J. H. Connor & Son,
LIMITED
OTTAWA.

BRANCHES:
Montreal, Delorme Bros., 15 De Bresoles St.
Toronto, 98 Front St. E.
Winnipeg, 528 Main St.

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MAR 22 1904
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THE ADVANTAGES OF SYSTEM.

By Frank B. Gregg.

IN this progressive age if we would be in the forefront we must first, last and always have an aim for organized work. The politician when he starts a campaign believes he can almost see the end from the beginning, because he has his forces well organized. All trusts and combines are conducted on the basis of united and systematic effort. Not only the large enterprises of the world, but the small ones that are successful prove to be so because monster minds have studied and worked out a system that lesser minds must execute. Despise not the day of small things, for from very small and seemingly insignificant beginnings have sprung the mammoth enterprises of the world. What is the solution of the question of marvelous growth as manifested in our postal service, banking, railroads, telegraph, telephone companies; in fact, business of all kinds? It may be summed up in one word—system.

The object of system is to facilitate work and save time and money, therefore when any system is so arranged that it creates more work and detail and adds to the expense of running a business it is a case of too much system. System is only good when it helps you accomplish the same or better results with less work than before. It is doing the right thing at the right time, and in a way that it will stay done. Get the thing done. The tag ends of unfinished business are time consumers; they drag on, they multiply, they take ten minutes to do if they are done to-day, two hours if they are done to-morrow. Get the thing done. Finish it. Keep your eyes off the clock. Keep your interest undivided. The new problem will be the more easily tackled when the old one is out of the way. System stands at the door and desires admittance to every interrupting detail. System sees that every facility is at hand, at the finger's end. System keeps things from you until you are ready for them. Create your system as you go along. When by no fault of yours a thing goes wrong it is a symptom that there is a lack of system. Sit down then and there and devise a system which will insure that that particular thing will never go wrong. Don't wait until tomorrow to devise the system. There is satisfaction and success in a finished article. There is danger and delay in even an unfinished detail. Proceed calmly, forcefully, quickly, but not hurriedly; get the thing done.

A business run without system reminds me of a wagon run without grease. It runs hard, wears the bearings, makes lots of noise, and sometimes gets a hot box and has to stop altogether. But a little oil of system applied judiciously to the right place stops all the trouble. But what would you think if a man had a wagon with a hot box and would commence rubbing grease on the wagon bead instead of on the axle? You would think that he did not know his business. Well, some merchants do just such foolish things, for when goods don't sell they jump on the salesmen instead of getting after the man who buys the goods that won't sell. But if they would just stop and think and apply a little of the oil of system to the buying of goods, the old wagon would move off as quickly and smoothly as an automobile with ball bearings and rubber tires. System is very necessary to know when to give it, where to apply it and size of the dose.

What retail hardware dealers need are systems that will help them buy the right goods at the right time, in the right quantities and at the right prices. Systems that will help them get their goods opened, checked and marked and put away, in such a way that they will be displayed to advantage, that the marks will stay on, and that the goods will not get damaged after reaching their proper place in stock. After getting a stock well bought, properly displayed, the hardware man must think out all kinds of schemes for letting people know what he has to sell, what his prices are, what the good qualities of his wares are. He must make people think they need and must have his goods, and when you convince a man that he needs what you offer he will very soon find the means of possessing it. The dealer must think out the methods, the manners of serving his customers quickly and satisfactorily after they have been induced to come to his store, and right here let me say that the future trade of this new customer depends very largely on the treatment he receives on his first visit. Treat him right the first time and he is easier to sell to the second time. Treat him right the second time, and each succeeding time the same, and he will soon become one of your best advertisements.

After gaining customers you must find a system for caring for the cash left by these customers. Systematic ways for looking into a man's standing before you grant him credit, and, which is much harder, systematic ways of collecting them when due. And very much of a man's success in running a store depends on how good a collector he is. Don't be afraid to ask for your money when it is due, or in letting a credit customer know that you will expect him to pay according to agreement, and always have some definite time agreed on for settlement.

MEN OF ABILITY IN DEMAND.

THE demand for the first-class men in all walks of life is greater than ever before, and never were the opportunities "at the top" so numerous or so inviting as to-day, says the Metal Worker. By first-class men we mean not merely brilliant men, but those who possess real ability, united with good judgment, thoroughness and the faculty of leadership—men of character and purpose. Youth is no longer a bar to the higher places in the business or professional world. The young man who, in a subordinate position, displays ability, zeal and energy, recommends himself for advancement irrespective of the number of his years. Those in charge of large interests are constantly on the lookout for young men of this stamp and, when found, are ready to put them into responsible positions of power and profit. It was announced the other day that the general managership of the great Metropolitan Street Railway system of New York City, involving the supervision of 460 miles of road and 14,000 men, had been conferred upon a young man of twenty-eight. In eight years the young man in question, without "pull," other than his own industry and ability, had gone through the various degrees of clerk, gripman, motorman, conductor, inspector, car starter, assistant superintendent, superintendent, assistant manager and general manager of one of the most important street railway systems in the world. Hard work and ability, united with zeal and thoroughness of knowledge of his business, formed the equipment for success in this, as in countless other cases throughout the country. Thoroughness is one of the qualities most essential to advancement. The young man who means to succeed must take pains to acquire information of every kind bearing upon his calling, and to retain it when gained. He must also know how and when to use it to the best advantage. It is the lack of this quality that keeps so many men plodding along in the lower walks of life, with the constant mortification of seeing their more progressive and ambitions juniors passing over their heads.

THE PROBLEM OF STORE LIGHTING.

A Study of the Comparative Value of the Various Systems in Use.

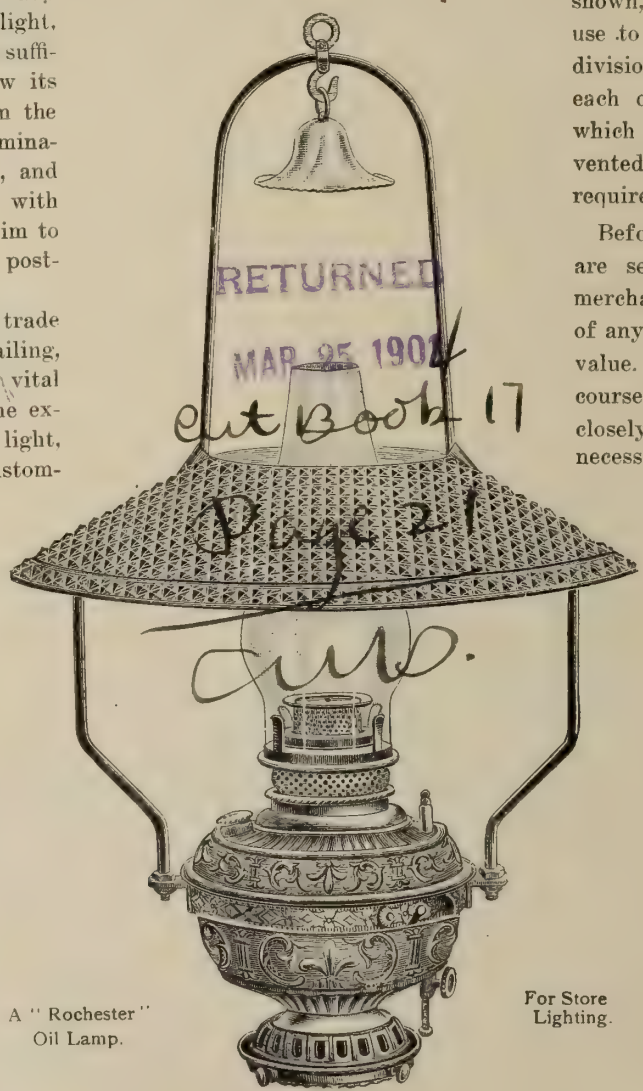
By W. L. A

The Lighting of Stores.

ONE of the very first considerations in the planning of the modern store is the facilities for lighting which are possible from the surroundings. In the store of yesterday, scarcely any difficulty was encountered in daylight, as the size of the interior was of sufficiently limited proportions to allow its being perfectly lit up by day from the front windows. At night no illumination but the lamp was thought of, and man was content to struggle along with a smoky yellow light that forced him to take potluck in night buying or postpone it until day time.

The store that aims to hold the trade in the competition of modern retailing, has found that the lighting is of vital importance, and no matter what the expenditure, there must be sufficient light, and of good quality to enable a customer to depend upon night purchases. In every store there are hundreds of shades, which were never heard of 30 years ago, and the light must be of such as to distinguish them all in as nearly accurate a form as possible. Every one of this large variety of shades has a position which no other one will fill and the woman who trusts to artificial light must feel that, in doing so, she does not run too great a risk.

Even the daylight in its untouched form is found insufficient for the illumination of the average store, with its large area and enclosed surroundings. Many a store has to depend all the year round upon artificial light for some corner, and very many others have only avoided that by the use of refractors and reflectors that throw the light in any desired direction. Daylight can be depended upon to properly light a space which in depth is only twice the length of the window from which it is received. Thus only about 16 to 20 feet of store space, measured back from the face of the window is sufficiently bright for store purposes, and thus some means must be employed even in daylight, to avoid artificial lighting in nine-tenths of the stores of to-day.

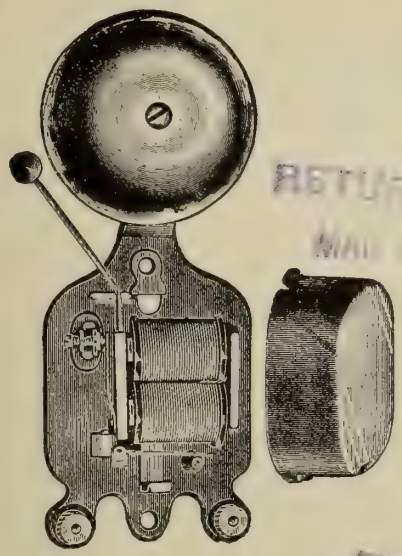


A "Rochester" Oil Lamp. For Store Lighting.

With this demand for a good light in every store in village, town or city, there have apeared scores of lighting systems, all of which have their merits and uses. These systems may be separated into five great divisions, coal oil, gasoline, acytelene, coal gas and electricity. There are, it is true, a few lights which seem scarcely to be connected with any of these divisions, such as that obtained from the use of a gas obtained by forcing air over or through petroleum or gasoline, but very little of this is used, and the few systems of this kind now shown, are not in sufficiently general use to be considered. In each of these divisions there are offered various styles, each one claiming to have advantages which the other has not, and each invented with a view to meeting all the requirements of the store.

Before purchasing any system there are several requirements which every merchant must consider, as an absence of any one of them makes the light of no value. The first consideration is, of course, quality of light, but as this is closely watched, discussion of it is unnecessary. One point to observe here is, that, in the estimation of the cost of installation, some allowance must usually be made over and above that quoted by the supply house, as their figures are always obtained under the most favorable conditions, and it is to be feared sometimes come close to misrepresentation. A clean new light tested in a clear white room, illuminates a far greater area than it will ever do in a stocked store, particularly when the system becomes clogged with dust or dim with use.

The cost of installation and maintenance may deprive many a merchant of the use of a light which would suit him admirably. But in the calculation must enter the advantages, for a light which is expensive to set up or even to maintain may, by its improved light, prove a saving and a gain in the end. A light is not dear if it pays for itself. It is well to notice too, that in computing the cost of installation, there enters more than the price of the lights only. Wir-



ELECTRIC BELLS and BUZZERS

Large assortment always in stock.

Write us for prices on any

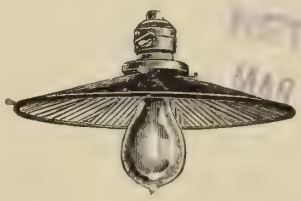
ELECTRICAL SUPPLIES

you may want.

SAMSON BATTERIES

Lead where high voltage is required, being dust proof, clean and easily recharged, and the best bell battery on the market.

We carry large stock of

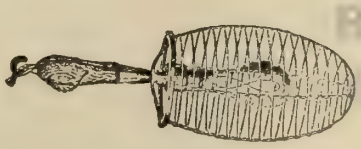


REFLECTORS

LAMP GUARDS

EMPRESS LAMPS

JOHN FORMAN



ELECTRICAL SUPPLIES

708-710 Craig Street, MONTREAL.

All in Art Book 16
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ing, tubing, the necessary carpenter work, the placing of generators, etc., all add to the expense, and it requires strict attention to see that all are included. The relative cost of different systems must be looked at, but the superior merits of one system over another may overtop the greater expense.

From many systems there is an odor and smoke, which render them unfit for use. Escaping gas, the smell of coal oil or smoke, the dirt from some oil and acytelene systems are very offensive and in addition the smoke fills the air, and soils the ceiling, the light fixtures and the goods. All manufacturers prevent this when possible, but are sometimes unsuccessful, and the merchant must beware of these.

From coal oil and coal gas comes a heat which at times is very objectionable. In a window, lights which shed much heat are particularly unsuitable on account of the effect of heat on many lines of goods and the frost and steam, which are sure to collect in cold weather. The heat from lights, too, is a disagreeable, unhealthy heat in a store interior, as it is provided at the expense of much of the oxygen in the air. Where much heat is generated the lights must be placed at a distance from the woodwork or goods and this is sometimes found a great difficulty, both in the window and in the interior. This is one of the reasons why electricity is so popular, and acytelene with its limited heat is sometimes preferred to coal oil and coal gas.

There are, with many lights, a few disagreeable minutes almost every day, when the merchant or his clerks must clean and trim and prepare for the next night. Oftentimes old clothes must be donned and valuable time wasted.

One of the most important considerations is the effect of the different lights on colors. It can be safely said, that no light yet invented shows colors in their daylight shades, and therefore it is a purely relative question, in which some come nearer perfection that others, but none is perfect. As a general principal it can be asserted that the electric arc light is the most reliable and experiments in this light have resulted in the prevention of many of the inherent faults. The ordinary coal oil lamp, coal gas, and some incandescents will change most of the colors, while some gas, arcs, gasoline and acytelene lights throw a good white light which retains almost all of the true shade. White light is absolutely necessary for this—a light resembling daylight as nearly as possible, and all yellow light can be depended upon as an unreliable color revealer. It is really surprising the effect some lights have, making creams pinks and yellows appear the same, and radically altering some shades of red and green. A good test is to closely observe a few of the light shades in cloth by daylight, and then quickly entering a room lit solely by an artificial light, note the different effects.

When installing a system too little attention is paid, as a rule, to the safety of the light. Acytelene and gasolene are oftentimes the causes of serious explosions and many of the systems are unrecognized by the underwriters. That they are allowed by the insurance companies is a point which must be positively ascertained; the merchant may be fully assured of the safety of the system, but in modern retailing, insurance is a requisite that cannot be overlooked, and a prohibited insurance should prevent the installation of any system. Out of some 600 acytelene generators made in the United States only about 60 have received the approval of the engineer of the board of fire underwriters. Insist upon seeing the signed approval for every doubtful system.

In the discussion of the systems referred to in this article it must be remembered that although on general principles electric light is preferable to coal oil, the latter must receive due consideration, as a vast majority of merchants cannot obtain electricity. The divisions will be treated separately, the merits and demerits plainly stated and the merchant left to consider which is superior for him, taking into consideration cost, heat, smoke, odor, dirt, color value, trouble, safety, and all the points and features entering into a good light.

RETURNED
MAR 25 1904
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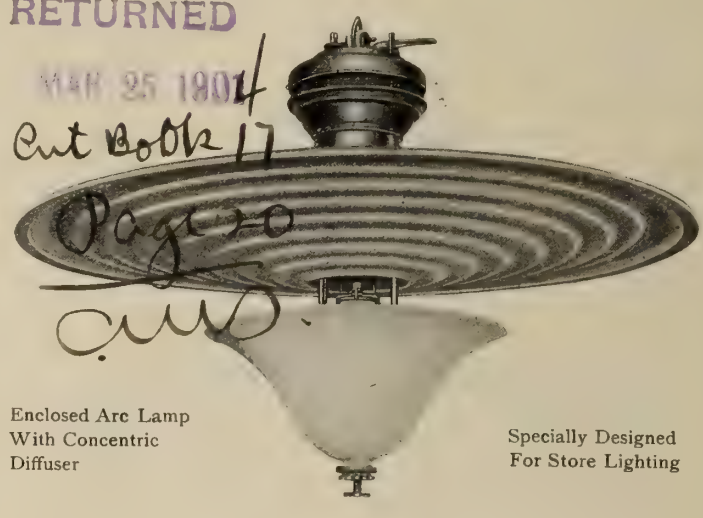

Enclosed Arc Lamp With Concentric Diffuser

Specially Designed For Store Lighting

The history of illumination is a series of steps from the glow of the campfire and torches of splinters of resinous wood to electricity. Following those oldest and crudest forms of artificial lighting came the open vase-lamps of the Phoenicians, Greeks and Romans, giving light by means of a floating bit of cotton or flax. The Romans improved on this and the first candle was made in the form of rushes covered with wax or tallow, or of a rope saturated with pitch or resin. In the middle ages these candles in advanced styles formed the principal illumination of the churches, the stages of improvement passing through tha of smoky, ill-smelling tallow candles, to drawn or cast shapes made from sperm, paraffine wax and stearine. The first lamp was a rude affair, being an improvement on the former lamp of merely a closed oil-reservoir and improved wick, with almost any shaped burner. Argand invented and developed the round form of burner and wick with the oil ascending by capillary attraction, and Carcel further improved his invention by placing the reservoir immediately beneath the lamp, to avoid shadows. The liquid employed was colza oil, olive oil or some vegetable oil. Then was used kerosene or mineral oil. When Murdock, the pioneer of gas lighting, introduced it in 1809, people refused to use it, lamplighters to light it, and insurance companies to insure buildings using it, but it rapidly secured a strong position, overcoming opposition and prejudice. And then came the electric light.

There is not the least doubt that for store lighting electricity is the most efficient. In very many stores it is not available, in a number of towns it is of insufficient energy, in others poor regulation makes an over-feed, and many are prevented from using it by its cost. But with the power well regulated and the lamp well attended to, the light of electricity meets most of the requirements of a first-class store. The points to be considered in the solution of the light problem are : Its resemblance to daylight, the

No. 3 CREMO GAS LAMP, 300 Candle Power.

FACTS ABOUT

CREMO GAS LAMP

It is the most powerful incandescent gas lamp known. Is built on new scientific principles, which increases its lighting power over 50% over any other burner. Uses 6-in. mantle.

300 CANDLE POWER

produced at an expense of ¾ cents per hour with artificial gas and ¼ cent per hour with natural gas. Simple and easy to regulate.

We carry a full line of Gas Lamps, Mantles, Burners and Glassware, also a large stock of Coal Oil Lamps, for store and general purpose lighting.

The Rochester Lamp Co.
OF CANADA.
24 Front St. W., TORONTO.

Hardware Stores

In Towns where Electric Light is used

WILL FIND OUR LINES OF

B. H. M.

IMPORTED ELECTRIC SHADES

MOST PROFITABLE TO HANDLE.

You can double your money easily!

WE CARRY IN STOCK SMALL PACKAGES, NICELY ASSORTED. ORDERS ARE INVARIABLY REPEATED—THE BEST POSSIBLE PROOF OF THEIR SALABILITY. ☞ SEND FOR LISTS.

Special:—
DO YOU SELL **Crockery?**
IF SO, WRITE US!

BARNARD & HOLLAND CO.,
290 St. James St. (VICTORIA SQ.)
MONTREAL.

cost of installation and maintenance, its safety, its effect on the air of the store, the odor, the ease of manipulation, and the diffusion of the light.

Electricity in its best form gives the whitest light, the light under which colors appear at their truest value, and this feature alone would place it in the highest position. But it is only in the enclosed arc that this greatest whiteness is obtained. The average incandescent light with its yellowness is death to certain colors. This is caused by a low voltage or the wearing out of the lamp, The old open arc light was rendered less efficient by its zones of brightness and shadows, by its flickering and hissing, and by the daily attention required. The causes of these defects were the closeness of the carbons, the lower of which obstructed the light, and draft and overfeed. The enclosed arc is free from these faults. The carbons are further apart and surrounded by an atmosphere which is practically free from oxygen, the entire globe therefore casting much of the light, and the carbons not acting as obstacles. An opalescent globe further increases the diffusion and makes the light whiter by filtering out the excess violet waves. The whitest light is the one supplied by a temperature nearest that of the sun, and it is well known that the temperature at the crater of an electric arc is much nearer this than that of any other artifical light. The percentage of short waves is not so small in proportion to the long waves, that there is a preponderance of red, yellow or green, and thus colored objects do not suffer to such an extent.

The safety of the electric light is a strong point in its favor, the heat generated being of a small amount and the only danger arising from imperfect insulation. No insurance company hesitates to recognize it when installed by an electrician. The air of the store is in no way affected either by the consumption of the oxygen or by the giving off of an offensive odor. In all other systems of lighting there is more or less both of odor and vitiation of air, and the atmosphere in a store is often rendered exceedingly disagreeable.

The ease with which electric lights are kept in order, whether incandescent or enclosed arc, places them in a different class from other artificial lights. Practically no attention is required and there is none of that unpleasant association with grease, oil or foul smell, and no soiling of hands or clothes. It is turned on or off without an effort and there is little variation in the light cast.

There has long been an objection against an electric arc, that it throws too strong a light in some places and too little in others, that an interior thus illuminated revealed irregularities in the degree of light. This has been satisfactorily overcome in the new diffuser which has appeared almost simultaneously in England, United States and Canada. It consists of an opalescent reflector over the lower half of the globe, which lets some light through but reflects a great part of it against a corrugated reflector above the globe. This reflector casts the light evenly at almost all angles.

It is the cost of installation and electricity in some towns that prevents many merchants from adopting this light, and it is always wise to consider this at its full value. Many of the smaller stores have proven the unsatisfactory character

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Cuts

An Arc Gas Lamp for Store Lighting

of the incandescent their local company provides, and realize that an arc would cast too much light, or that several lights would overcome the shadows cast by stock where there is only one source of light. And thus it is that electricity is driven out by gas and acetylene. Against the cost of installation and maintenance must, however, be set the wear and tear of lamps, oil cans, clothes, etc., in addition to convenience, time, safety and color of light. In spite of all these, however, there are very many merchants who are preferring other artificial lights to electricity, and with perhaps sufficient cause, but where cost is not considered, and where the store is large, the enclosed arc is the king of lights.

The "Morrison Gas Arc Light."

The James Morrison Brass Mfg. Co., invite attention to the "Morrison Gas Arc Light," which they are offering the trade now. As can be seen from the view on this page this light is one of the most artistic that could be used in any store. The Morrison Company make a specialty of gas and electric light fixtures and are conversant with the needs of merchants as well as householders. The features claimed for their gas arc lamp are its durability and its large volume of light with its small consnmption of gas.

Hints for Hardware Display.

Keep the window well lighted because it attracts more attention and shows to better advantage the articles to that class of workmen who do not see them during the day. Look out for the evenings when the public will be out later than usual, and have your window particularly attractive and lighted all night if necessary, suggests a retailer.

The interior of the store should be kept as neat and clean as the show windows. That it is possible to have a Hardware store almost, if not quite, as attractive as that of the clothier, dry goods man, or even the jeweler, may be demonstrated by a visit to one of the modern, up-to-date stores, such as are becoming quite common in most localities.

When trade is a little quiet and you wish people to know and remember that you still do business at the old stand, display a rebus, offer a prize to the guesser or to the one who comes the closest to solving it, and you will be surprised at the interest shown. In the rebus convey some thought about your place of business and make this part simple, so that it can be made out by everybody. Look out for prizes to be offered in your town for races or other contests, get them, if possible, displayed in your window, then add a few neat hardware specialties on the side. I do not think it advisable to put prices on the articles displayed unless you offer something very cheap and build the whole display on that order. It gives your competitor an advantage over you, defeats your very purpose. Then, I think, the window should be well ticketed. This can sacrcely be overdone. If every article in the window has a plain-priced ticket upon it, so much the better. I need scarcely say the window should be kept spotlessly clean within and without, and be well lighted. More care and thought devoted to window dressing will repay any ironmonger who will carefully consider this matter. Prizes for the best window may sometimes be offered to the assistants.

B. & S. H. THOMPSON & CO.

LIMITED

53 St. Sulpice Street, MONTREAL

Dominion of Canada Sales Agents for

UNITED STATES STEEL PRODUCTS EXPORT CO.

AMERICAN SHEET AND TINPLATE
COMPANY DEPARTMENT

Coke and Charcoal Tinplates
Terne Plates
Taggers
Black Plates
Canada Plates
Galvanized Canada Plates
"Apollo" Galvanized Sheets
Black Sheets all qualities
Polished Sheets

Shipments as required from the United States.

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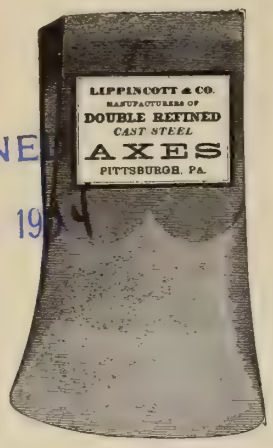

DAYTON PATTERN.
Finish—Gold Bronze, Polished Bitt and Poll.

A FEW OF OUR "Old Reliables"

—IN—

Chopping Axes.

Made in all the standard patterns and finishes.

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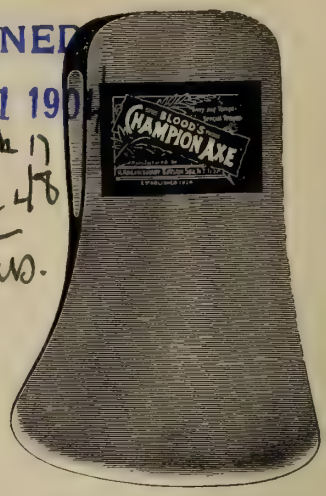
1 ans.



MICHIGAN PATTERN.
Finish—Gun Metal.

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MICHIGAN OR CROWN PATTERN.
Finish—Gold Bronze, Polished Bitts.

The trade-building merits of these brands make them worthy the attention of every dealer.

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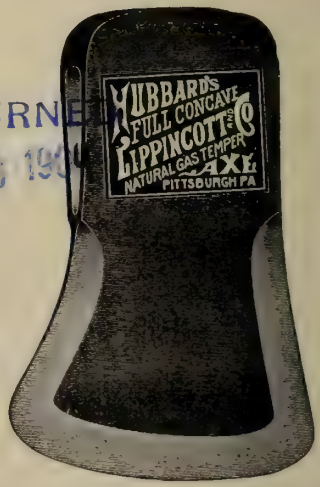

HOLLOW GROUND, MICHIGAN PATTERN.
Finish—Blue Enamel.

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Ans.

We are the largest manufacturers of **Exclusively High Grade Axes, Hatches, Scythes, Adzes,** etc., etc., in the world.

Annual production over 500,000 dozen.

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PHANTOM BEVEL, WESTERN CROWN PATTERN.
Finish — Polished and Etched, with Blue Bevel.

The American Axe & Tool Co.

CANADIAN SALES OFFICE

Coristine Building, Montreal.

MICHIGAN PATTERN.
Finish—Red Enamel.

Window and Interior Displays

Timely Hints and Suggestions

Interior Order.

THERE are stores which require a half a dozen clerks to do a $20,000 business, while another can satisfactorily handle a $30,000 trade with half the number of salesmen. The cause of this is not difficult to discover. In the first store the stock will be found to be arranged in no settled method, and a clerk is forced to hunt a few minutes for almost any article asked for, while the clerk in the second store where everything has its place, will wait on a couple of customers in the same time. It is a simple case of arithmetic, but one that too seldom bothers the brains of a merchant, that if a clerk can wait on two customers, while he is under the present system waiting on one, only half the staff or little more would be required.

Of course every store has some system and order in the arrangement of the stock, but it is not uncommon for the belief to be held that as long as an article is known to be in a certain section or on a certain shelf, that is all that is required. Nine out of ten merchants honestly believe that the plan they have adopted is the best in their power, urged on to this conclusion by the fact that they have spent really very little time on the working out of the plan. If the merchant himself does too little of the waiting in his store, he is apt to let pass unnoticed the difficulty of finding any required article. If he observes nothing the chances unfortunately are that his salesmen will bestir themselves little to remedy existing evils in the placing of stock.

A section or a length of shelving are not sufficiently confined limits for the greatest facility of finding an article asked for. A clerk should be able, when waiting on a customer, to turn directly to the spot where the article would be. Every minute lost in the search is so much money lost, when there are customers enough to require the services of more than one salesman. After a little time the salesman should be so conversant with the place where every article should be, that there would be no risk of their replacing it in a wrong position, and thus disturbing the search of the next clerk for it.

If, in his attendance on the wants of a customer, the salesman is unable to return to its proper place an article taken down for inspection, he should not be allowed to hurriedly place it on any vacant part of the shelving, whichever is the most convenient, but he should place it on the counter on better still upon a ledge at the bottom of the shelving, until he or some other clerk has leisure to replace it where it should go. This should be the duty of every clerk during his first unoccupied moments, to return every article out of place, whether put there by himself or not. In this way there is little likelihood of any quantity of stock remaining off the shelves, and interfering with the wants of the clerk who may be waiting on a customer. It is, at any rate, far more simple to glance along the edge where unplaced articles are, if it is not found in its proper place, than to be forced to look all over the shelves, as would be necessary if the clerks were allowed to shove the stock in any part in his haste. This rule should be strongly enforced, and it will not take long for the salesmen to readily fall into the habit.

A window shown by H. Sylvester & Fils, Montreal.

But it is not only the time saved that makes this matter of great importance to the merchant, but there is also the effect it will have on the customer. If there is anything that irritates a customer after asking for an article, it is to notice hesitation on the part of the clerk in looking for it, and delay in finding it. Such expressions as "we have it here some place," should never have to be uttered by the salesman. The customer stands on his side of the counter, and looks wearily around, perhaps endeavors to assist the clerk if he is a long-sighted man, endeavors to look uninterested, but all the time he is mentally commenting on the lack of order in evidence, or upon the time he is wasting waiting to be sold a five cent article.

Once the customer gets the idea that the business is run without first-class order, he does not hesitate to conclude that it is only of second-class merit in every way. Everything carried, but found only after a few minutes' search, will not create as favorable an impression as the answer in a moment that the desired article is not in stock. Promptness in serving is absolutely necessary in an up-to-date business. The rush of modern life will not allow a man to think that he can waste seconds no matter how much time he may have at his disposal. The store that serves the most quickly, and that displays a thoroughly carried out order has a large advantage over its rival, however backward in other things it may be.

Easter Display.

ALTHOUGH Easter has little effect on the sale of goods in a hardware store, it is always well to take some notice of the season by arranging an appropriate special window, that will show the public the merchant is alive and watchful of passing events and celebrations. A principle is involved in this recognition of days of local, national or world-wide importance that will give the public the impression that the merchant is up-to-date and attentive.

Since the hardware stock is not much interested in the Easter season, his window display must take the form more of a picture window that would be necessary in a grocery store. The eggs of Easter time, and the little gifts that are now so closely connected with the Easter season are part of the regular stock of the grocery store, but can be used only for display purposes in a hardware store. The egg is a fertile means of decoration, admitting as it does of so many forms of display, and being so picturesque in its colored shell of Easter time. An effective curtain for any arrangement is that made of egg shells, white or colored. These are strung on strings attached a few inches apart at the top of the window and draped down to the sides. The eggs need not be close together. Or a tent of egg shells on strings can be arranged over some object of special interest in the centre of the window. Single eggs on the end of strings dropped from the ceiling and arranged along the front glass will attract attention. The name can be spelt in eggs on the floor of the window, or dozens of other designs can be thought of if the window dresser possesses any ingenuity.

A large egg can be made by placing two wooden chopping bowls of different sizes the proper distance apart and facing each other. Attach these together by means of slats which can be bent to represent the curve of the egg. The result is an egg shaped object that can be covered with any material. One of these placed in the centre of the window can be surrounded with white cloth rabbits. This egg can expose an opening towards the glass, and inside can be displayed a special line, but a proper article is difficult to select from a hardware stock.

Chickens have always been objects of great interest to the public, particularly in large centres where live fowl are seldom seen. A hen with her brood of chickens enclosed in a part or all of the window will attract crowds who will be constantly amused with the actions of the fearless little chicks, who never notice the people gazing in at them. One merchant set an incubator hatching, so that the chickens would arrive just at Easter time, and during the last few days kept the incubator in the window, where the hatching could be watched. These little chickens when allowed to run around the window are perfectly fearless.

Whatever the arrangement decided upon for Easter there must be little attempt to advertise the stock. The window must partake almost entirely of the nature of a picture window. This class of display has a place only at certain times of the year, and this is one of them. All attempts at the introduction into the display of crosses, "gates ajar," etc., the sacred memories of the first Easter, should be strictly avoided. The window has no other purpose than to advertise, and as a part of the business should not make use of sacred things for purposes of gain. This custom of working upon the feelings by means of Biblical references is altogether too common, and should be frowned upon.

Hardware Displays For Women.

MANY women hesitate about going into a hardware store. When they want kitchenware or household goods they usually go to a department store for it. They have the impression that hardware stores are "men's stores" and they feel out of their element when they are inside of one. The hardwareman who does not attempt to correct this impression and make an effort to get women in the habit of trading at his store is making a mistake.

At regular intervals he should devote a window to articles of interest to women. Women can always be interested in a display of kitchenware. Every woman who "keeps house" is interested in this kind of goods and a good window display of pots, pans, meat cutters and the many other articles of this class, will always be productive of sales.

One of the best ways to show kitchen goods is to trim the window to represent a model kitchen. A very good background for this kind of a window can be made of boards covered with wall paper of a modest pattern. By using a range, a kitchen table and one or two cabinets the window can be made to look sufficiently like a kitchen and a great variety of goods can be shown legitimately as belonging to this sort of a display.

Another window that will invariably attract women is a wash day display. In this window may be shown tubs, buckets, wringers, sad-irons, etc. The display can be made more attractive by using a wax figure posed in the act of ironing, leaning over a tub, or in any other characteristic position.

This Week's Illustration.

THE central feature of this window is an air gun display, just what will be of most interest to the boy in a few weeks. On the floor is a revolving platform on which are stacked different kinds of air guns, each with its price ticket attached. At night this part of the display stands out with striking prominence on account of the electric lights with which it is studded.

In the background and higher than the revolving stand is another mechanical device which assists in the advertising of the air gun. Although rather indistinct in the cut, it was the mort prominent part of the arrangement. Two tree trunks are shown, the space between being covered with a good imitation of moss and grass. A man is standing by one stump with gun in hand, watching the opposite stump. Suddenly a rabbit's head and front paws appear from a hole in the stump; the entire attitude of the rabbit is very natural. The hunter raises his gun as if to shoot, but as he does so the rabbit suddenly disappears, and from behind the stump rises another man with levelled revolver to prevent the shooting.

Such mechanical devices cannot fail to attract the youngsters, and when the boys notice a window it is sure to be well advertised. Every boy dearly loves an air gun, and a reminder of the season's sport will start him coaxing his parents.

The average merchant would not find it advisable to include in one window all the lines seen in this one. The air gun part, with a few other articles dealing with Spring sport, such as fishing rods and tackle and base ball requisites would perhaps be preferable. Some fine schemes of symmetrical arranged are carried out in this window, however, the large wooden padlock covered with small padlocks, the dog collars, the butchers choppers, and the saws and axes, all showing a care in design. To the right of the rabbit was a large board, very indistinct in the picture, upon which were the words "We sell keys," spelled out in keys. A sufficient number of good ideas were worked out in this window to make a half dozen effective displays. This window was shown by H. Sylvester & Fils, Montreal.

"Silverware that sells"

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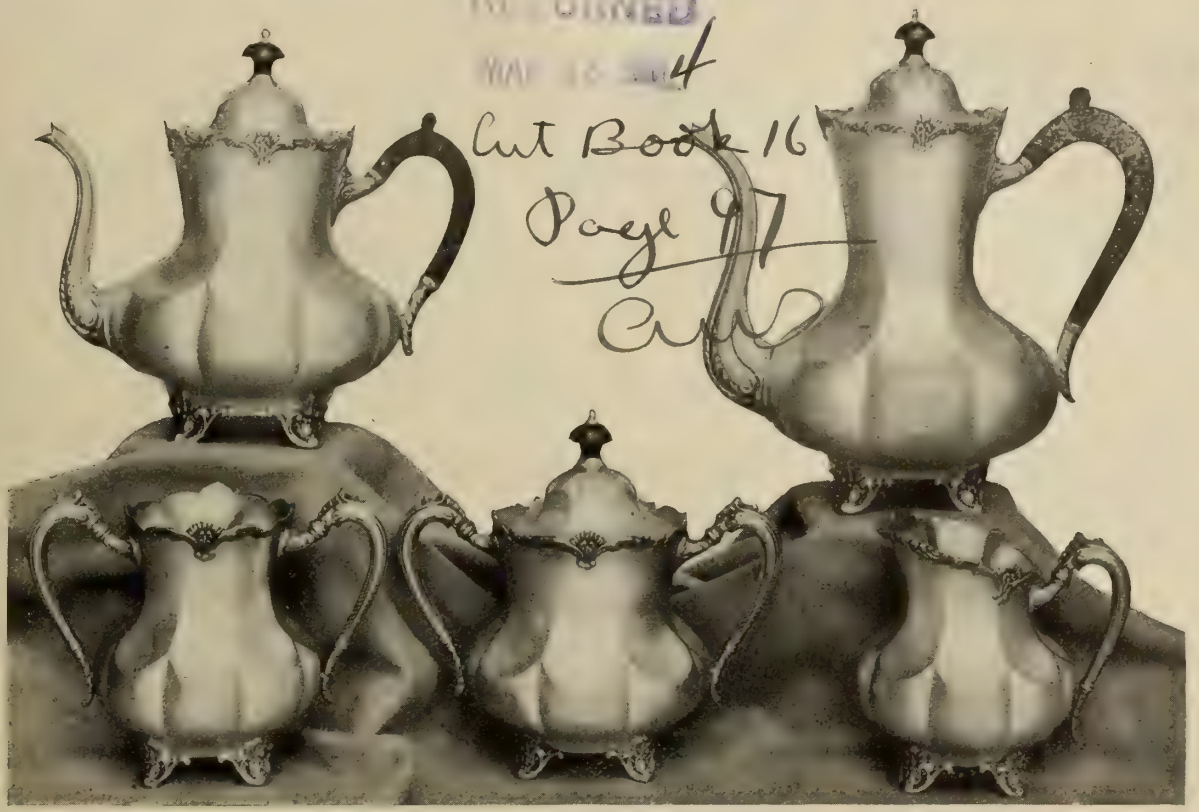

TEA SET, NO. 2037,—FLUTED BURNISHED.

Every article bearing our Trade Mark carries with it an absolute guarantee as to quality of workmanship and reliability of plate.

We aim to make a line that will not only sell quickly for you, but will satisfy your customers thoroughly, and the success which we have met with in the past demonstrates the wisdom of our policy.

We don't like "junk" and we won't make it. We make good goods at fair prices. Try us and see if this is not so.

STANDARD SILVER CO., Limited,

31-43 Hayter St., Toronto, Ont.

LYSAGHT'S GALVANIZED IRON

known all over the world
for finish, quality, uniformity
and general excellence.

"ORB."

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To Montreal
Our Book 30
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"QUEEN'S HEAD."

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FEB 22 190

"REDCLIFFE."

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FEB 22 190

"FLEUR DE-LIS."

RETURNED
FEB 22 190

"GLOBE."

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THE BINDER TWINE SITUATION.

IT is now more than a quarter of a century since Canadians set themselves definitely to the task of developing by means of a protective tariff the young industries of a new country. For some years after the inception of this policy many were found to doubt its wisdom, but at present there does not seem to the plain man unaccustomed to splitting hairs to be any radical difference in the tariff policies of the two political parties. Each is bound to maintain a tariff which will afford more or less protection to Canadian industries. The historic quarrel between the two historic parties has degenerated into a dispute as to terms. The ordinary citizen has long ago made up his mind that protection, either "moderate" or "adequate," is the only practical policy for Canada.

But while the politicians are disputing about the difference between "adequate protection" and "moderate protection" there is a Canadian industry which is being hindered in its development by the unfair conditions under which it must compete with an American rival. We refer to the binder twine industry. There are in Canada ten independent companies manufacturing binder twine, and these concerns have all the machinery necessary to make twice the amount of twine used in this country. Nevertheless our imports of binder twine amounted last year to $1,809,865. Clearly there is something wrong.

Tne binder twine industry in the United States is now in the hands of one gigantic company which has absorbed nearly all the agricultural implement concerns. Manufacturing on a large scale for a tremendous market in which it has a monopoly, and protected by a duty of 45 per cent., this concern possesses many advantages over its Canadian competitors. Production for a large market means cheap production and our Canadian manufacturers are under the disadvantage of being confined to a comparatively small market, and being denied all access to the United States. Nevertheless they are able to offer their twine for sale at a price no higher than the regular price of their American competitor. It happens, however, that our harvest is later than the American, and Canada is often made a dumping ground in which to dispose of the season's surplus stock.

What should be done under these circumstances? Having set ourselves definitely to the task of developing the industries of the country, surely this industry is as deserving of assistance as any other, even if the assistance does cost us something. But it does not appear that a moderate tariff need increase the cost of twine. Our Canadian companies are asking only that they be assured the Canadian market.

There is no combine in Canada similar to that in the United States. The competition among our own manufacturers for the Canadian trade is very keen and should be sufficient to keep prices at a reasonable level.

Our manufacturers are not asking a high duty. They are not asking even for 20 per cent. protection, which is the rate of the tariff on binders. A 20 per cent. duty on American binders has not made their cost any greater in Canada than in the United States. The American manufacturer will not advance the price of twine because of a low duty, but a low duty may be sufficient to prevent dumping, and that is all that is necessary.

Our experience with the Standard Oil Company should teach us that there is danger in allowing ourselves to be almost or wholly dependent upon a foreign monopoly for our supplies. If there were no competition from our own industries the price of twine might easily be advanced. Surely it is the safer and wiser policy to prevent our Canadian industries from being crushed.. We have placed the binder twine manufacturer on an equal footing with his American rival so far as his raw material is concerned by giving him a bounty equal to the Philippine export duty on Manila hemp, on which the United States importer gets a rebate. Added to this the Canadian twine manufacturer needs more tariff support to offset the advantages under which the American combine does business.

A MONTREAL EXHIBITION.

THERE seems every reason to expect that Montreal will again have an annual exhibition, and if such turns out to be the case every effort will be expended to make it one that will surpass any yet held. It is some years now since the last one took place, but ever since, a few indomitable spirits have year after year brought the subject up, and at last their efforts bid fair to be realized in the Summer or Fall of 1905. The Business Men's League—an association which is never behind when Montreal's interests are concerned—have taken the matter up with characteristic energy, and at a meeting on March 9, at which their president, Mr. Henry Miles, took the chair, the plan was outlined. Men representing all important interests, agriculturists, capitalists, manufacturers, merchants and railway men were present, and were plainly thoroughly interested in the project.

In many ways the Toronto Exhibition is taken as a model. Mr. Miles in his address to the meeting, pointed out that that exhibition had been run for some years before it paid, but that the advertising gained meanwhile by Toronto had been recognized by the people of the

Queen City to be of great value to them, whether a profit was obtained direct from the exhibition or not.

The number of tourists, American and English, who visit Montreal now every year is immense, and constantly growing, though there is next to nothing in the way of advertising done for the city. Its historical associations are alone the attraction. With a yearly exhibition, of sufficient merit, another drawing card would be added which would doubtless greatly lengthen the roll of visitors. All these visitors are good customers. Montreal merchants in almost all lines of trade full appreciate that fact, and the great majority of them are showing their appreciation by the hearty support they are giving to the proposed exhibition.

A permanent board of directors has been elected as follows: H. Laporte, Mayor of Montreal; S. D. Vallieres, chairman Finance Committee, Montreal; L. A. Lapointe, L. Payette, H. A. Ekers, C. B. Carter D. L. Lockerby, R. Wilson-Smith, Col. Labelle, Hon. F. L. Beique, C. H. Catelli, J. X. Perreault, Hon. J. D. Rolland, James Cochrane, Hon. G. A. Drummond, Henry Miles, T. Gauthier, Hon. W. C. Edwards, W. E. Davis, A. H. Harris and Dr. Lalonde, representing the agriculturists.

At the meeting of the directors the following officers were chosen:

Hon. Presidents—Hon. Sydney Fisher and Hon. Mr. Tourgeon.
President—Senator Drummond.
Vice-Presidents — Senator Beique and Mayor Laporte.
Sec.-Treas.—Mr. Henry Miles.

THE SPRING TRADE OUTLOOK.

DESPITE the exceptionally unfavorable weather of the Winter months and notwithstanding the pessimism which was expressed in some quarters early in the Winter, the Spring of 1904 opens with business prospects in Canada as favorable as has been the case for many years.

It is probably true that considerable trade has been lost as a result of the heavy snow storms and the severe weather.

It may still be argued by some, as was done a few months ago by many, that Canada is in imminent danger of the "dumping" of American goods on this market. But there is little indication that any movement of this nature will attain serious proportions. The general verdict is that the danger of it is less serious than six or nine months ago.

On the other hand there are many factors which give reason for confidence in and satisfaction with the prospects.

The past six or seven years have constituted an era of development unprecedented in the country's history. This development has reached a stage that ensures, always barring a severe crop failure, admittedly a remote possibility, an era of exceptional constructive activity in all parts of the Dominion.

The building of the Grand Trunk Pacific and hundreds, if not thousands, of miles of branch lines on other railways; a record volume of immigration to the farm lands of Manitoba and the Northwest Territories; a continued expansion of the mineral and industrial developments of Ontario, Nova Scotia, Quebec and British Columbia; steady activity in the lumbering districts of Quebec, New Brunswick, Ontario and British Columbia, all combine to increase the demand for the necessities of life, and to keep the factories in all parts of Canada working at full time and to ensure for the employes a continuance of the high scale of wages of recent years.

NOTICE TO OUR SUBSCRIBERS.

A man signing himself F. B. Kenneth has been collecting and soliciting subscriptions for our publications in Ontario, but has not remitted to us the money so obtained.

Our readers are warned against paying this man any money as he is not authorized by us to transact business for us in any way. He is not and never was in our employ, and we cannot hold ourselves responsible for his actions.

Mr. Alex. Wales is our authorized agent in Ontario.

THE GOVERNMENT AID TO SOO INDUSTRIES.

THE proposal of the Ontario Government to guarantee the bonds of the Algoma Central Railway in order to stimulate the re-organization of the Soo industries, which are now [illegible], has naturally excited a great deal of interest.

It is a somewhat unusual thing for a Government to come to the aid of a private enterprise in order to save it from ruin. The case, however, is not altogether without a parallel.

Back some forty years ago the Ontario Government of the day came to the rescue of a well-known wholesale dry goods house in Toronto which was on the point of collapse. Commercial affairs in Canada at that time were in an extremely critical stage, and in order to prevent what, if at the time had taken place, would have caused, it was feared, a panic, the Government advanced the company referred to a sum of money to tide them over their embarrassment. Fortunately it was successful.

If in that particular instance the Government of the day was warranted in coming to the rescue of a private enterprise, it is much more so to-day in the case of the Lake Superior Consolidated. Although a private enterprise, its welfare is a matter of public concern. If the now idle works are not operated in the near future, not only will the reputation of the Province of Ontario suffer, but that of the Dominion as well.

For the development of the iron industry in this country we must necessarily enlist the co-operation of foreign capital. If the reputation of the industry is impaired, it will naturally be all the more difficult to secure this.

It is only under exceptional circumstances, indeed, that a government is warranted in coming to the financial assistance of any private enterprise, but in this instance, where the public interests are concerned, it seems wise that it should do so.

The proposal of the Government is to guarantee for two years, at 4 per cent., $2,000,000 of the bonds of the Algoma

Central Railway, one of the constituent parts of Lake Superior Consolidated. As security for guarantee, two million dollars of the ten million dollar bonds, which the new company is to issue, are to be placed in the hands of a trust company as collateral to the other securities of the Government. Besides this there is the security in the railway, which cost $6,750,000; the ships and barges of the company, costing $725,000, and the thirteen and one-half miles of railway from Sudbury to Creighton Mine, costing $500,000. Ninety-one miles of the Algoma Central Railway are already completed, the rails being laid while one hundred and ten miles are graded and the line is within twenty-five miles of being connected with the C. P. R.

Should the company fail, the railway, according to Mr. Ross' statement, will fall into the hands of the Government, to be run as a Government enterprise or to be disposed of as may be thought best.

On the face of it the Government seems to be amply protected. But every means should be taken to make this doubly sure. Between the Opposition and the Government there should be little difficulty in doing this.

PROGRESSIVE NOVA SCOTIA.

THE rapid development of the Northwest is almost monopolizing the attention of the country, and while this newer part of Canada is being rapidly filled by immigrants from other countries we are apt to lose sight of the rapid development and magnificent possibilities of the older provinces. Ten years ago Hardware and Metal had an article calling attention to the industrial prospects of Nova Scotia, a province which in a quiet way was then exhibiting great promise in the iron and steel industries. This article was recalled by the presence last week at the Windsor Hotel, Montreal, of so many prominent business men associated with Nova Scotia iron and steel industries.

The directors of the Nova Scotia Steel and Coal Company were in session at the Windsor Hotel on Saturday and their presence directed attention to the steady progress of that company. The report submitted to the meeting showed that 1903 had been a very prosperous year, the profits being over $200,000 larger than in any previous year of the company's history.

H. J. Plummer and Graham Fraser, of the Dominion Iron and Steel Company, were also at the Windsor. The whole country has been interested in the affairs of this company and satisfaction is expressed that the outlook is now much more promising. The prospects of securing a greater proportion of the Canadian trade are much better and under the capable direction of Messrs. Plummer and Fraser the Dominion Iron and Steel Company should enter upon an era of prosperity.

Another of Nova Scotia's industries, for some time associated with the Dominion Iron and Steel Company, is the Dominion Coal Company. The affairs of this company are also in a more prosperous condition than ever before. The Londonderry Iron and Mining Company is another iron concern with a bright future before it.

The little province of Nova Scotia has given to Canada some of the brightest, brainiest and most honored of her public men. She has also shown her ability in the industrial field. Nova Scotia is rich in mineral resources which are bound to be still further developed. Probably no other province has a brighter industrial future.

EDUCATIONAL CAMPAIGNS.

WHILE the primary purpose of a trade paper like Hardware and Metal is to furnish its readers with the news of the trade such as market variations and conditions, business changes, industrial and commercial developments, etc., it has been made manifest to the publishers that if the paper is to be of greatest service to its readers it must devote considerable study and space to the discussion of the hardware, metal, machinery and kindred trades from an educational standpoint.

It is beyond dispute that the hardwareman of to-day must be more adaptable, more ready to adopt a new line, than was the case a generation or two ago. The great progress made by hundreds of hardware retailers in several parts of Canada is largely attributable to their readiness to add to their stock-in-trade new lines likely to yield a fair margin of profit and to eventually become a part of their business.

For this reason much space has been given in Hardware and Metal during the past 15 months to educative acmpaigns, the intention of which has been to prove to the trade the advantage, the advisability of making a feature of special lines. We have sought to convince the retail hardware trade that instead of waiting for trade in staple hardware lines to come to them they should make a strong bid for business in such lines as silverware, sporting goods, bicycles, plumbing and electrical supplies, many lines of mill and factory supplies, harness, saddlery hardware, stock foods, builders' materials, etc. The practical results of our efforts in this direction have been most encouraging. Continually information comes to hand that retailers in all sections of the Dominion have decided to experiment along the lines suggested and have placed their orders for a stock of the lines referred to.

To attract trade in this way renders it necessary that the retailer make his advertising as effective and his store as attractive as possible. To assist in this work Hardware and Metal has in recent years devoted a great deal of space to window and interior display and to advertising, the purpose being to inspire readers of the paper with a constant desire to keep their stores and their advertising at a point which will ensure the greatest effectiveness in winning trade.

We intend to continue our efforts in these regards and would request the co-operation of both subscribers and advertisers in making these educational campaigns as practical and as valuable as possible.

The Eureka Digger

The best for all kinds of Soil—Sand, Clay or Gravel.

Will dig any size hole larger than 6-inches.

The best tool for sinking posts heaved by frost.

Many testimonials from farmers, fence builders, railroad contractors, etc.

Send for Catalogue.

—FENCE BUILDING TOOLS
—POST-HOLE AUGURS AND DIGGERS
—WIRE STRETCHERS AND TIGHTENERS
—DRIVE WELL POINTS
—STRAINERS
—WELL POINTS
—AUGURS
—DRIVE CAPS
—BRASS WIRE CLOTH

—CORN PLANTERS
—CORN SHELLERS
—STEP LADDERS
—LACE CURTAIN STRETCHERS
—IRONING BOARDS
—CLOTHES BARS
—CAMP BEDS
—CAMP CHAIRS AND TABLES

Send for Catalogue.

Otterville Mfg. Company, Limited
Otterville, - Ontario

No 11—BACON DRILL.

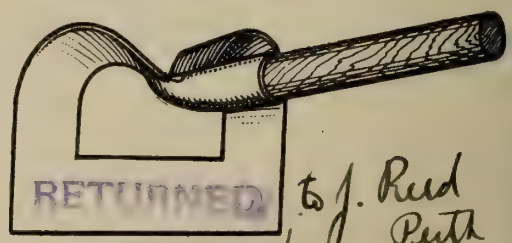
Mr. Hardware Man:

You are looking for a paying proposition. We have it for you. Handle our line of up-to-date

HAND, FARM and GARDEN TOOLS.

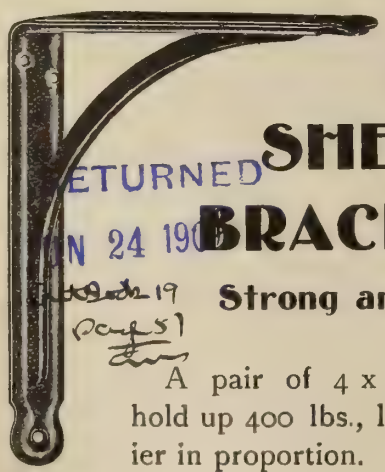
GARDEN DRILLS and CULTIVATORS. OPEN, BEET and ADJUSTABLE HOES. DUTCH SCUFFLE and GARDEN HOES. AUTOMATIC and SLIDE CORN PLANTERS. LITTLE GIANT and CYCLONE SEED SOWERS. FOUNTAIN and GLASS TANK SPRAYERS. POTATO PLANTERS. BEET TOPPING KNIVES. CORN HOOKS. LITTLE GIANT GRASS HOOKS. TOBACCO HATCHET. MIRROR RAT and MOUSE TRAPS. We are Canadian Agents for "MILLER" GASOLINE ENGINES and GALE FARM IMPLEMENTS.

Write for Catalogue and Price List.



OPEN HOE.

EUREKA PLANTER CO., Limited, WINDSOR, ONT.



STEEL SHELF BRACKETS

Strong and Light.

A pair of 4 x 5 Brackets will hold up 400 lbs., larger size heavier in proportion.

STEEL CARPET STRETCHER

That will stretch the finest carpet without making holes in it or otherwise injuring it.

Two successful lines to have in stock. There is money in them for you.
Order through your jobber, if he cannot supply you send direct to

Grand River Metal Works, Limited
GALT, - ONT.

CATALOGUES, BOOKLETS, ETC.

For the convenience of its readers HARDWARE AND METAL has opened its columns for the review of catalogues, booklets or other such publications issued by manufacturers or wholesale dealers selling to the hardware, plumbing, machinery or metal trades. Retailers desiring such publications may also have inserted a note to that effect. It is requested that when any of the trade write for any booklet mentioned in these columns that they credit HARDWARE AND METAL as the source of their information.

Fire-Proof Doors and Windows.

The Metallic Roofing Co., of Canada, Limited, Toronto, are manufacturing "Richardson's" fire-proof doors and the "Hayes" fire-proof windows in addition to their embossed steel ceilings and walls. They offer to the trade for distribution a supply of folders describing these lines; also a dainty booklet showing the advantages of metallic ceilings and walls, entitled "Interior Decoration in Metal." Any or all of these will be sent to readers of Hardware and Metal on request.

Silver-Plated Ware.

In some branches of manufacture Canada may be somewhat behind other nations, but the Canadian manufacturers of silver-plated ware have brought their business to such a high standard that they have no need to fear the competition of any foreign manufacturer, either in point of design, workmanship, price or in businesslike way in which they place their product on the market. One of the large Canadian firms, the Standard Silver Co., 33 to 41 Hayter street, Toronto, have ready for distribution two catalogues describing their productions. A study of these will not fail to arouse interest if not enthusiasm. One of these, catalogue "K" is for general distribution to the trade, is a 107-page book, which is full from cover to cover with half-tone and vignetted engravings, some as large as 7 1-2x10 inches, showing the comprehensive range and the superb quality of goods carried by this firm. The other catalogue is a veritable "edition de luxe." It is cloth-bound, with the title embossed in silver on the front. The engravings, which average 8 1-2x12 inches in size, are made of the finest screen half-tones and are printed on finely calendared paper. The effect is exquisite, showing the dainty finish as well as the chaste design of the lines referred to. The very fact that the Standard Silver Co. have the enterprise and faith in the product to go to the unusual expense of preparing such a pair of catalogues is proof of the support they receive from the Canadian trade. Instead of fearing competition on the Canadian market this firm is ever ready to meet foreign competition on the open markets of the world. And in their they have had no mean measure of success.

A New Bath Tub.

Clarence H. Booth, formerly of the Booth Copper Co., Toronto, now successor to the Steel Bath Mfg. Co., Detroit, Mich., has issued one of the most artistic booklets which have been received by Hardware and Metal for some time. It describes (with illustration) "Booth's" pressed steel roll rim bath tub. The feature of the tub is that there are no castings in any part of it, the feet being pressed from heavy steel and the overflow also being pressed from sheet metal. Copies of this booklet would doubtlessly be sent to any of the trade desiring same.

Sporting Goods.

Nerlich & Co., Toronto, have ready for distribution their Spring and Summer catalogue for 1904. Included in their line are many of interest to the hardware trade, notably Boker's cutlery and razor supplies, mouth organs, express wagons, hammocks, sporting goods of all kinds, air rifles, etc. Their sporting goods line is a particularly strong one, including baseball, tennis, lacrosse, football and croquet sets, boxing gloves, striking bags, etc. The firm desire to have this catalogue in the hands of all hardware retailers, so if any readers of this paper have not yet received one they are invited to write for one.

Union Metallic Cartridges.

The Union Metallic Cartridge Co., Bridgeport, Conn., have ready for distribution their price list, also a book on trap shooting rules and records. Either of these can be had on enquiry.

Mechanical Draft.

Sheldon & Sheldon, successors to the McEachren Heating and Ventilating Co., Galt, Ont., are manufacturers of medium and cupola blowers, medium exhausters, steel plate planing mill exhausters, heating, ventilating and drying appliances for heating and ventilating public buildings, factories, mills and drying rooms or kilns, stationary and portable forges, down draft equipment for blacksmith shops, dust and shavings separators and steam specialties such as back pressure valves, steam traps, exhaust heads, steam and oil separators; also high speed upright and horizontal steam engines. They invite the trade to write for special catalogues of any of these articles. Their catalogues are gotten up attractively and with the information within so clearly given that anyone interested can decide from either the illustrations or the reading matter as to the merits of the goods.

London Fence Machines.

A publication which should be in the hands of every retail hardware dealer for reference has been issued by the London Fence Machine Co., Limited, Cleveland, O. The purpose of the booklet is to convince the farmer that it is to his advantage to use a "London" machine to weave his own fences with "London" wire. As a supply of these booklets would save the retailer much time in discussing this subject and would probably be more convincing the trade would do wisely to write the firm for a number of them. And when they are secured it would be well to read one of them carefully.

Painters' Supplies.

Edward Mayhew, 44 West 29th street, New York City, offers for distribution to the trade a catalogue describing his specialties in decorators' and paper hangers' supplies, including glass cutters, wall paper trimmers, paper knives, casing knives, rollers, straight edges, scrapers, trowels, brushes, grainers, tables, boards, etc. Hardware dealers should have these catalogues.

The Cameron-Dunn Mfg. Co.

The Cameron Dunn Mfg. Co. are issuing a new catalogue of hay tools, spray pumps, and wood turned goods. The catalogue is profusely illustrated and will be of interest and service to all dealers in these lines. In their preface, the Cameron Dunn Mfg. Co. state that at very great expense they have equipped their plant with the most modern machines that money will buy, and in such a manner that they believe it to be up-to-date in every particular for producing first-class work at least expense. The line of goods illustrated and described in this catalogue is a very extensive one. A feature of interest is furnished by the insertion of directions how to erect steel tracks, also directions for putting up and operating the reversible

carrier for wood tracks. A full page is occupied with concise directions how and when to spray various fruits. Fruit growers are devoting more and more attention every year to the spraying of their orchards and they look to the hardware man for their spraying materials and appliances. The hardware man who can give them the best information how and when to spray will get their trade. Our readers may secure this useful catalogue by writing to the Cameron Dunn Mfg. Co., Strathroy, Ontario.

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The Sayer Electric Co.

The Sayer Electric Company, Montreal, are issuing a catalogue of their electrical fixtures and novelties. It is well illustrated and contains the exact information which the hardware man requires who is adding an electrical goods department to his store. Any reader who mentions this paper may have a copy on application.

—

Antoxide.

Harrison Bros. & Co., Philadelphia, has prepared an effective booklet describing their Antoxide (anti-rust). In it the firm say that for 90 years they strove to prevent the destruction of iron by corrosive acids, gases, fumes steam, dampness, etc., but were unsuccessful until they discovered the combination they now advise: Priming coat, red lead and pure linseed oil; finishing coat, antoxide. This they claim to be a striking success. Particulars they offer to supply on demand.

—

Alabastine.

The Alabastine Co., Limited, Paris, Ont., do not believe in leaving to the retailer all the trouble of convincing the public of the advantages of their product. Included in the literature they have distributed are: Folder entitled "Jellstone, a superior kalsomine"; booklet, "Practical Hints for the Decorator"; folders re Alabastine in both French and English. (These folders are supplied in quantity with room for dealer's name on package); dodger, "Potato Bug Finish"; folder, entitled "Land Plaster"; folder, "Paristone Wall Plaster." In addition to these are three more elaborate productions. One of these is a 15x24 inch wall hanger showing the beautiful effects which can be obtained by the use of various shades of Alabastine. The second is an artistic wal lpocket decorated in gay colors with Alabastine. The third is a panel containing 35 coats of alabastine, different shades, showing how one tint cements to another. This array of advertising helps should surely enable the retailer to reach any customer who needs convincing of the merits of Alabastine.

—

Toronto Silver Plate Co.

Hardwaremen who have made a specialty of silverware and have given it due prominence in their stores have found it a most profitable line. The Toronto Silver Plate Co., Toronto, assist their customers in a most practical manner by issuing catalogues showing their latest designs and styles. Their catalogue "No. 18" shows electro silver plate tea sets, waiters, tete-a-tete sets, coffee sets, berry sets, individual table pieces, dessert sets, etc., candlesticks, communion sets, prize trophies of various kinds. The engraving of the cuts and the printing of the catalogue is of such superior workmanship that in many cases it would probably be only necessary to refer to the catalogue in making a sale, particularly of prize trophies and some of the better sets. Copies of the catalogue will be sent on application.

—

"Alpha" High Speed Steel.

B. K. Morton & Co., Sheffield, Eng., have issued a small booklet giving information about their "Alpha" speed steel. In it they state: "After some months of careful experiment we have placed upon the market a lathe tool steel of marvellous speed and cutting power.

"So far this steel has been proved upon steel bars of .25 per cent. to .50 per cent. carbon, and upon cast iron with excellent results. Tests have also been made upon cast steel castings, and faster and heavier work has been done upon these than with any other tool steel. We do not recommend this steel for use upon chilled surfaces.

"It has been a most interesting experience introducing this steel into the various engineering workshops, as everywhere the expression has been one of amazement, and orders have been given most readily. No difficulty will be found in the treatment of this steel. Too much heat in hardening can scarcely be given, and we may add, that short of burning the tool, so that it crumbles away, it seems impossible to overheat it. The more heat, however, it has the more grinding it must have, but the tool which has been exposed to considerable heat—nearly welding heat—(in hardening, not in forging) will do more work after being thoroughly well ground than one which has not been made hot enough. The treatment extends right through the body of the tool, and the steel improves with use. Any amount of grinding, even to alter the shape of the tool, will do no harm, but will tend to give better results. Some particulars regarding this steel are offered to any readers of this paper who will write for same."

—

Ornamental Glass.

The Luxfer Prism Co., Toronto, have ready for distribution a catalogue describing the numerous designs which they manufacture. A copy of this catalogue should be secured by every hardwareman, to enable the latter to figure on contracts calling for high-class ornamental glass. They can be had on request.

—

Sewing Machine Catalogue.

"A key to large profits" is the title of a neat and attractive little booklet which Caverhill, Learmont & Co., Montreal, have issued to the trade describing their sewing machines. Caverhill, Learmont & Co. guarantee each machine for five years and undertake to supply free of charge any defective parts for that term, excepting only the wear and breakage of needles, bobbins and shuttles. This is a guarantee which gives the dealer confidence when making sales, and a guarantee which should be a great assistance in securing new business. The machines are all fitted with ball bearings and are finished with piano polish dark oak wood work. Write for this catalogue if you have not received one.

—

Stewart & Wood.

Stewart & Wood, Toronto, have a dainty souvenir of Toronto, such as they gave to the master painters at their recent convention in Toronto. It gives views of the principal public buildings, parks, the bay, water front, etc. A few of these are left for distribution.

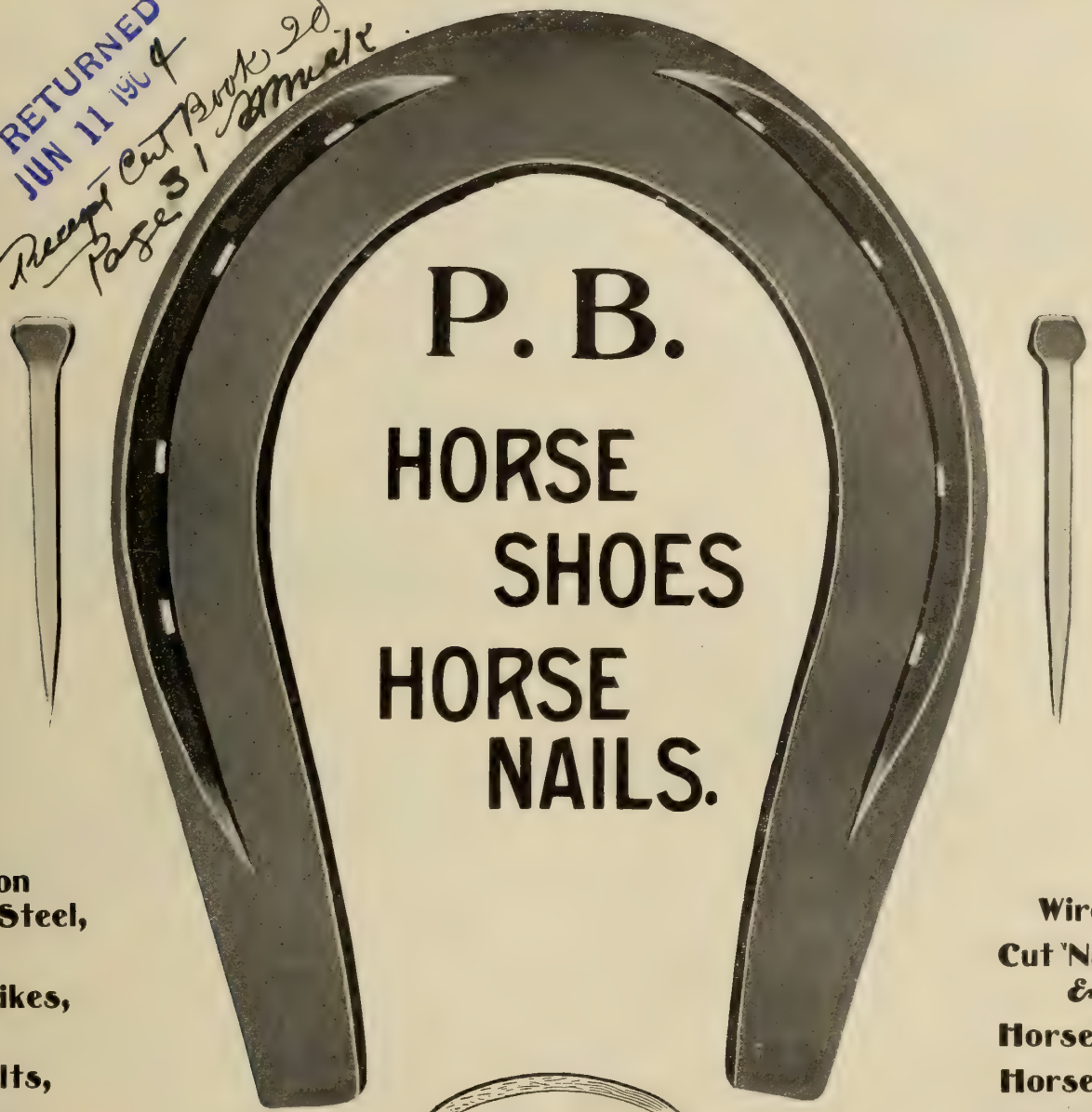
—

United States Register Co.

The United States Register Co., Battle Creek, Mich., have gotten up a supply of blotters, on which is a cut showing the way their "side-wall" registers fit in the house. Any of the trade handling these registers can have a supply of blotters on application.

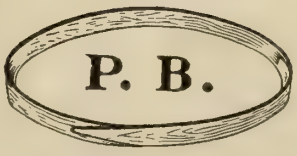
THE PECK ROLLING MILLS LIMITED

RETURNED
JUN 11 1904
Receipt Cut Book 20
Page 31



Bar Iron & Steel,
Ship Spikes,
Drift Bolts,
Railway Spikes.

Wire Nails,
Cut Nails & Tacks,
Horse Shoes,
Horse Nails,
Shovel & Hinge Plate.



BRANDS

We are now making up a full assortment of our **NEW P.B. HORSESHOES,** and take this opportunity to solicit the valued patronage of the trade.

We will be pleased to submit prices, etc., on application.

THE PECK ROLLING MILLS LIMITED

MONTREAL

HEAD OFFICE—Coristine Building

WORKS—Lachine Canal

HORSE CLIPPER
BY ROYAL WARRANT
TO HIS MAJESTY

MANUFACTURERS
OF APPOINTMENT
THE KING.

THE BARTON-GILLETTE HORSE CLIPPING CO., LIMITED

103 NEW OXFORD STREET, LONDON, W.C., ENGLAND.

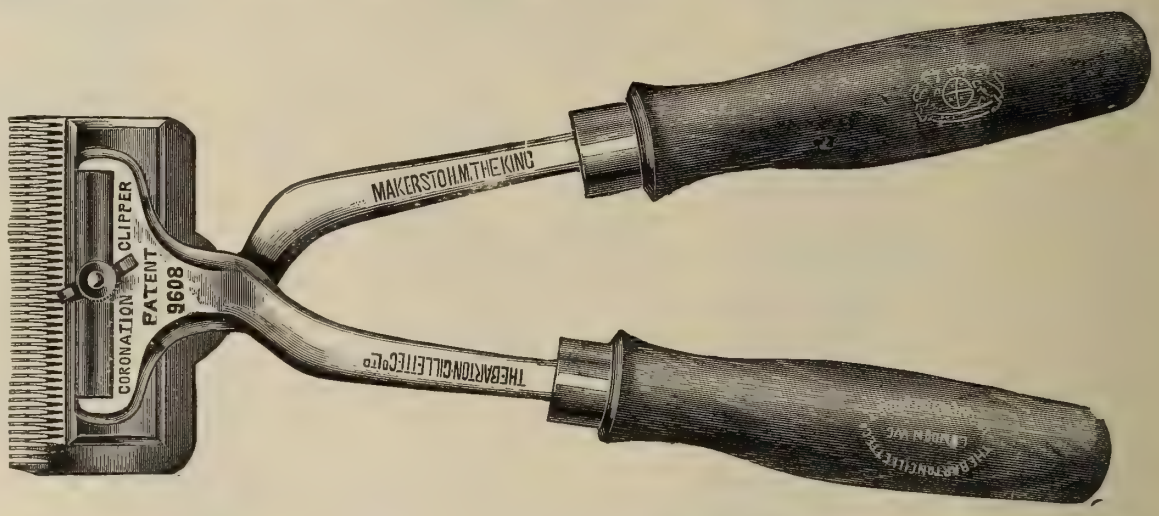
Awarded two First Prizes, Royal Agricultural Society, England, in open competion, and 12 Medals

SOMETHING ENTIRELY NEW IN HAND CLIPPERS.

The Barton-Gillette Patent Ball Tension Clipper, "The Coronation."

This machine is absolutely the best on the market, it is fitted with our Patent Ball Race, which has enabled us to secure **all the Prizes and Medals** awarded for Horse Clipping and Sheep Shearing Machinery.

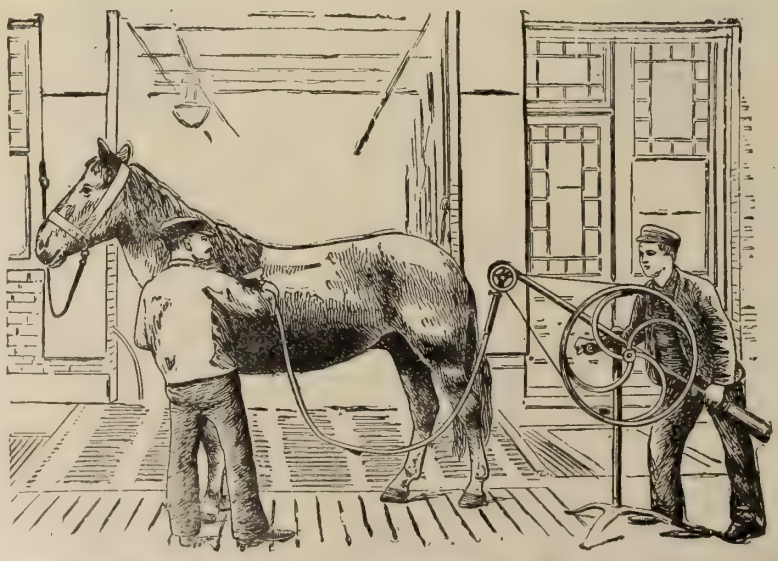
The Plates are considerably wider than those supplied with any other Clipper, thus enabling the user to do considerably more work. It cuts over three teeth. Is centre adjustment, Nickel Plated and fitted with Mahogany Handles.



Send for new season's Price List of Hand Clippers. Retail Price, 10/6 f.o.b. Manufacturers of every description of Clippers

Used exclusively in all the Royal stables. We are the only manufacturers of Power Horse Clipping Machines that have ever been appointed makers to His Majesty the King.

Fitted with the only absolute Flexible Shaft and Driving Chain, the links of which are all detachable, **also Ball Tension Knives (which cannot heat).**



It is the only Hand Power Horse Clipping Machine that has been awarded prizes or medals in England, **beating all comers at the Trials held at York, 1900,** by the R.A.S.E., and awarded two first Prizes, also 12 Medals at various Horse and Agricultural Shows.

THE BARTON-GILLETTE PATENT HORSE CLIPPING AND SHEEP SHEARING MACHINES.

RETAILS FROM 55/ F.O.B.

Liberal discounts to Agents. Send for Illustrated Catalogue and Terms. Agents wanted everywhere.

HARNESS AND SADDLERY HARDWARE

A TRADE THAT CAN BE DEVELOPED

SOME departments of the hardware business constitute lines which are so staple that an extension of the demand for them can seldom be obtained except by price-cutting, a practice generally recognized as wrong in principle and hurtful in practice.

Not so with saddlery and harness hardware! This department includes many lines the value of which is not properly understood and which consequently respond in profitable degree to efforts spent in making them more profitable.

Some hardwaremen have made a big feature of this department, with excellent results. Others have contented themselves with handling only such goods as have for many years been known as hardware lines. Naturally the latter class has not found the department as profitable as their competitiors who have ever been on the alert to add to their stock in this department any article which offers a reasonable promise of return on the investment.

For instance, many hardwaremen have found in ready-made harness a line which is much appreciated by a certain class of their customers and have been able to follow this up by selling the buyers the materials and tools for making repairs. The wholesale harness manufacturers have reduced the cost of their product to a minimum, making it possible for the hardware retailer who stocks the line to sell in direct competition with local harness makers.

It is in some cases not the wisest policy to start such competition as it might induce an aggressive harness maker to stock lines which are essentially hardware lines, such as horse clippers, curry combs, stable brushes, whips, halters, stable latches and locks, harness oils, axle grease, etc.

In these latter lines, however, the hardware dealer has every right to expect a fair share of the trade of his district and if he does not secure this he is not giving due attention to the line.

Such lines as these are particularly worthy of attention in the Spring time, after the Winter snow is gone and farmers are coming into town in numbers. Pay some attention to this line in your regular advertising; make the line a prominent in the store; show it to advantage once in a while in the window, and make it your practice to ask your customers if they need anything in these lines at present.

Another line which is worthy of attention at this season, when the Spring rains are about due, is waterproof clothing. In this line the hardware dealer has to some extent to meet the competition of general stores but it is a line in which he can make just as good a showing and get just as large a share of the trade as any other retailer, provided he is as aggressive in business as his competitors. Some hardware dealers have not devoted much attention to waterproof goods for horses and for their customers while driving as they should. Any who have not would make a good move to add this line to their stock at once, for there is money in it.

Wound Up to Sell Clippers.

THE following bright sketch, from the Hardware Dealers' Magazine, may be useful to salesmen desiring pointers on selling clippers. The details should be studied carefully—it being necessary, of course, to adjust the description of the clipper to the machine referred to, which information can always be readily secured:

"The thing that interests me at present," said the farmer as he entered the hardware store, "is whether to invest in one or not."

"What is the article?" asked the clerk.

"A clipper for clipping horses."

"That depends," responded the salesman. "Depends on whether you keep horses or goats."

"I keep horses of course. What are you driving at?"

"Simply this. If you keep horses you need clippers. You can buy good ones for $5, and any farmer can afford that—indeed, no farmer can do without them if they cost double the money. For a clipped horse dries out freely from sweating, and it is the standing all night in a thick coat of gummy sweat that makes him take cold, and brings on the many diseases that follow. A clipped horse not only looks better, but he feels better, and he will do more work and live longer, and thus the machine adds much to his value—many times what the clipper costs."

"Show me one that you can recommend," said the farmer, who had a reputation for taking good care of his horses.

"There are several that I can recommend," responded the clerk, "but let us take this one for instance. Let me tell you what it is, and what it does. It is a very handy affair, hangs up out of the way, and thus suspended from the ceiling by a rope it enables the clipper to reach all parts of the horse with ease. Has eighteen-inch drive wheel which engages in a hardened tool steel pinion which connects to a 4 1-2 foot flexible shaft, to which is attached knife and handle. It cuts clean and fast and a small boy can turn the crank without tiring. It has the positive drive gear wheel instead of a belt. No experience is needed to operate it; any handy man can get good results right away. You will notice that it has a steel flexible shaft. The tempering of the steel for the knives and the hardening of the steel for other parts are very important factors and in this machine are first-class."

"Yes," said the farmer, "but if you have one larger and better I should like to see it."

"Here we are," said the clerk, "in a machine that costs about twice as much as the other. It's made with all cut gearing from solid metal. The teeth are milled, not cast, and engage with hardened steel pinion. In fact, it's built to last and stay in good order. The bearing of the knife blades is perfect. They are so constructed that the tension between must be balanced and even always. This prevents clogging

About a Horse Nail.

"A little neglect may breed great mischief; for want of a Nail the shoe was lost; for want of a shoe the rider was lost—being overtaken and slain by the enemy—all for want of care about a Horse Shoe Nail."

—Benjamin Franklin, 1758.

Just a few words about ourselves and the "C" brand horse nails.

This Company was established in 1865, and have therefore been manufacturing horseshoe nails for nearly 39 years.

We make nothing else but horse nails, and are the largest producers of this article in Canada. We believe nearly equal to all the others combined.

Our horse nails are of one quality only—the best that our long experience can produce. We use exclusively a special quality of material, made for our purpose in Sweden, which is the best known or used by any maker of horse nails in the world.

Starting with the best material, we use the old and well tried hot forged process, by which our nails are thoroughly forged from the nail rods at a red heat, and finished and pointed by a process used only by us in Canada.

Every nail is hand sorted and examined, to prevent an imperfect nail from entering a box bearing our "C" brand.

Every box is warranted perfect and ready for immediate use.

They are of the best designs, will drive easiest, and stand more hard usage than any other horse nail made or sold in Canada.

We solicit your kind preference for the "C" brand when ordering horse nails.

We shall be glad to furnish free samples of our various patterns and advertising matter to dealers.

Canada Horse Nail Company

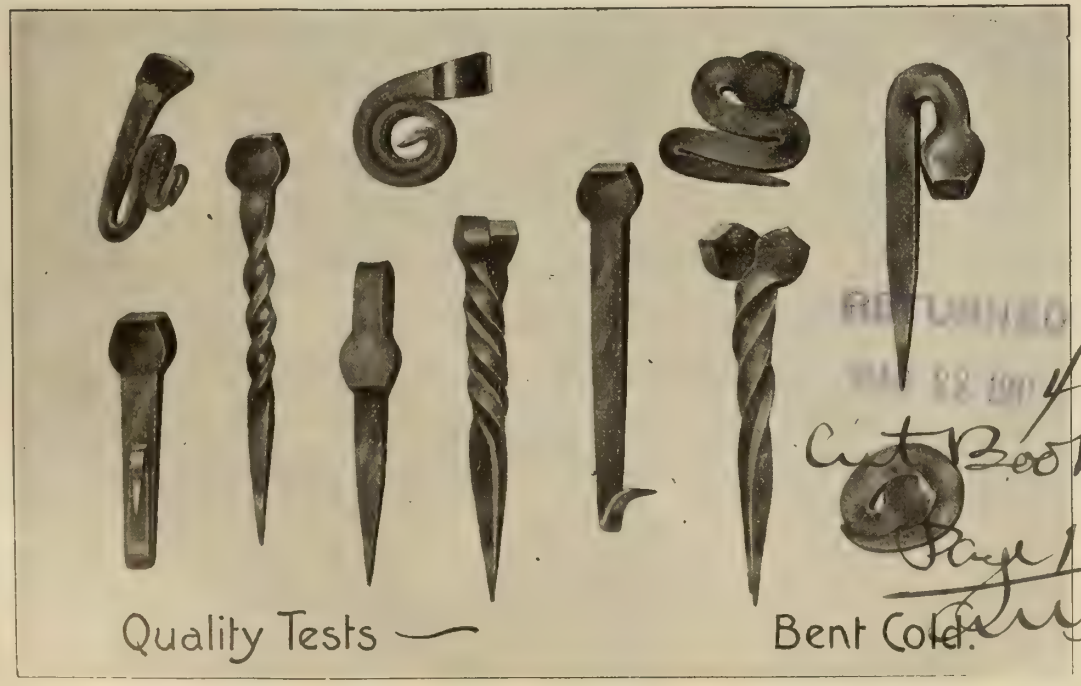
MONTREAL.

The Brand

May not have received the attention on your part which it deserves, when purchasing Horse Nails. It is, however, worthy of your best consideration. The "**C**" brand on a box of horse nails has the same relation as the artist's name on a painting. It determines its value and the character of the work.

Order the "**C**" brand and accept no substitute, especially at the same price. They are the best, and

"MADE IN CANADA."



The Quality

In buying Horse Nails, quality—not price—should be your first and only consideration. It is supreme folly to buy "cheap" horse nails. You can buy other brands than the "**C**" at a lower price, but also consider the fact, that 25 cents less per box only reduces the cost of nails used in shoeing a horse, one-third of a cent, and then consider the advantage of having the best quality, which will stand such tests as are here shown. Order the best, and

"MADE IN CANADA."

up. It has positive power—no belts to slip, no lost motion. Every turn of the wheel is sure to bring 28 vibrations of the knife blades.

"The entire machine is fine in construction and scientific in design. The large wheel is machined all over, and its periphery turned true. A balance wheel on the pinion shaft equalizes the motion. The opposite end of the pinion shaft has a quarter box tightly closed (dust proof) its revolving parts running in oil. The all-steel flexible shaft and its driving gear are carried on a solid strong tripod stand. This simple but perfect apparatus is easily adjusted by its operator to the movements of the clipper. The improved knives, or cutters, are one-nut, balance pressure type, and are dust proof. With either hand a small lad can turn the fine strong crank handle all day without tiring—it's so light running."

"Is that all you can say about it, or are you wound up for all day?" asked the farmer, with a laugh.

"There may be some more, but that's all I think of at present," was the response.

"That's enough. Whether I take one or the other, I have learned enough about clippers to pay for the time it has taken."

In battle or business, whatever the game,
In law or in love, it's ever the same;
In the struggle for power, or scramble for pelf,
Let this be your motto: "Rely on yourself."

—John G. Saxe, in Success.

An Old Whiplash Firm.

It is not surprising that in forty-four years the firm of John F. Scholz, Stratford, Ont., should have attained recognition as reliable manufacturers of their line, buckskin, horsehide or cordovan whiplashes, stock whips, drop tops and all kinds of plaited leather work. They offer to make samples in four, six and eight plait lashes, made from yellow cordovan, white horsehide and buckskin for any wholesale dealer or jobber who desire same. Mention Hardware and Metal when writing this firm.

This firm, which was established in 1860, by the late John F. Scholz, is now managed by his daughter, Miss Elizabeth Scholz, who is carrying it on with the same spirit that has characterized it from its inception.

Maritime Nail Co. Burned Out.

The works of the Maritime Nail Co., St. John, N. B., were totally destroyed by fire on the morning of March 11th. The fire was discovered about 5 o'clock in the morning by the night watchman. The firemen responded quickly, but as there was a heavy gale of wind blowing the structure was soon a mass of flames and their efforts were of no avail. The estimated loss is $50,000, with $26,000 insurance. It is not known definitely whether the company will rebuild in St. John.

Whatever your vocation may be, read, read, read! at every opportunity you get, and always read the best within your reach! Any book, periodical, or paper is bad which takes the place of something better. Enrich your life in every possible way by self-improvement, —self-culture.—Success.

The Crown Lumber Co., Limited

WOODSTOCK, ONT.

Manufacturers of

Wagon Rims **Sleigh Runners**

and all kinds of bent goods.

CORRESPONDENCE SOLICITED.

W. J. Gibson

GANANOQUE, ONT.

Manufacturer of the Standard Belt Lacing, all kinds of Harness and Harness Parts, also Corner Irons, Tubular Rivets, Belt Rivets and Carriage Makers' Rivets.

KINDLY WRITE FOR QUOTATIONS, WHICH WILL BE GIVEN PROMPTLY.

READ this and WRITE

TO US FOR

Casket and Hearse Trimmings **Coach and Carriage Trimmings**

SUCH AS

FRINGE, CORDS, TASSELS, ROSETTES, GIMPS, THUMB SCREWS, BRAIDS, ETC., IN BLACK, WHITE AND COLORS. Full outfit for the exterior decoration of Burial Cases and Funeral Cars.

BROAD, SEAMING AND PASTING LACES, WELT, CARPET BINDING, SEAT WEBBING, TASSELS, PULLS, FROGS, CURTAIN BANDS, CORDS, ETC. All interior decorations and fittings for Coaches and Carriages. Also canopy fringes. All fast dye.

Vogt Manufacturing & Coach Lace Co., Rochester, N.Y., U.S.A.

PILLOW & HERSEY MANUFACTURING CO.

LIMITED. MONTREAL.

INSIST ON GETTING

"BLUE HOOP"

Manufacturers of

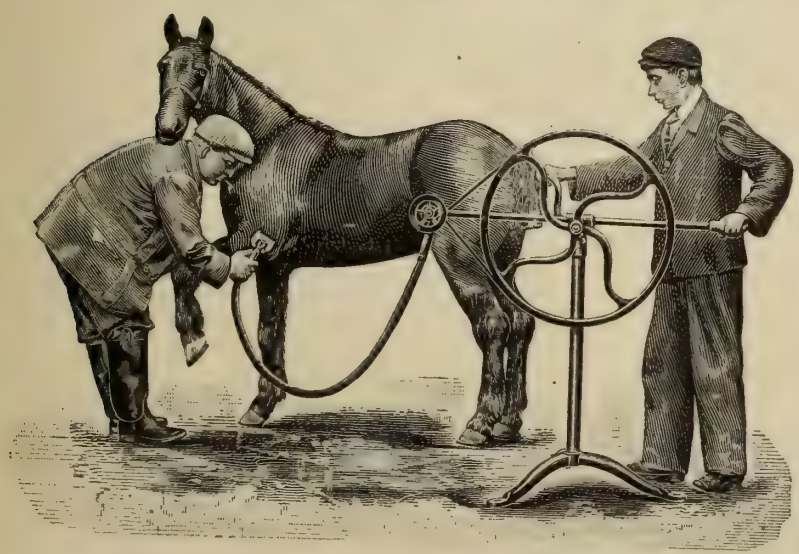
THE OLD RELIABLE

"BLUE HOOP" HORSE SHOES

Cut and Wire Nails, Tacks, Bar Iron, Ship and Railway Spikes, Bolts, Nuts, Rivets and Washers of every description.

BURMAN'S CELEBRATED CLIPPERS

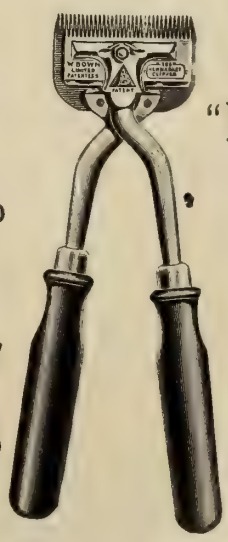
Bown's "Newmarket."



THE KING OF CENTRE-ADJUSTMENT CLIPPERS STILL REMAINS UNSURPASSED AFTER A RUN OF NEARLY

THIRTY YEARS

Patented 1874.



The Improved B PATTERN "NEWMARKET"

may now be obtained from all jobbers.

DETACHABLE PLATES.

IMPROVED CAP WITH LONG BEARING.

RIGIDITY and EASY RUNNING.

ACCURATELY MACHINED AND PERFECTLY FITTED.

All Parts Interchangeable.

THE "NEWMARKET" POWER CLIPPER.

For excellence of design and superiority of workmanship, the "Newmarket" Power Clipper stands supreme.

Manufactured solely by BURMAN & SONS LIMITED.

BURMAN & SONS LIMITED, BIRMINGHAM, ENGLAND

ADDING SPECIALTIES AND SIDE LINES. *

ALERTNESS is essential to success. To prosper you must have your eyes open and keep abreast of the times. Keep out of the ruts; they are easy to fall into, but not so easy to get out of. Do things in a different way from your competitor. No retailer lives up to his own possibilities who does not keep on the watch all the time for new lines to add. Your people are accustomed to buy from you now one or more lines. This habit of theirs forms the best of your capital. They are equally ready to buy other lines if you will let them. Do not be afraid to try new ways and new goods. Be as good a merchant as you can and success will come to you. Study your trade. Endeavor to anticipate its wants. Study your stock. Endeavor to keep it clean and free from stickers. The modern successful merchant uses his every effort to keep in touch with what is going on in his lines. He is a subscriber to two or three of the trade papers. He reads them carefully. He examines with care the good advertising that comes within his reach, selects from it the best ideas and methods, and adapts them to his own use, taking care to instill into them as much of his own originality and personality as possible. He leaves no avenue unexplored where the extension of his trade is possible.

He adds side lines and specialties as often as he can. Capital and space are his only limits. The importance of this question of adding specialties and side lines is not disputed and only half appreciated. The reason why a man with a small stock of variety goods can hold his own against concerns that have dollars where he has dimes is simple. Every penny of his capital is in quick turning goods. The variety store handles nothing but quick sellers. It omits the heavy staples, which take a lot of money to handle, require a lot of room and on which profit is small.

While I do not advocate turning the hardware store into a variety store, I do advocate carrying more of a variety of hardware and kindred lines than is carried in most hardware stores. Add lines that suit your trade—lines that are quick sellers, for quick sellers are profitable.

The question of carrying a line of paints has recently been discussed in the Iron Age. This is a line that goes in nicely with the builders' hardware trade. If properly bought and properly sold it is a profitable line. We have handled paints, oils, varnishes and brushes for 20 years, and our paint department has grown to be one of our best departments.

Fishing tackle, hammocks, guns, bicycles, base ball goods are generally handled in sporting goods stores or department stores. They belong to the hardware store. Start a sporting goods department yourself. Taking a fishing trip or a hunting trip during your vacation; learn the merits and demerits of the lines you carry by actual experience. Then you can sell a line of sporting goods intelligently, and there is profit in sporting goods.

Add to your line of 50 and 75 cent nickel plated tea and coffee pots some of the more expensive sorts, a few baking dishes, a chafing dish or two. Put them in a nice showcase, prettily arranged. Display them. Talk them. Advertise them. Then see if your trade on nickel plated ware does not increase and your profit account also. When you have nicely started your sales of nickel plated ware add a line of fancy earthen tea pots. That will please the ladies, and a well pleased lady customer is one of your best advertisements.

Toys and holiday goods. One of the most profitable departments we have ever added has been, and is, our toy and holiday goods department. We carry in season a complete line of iron and wooden toys. We have them bought and in the store before Thanksgiving. This year just passed we commenced our holiday display on the day after Thanksgiving. We displayed toys in one window, and in another a line of fine nickel and silver plated ware. These displays were changed every few days. We cleared a large space in the front of our store and devoted it to an exhibit of articles suitable for Christmas gifts. We were busy from Thanksgiving up to 10 o'clock the night before Christmas. The toys pleased the children. The children told their parents. One little girl, four years old, said to her mother: "You can get all the toys you want down at Bartholomew's, whether you have money or not." A small boy called off his Christmas list up the chimney to Santa Claus, and said: "You can buy all of these at Bartholomew & Co.'s." The parents were interested, came to buy toys and found we had other Christmas goods to sell, and bought them. By the addition of this side line we have made the month of December one of the busiest of the year, and also one of the most profitable.

* Address by Louis C. Bartholomew, Michigan City, before the Missouri Retail Stove and Hardware Association.

THE IDEAL WOVEN WIRE FENCE.

The Ideal woven wire fence commends itself to discriminating dealers as it is constructed of heavy (No. 9) hard steel spring wire throughout, and has a peculiar lock that cannot slip. These make the "Ideal" fence strong and durable. It requires few posts, has a spring in every foot of it, and offers perfect security against cattle and all other stock. It is always a good seller, because its great merits are at once appreciated. An illustrated catalogue showing styles for every purpose may be had free by addressing the manufacturers, the McGregor-Banwell Fence Co., Limited, Walkerville, Ont.

THE WONDERFUL ELEMENT—RADIUM.

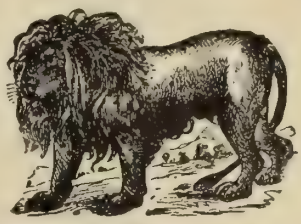
RADIUM continues to interest both the chemists and the physicists, as well as the general public. We hear, through the medium of the daily papers, more or less that is wonderful about it, and some things that are true. It should be remembered that the statements about what a pound of radium will do are somewhat like descriptions of the properties of a turnip as large as a house. The quantities of radium at an experimenter's disposal are, so far, very small,—almost microscopic. Professor and Madame Curie, of Paris, however, have recently stated that radium gives out, spontaneously, heat enough to melt its own weight of ice every hour, and that, apparently, the source of energy is unlimited. Discussion of the cause of this apparent violation of nature's laws can scarcely be said to have brought out any definite conclusion. One theory, that radium absorbs gravitational energy and turns it into heat has been carefully tested in Germany, but with negative results. It appears more probable that a minute molecular change is going on in the substance, which it requires considerable time to detect.

CARD INDEX SYSTEM.

THE Library Bureau of Canada, Limited, incorporated in 1903, has taken over the hardwood department of the W. C. Edwards & Co., Limited, in Ottawa, with the intention to continue the work carried on by this department in the line of woodwork, mantels, fittings for banks, offices, etc., and add to it the lines carried by the Library Bureau in the States.

The Library Bureau in the States are the originators of the card index and vertical filing systems. In the States they have factories in Boston and Chicago, and branches in eighteen different cities throughout the States. They also have a factory and five offices in England. In the near future we expect to have branches in Toronto and Montreal. The officers of the company are Hon. W. C. Edwards, president; Gordon C. Edwards, secretary-treasurer; H. E. Davidson, vice-president; C. H. L. Flintermann, general manager. Any readers of Hardware and Metal desiring further information are invited to write for same at once.

We make them all . . . .



THE LION BRAND.

WATERPROOF FISHERMEN'S CLOTHING TEAMSTERS' CLOTHING

Black or Yellow.

Horse and Wagon Covers

Black or Brown.

Carriage Dash Aprons AND Rugs

Black.

We have Price Lists, send for them.

BRANCH AGENCIES

W. LOUIS HALDIMAND, Jr.,
36 St. Dizier St.,
MONTREAL, QUE.

CHAS. THOMPSON,
430 Cordova St.,
VANCOUVER, B.C.

HEAD OFFICE AND FACTORY AT GUELPH.

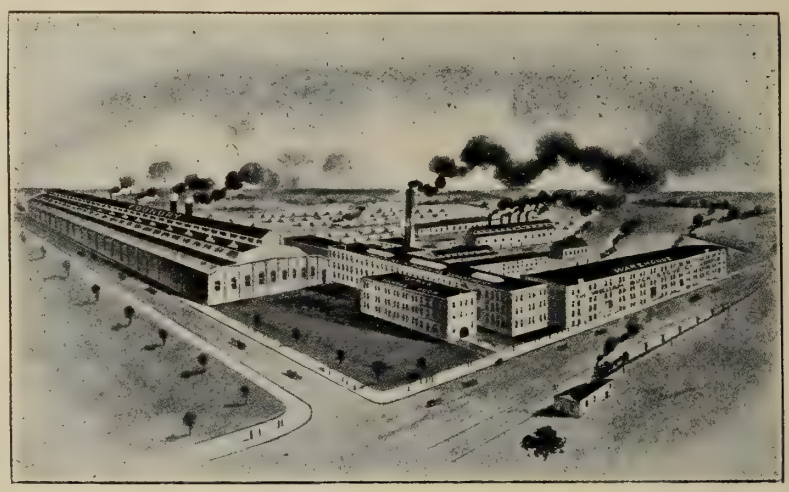
THE GUELPH WATERPROOF CLOTHING CO.

GUELPH, ONT.

WHERE

"HAPPY THOUGHTS" AND "RADIANT HOMES"

ARE MADE



10 acres yard room
1½ miles railway siding

60,000 sq. ft. moulding floor
40,000 sq. ft. mounting floor

Storage capacity, 10,000 tons of stoves.

The Largest and Most Complete Stove Manufacturing Plant in Canada.

The William Buck Stove Co.

LIMITED

Branches at Montreal and Winnipeg.

BRANTFORD, ONTARIO.

STOVES AND TINWARE

HEATING GOODS IN THE HARDWARE STORE.

IN a hardware store where heating goods are a feature especial care is necessary to get the best effect in display. The following from a paper by E. K. Cunningham in the American Artisan, is timely and practical :

"The interior of the store should be kept as neat and clean as the show windows. That hardware men are noted for their enterprise and intelligence is a fact generally recognized, and for this reason it seems strange that so many of them are negligent in matters pertaining to the arrangement and cleanliness of their store rooms. A great many of them who have scrupulously clean, neat and tidy houses, and who would be quick to find fault with the good housewife on account of any breach on her part of the laws of cleanliness and neatness therein, will permit their offices and store rooms in which they probably spend more of their time, to become so untidy and unclean as to cast reflections on the entire craft. The fact is the old proverb, "Cleanliness is next to godliness," and "Order is Heaven's first law," are applicable to the hardware man as it is to his fellow merchant in any other line of business. That it is possible to have a hardware store almost if not quite as attractive as that of the clothier, dry goods man, or even the jeweler, may be demonstrated by a visit to one of the modern up-to-date stores, such as are becoming quite common in most localities.

USE MANY SHOW CASES.

We use as many show cases as possible. Keep them clean and neatly arranged, using one for cutlery exclusively, another for nickel ware and silver, and so on with the goods properly arranged in each. Our shelving we extend from the floor to the ceiling in either side, using travelling ladders. On one side we keep hardware, sporting goods, builders' supplies, tools, etc. On the other side we arrange paints, varnishes, granite and tinware, woodenware, etc. For hinges, clevices, malleables, nuts and washers, we have small cabinets neatly arranged in the rear of the store on our bolt counters. Our wire screen we have on stand or rack by itself with room for full rolls beneath. Window glass in a case with cutting board at the end. Hoes, rakes, forks, shovels, spades on brackets with handles in a rack underneath. Hay knives, handled axes, crowbars, log and cattle chains of all kinds we keep in racks. Washing machines, churns, wringers and this class of goods are kept neatly arranged along the side of the bolt counters.

ARRANGEMENT OF STOVES AND RANGES.

Now in regard to the arrangement of the stoves and ranges. I take great pride in this branch of our business. Our ranges and cooks we keep nearest the shelving. Have them neatly polished and setting in a perfectly straight row, ranging in size and price to suit the trade. A customer comes to your store to buy a range. You show him a well assorted line of from 15 to 20 stoves and ranges, ranging in price all the way from $25.00 to $60.00, and you stand a much better show to make a sale than if you had a few ranges, poorly polished and setting in a zig-zag manner around the store.

We have our heaters displayed in the centre of the store, finely polished, and set upon steel frame castors with the nickel neatly polished. It is truly said "A stove well blacked is half sold." We use black silk polish on all our new goods, as it costs but little more, and gives a stove a much finer appearance. We arrange our coal stoves in the front and continue down the line with the surface burners, parlor stoves, wood base burners, oaks and air tights, having one sample of each style and size always on the floor in stove season. A great many times you can sell from stock and retain samples on the floor.

SECOND-HAND STOVES.

We also find the second-hand stove business a very profitable one. We buy and trade second-hand stoves of all kinds. This branch of our business is kept entirely separate, having a room fitted up for the purpose. These goods oftentimes net us more clean money than new goods. A man comes to us in the early fall to trade stoves. We trade him a new stove, getting our price, and get the old one at a very low figure. This stove is then taken into the second hand room and the necessary repairs made thereon, after which it is polished and placed on the sale floor, and oftentimes brings a better margin of profit than new goods. We have found this very successful, having sold as high as one hundred good second-hand stoves in a single season.

Interior of Gurney's London Store.

FURNACES.

The furnace question is becoming an important feature in connection with the retail hardware business. How many of you to-day are doing your furnace work right? How many of you are making money on the furnace business? How many are getting satisfactory results? We, having been in the furnace business for a number of years, have learned some of the drawbacks as well as some of the good points in connection with it. Too many hardware merchants to-day are doing this work on a guessing plan. Too much trouble results after the furnace is installed. I think if we all could confine ourselves to figures, measuring every foot of pipe and material that goes into the construction of a furnace job, and estimate more closely on time and labor, be more careful in buying a good furnace, having it set as neatly as possible under center of building, use a larger size of piping and cold air returns than is commonly used, much better results in furnace heating would be attained, and the dealer would reap a better harvest and the customer be more satisfied.

Expansion of Hot Air Heating.

ONE of the earliest methods of heating buildings from a central heating apparatus was by means of hot air conveyed through pipes to registers in various appartments, says the Metal Worker. This system was taken up in the United States something over half a century ago, and was brought to a high degree of efficiency. That all of its advantages have not yet been demonstrated is evident from the enterprise now manifest in exploiting the system both by furnacemen and those engaged in larger heating enterprises. In the last few years furnacemen have realized the economy of carrying one large main pipe to a point where branches are used for feeding several registers or hot air flues, examples of which method of heating buildings have been brought to the attention of our readers in recent issues of this journal. Hitherto the furnaceman has been satisfied to confine his use of hot air for heating to its distribution through different rooms. About a year ago we brought to the attention of our readers a system which has been invented and put in use in Canada, whereby the air is circulated through special sheet metal radiators for heating apartments, the same air being brought back to the furnace to be reheated and circulated again. The claim is made that by this method it is not necessary to run the furnace at so high a temperature, inasmuch as the air which is brought back for reheating seldom falls to a lower temperature than 50 degrees, so that it is not necessary to have as much fire to bring it again to an efficient temperature as when air from out of doors is used. Students were occupied with this problem on a larger scale at the same time, in Baltimore, Md., and they are now working along similar lines in Kalamazoo, Mich. The proposition of the engineers in the latter case is to distribute the hot air through piping systems laid under the streets. One of the features of this system is that in the Summer season, cold air can be furnished to lower the temperature of residences and other buildings. The information at hand does not explain just the form in which this work is to be accomplished, but there is ample evidence that the expert furnaceman will have no occasion to fear a curtailment of his business, while, on the other hand, it is probable that his advice and assistance will be in still larger demand.

Fixing the Furnace.

When pa starts to fix the furnace, all us
children have to be
Just as quiet as if mother had a head-
ache—or a tea;
First pa takes his coat and vest off,
then you hear him cough and say,
"Pay to have it fixed? I guess not!
Now, you children, run away;
Jobs like this I never shirk!"
(That's the way he starts to work).

Mother smiles a sort of worried smile
and shakes her head and sighs;
Then she takes us in the parlor, where
to read aloud she tries;
But the racket pa is making drowns her
voice and so she goes
On upstairs to make the beds or mend
some of our winter clothes.
From the cellar comes a noise
Like a dozen real bad boys!

After a while his work is finished and
pa comes upstairs again;
Cut and bruised and black as any of
those funny minstrel men,
Great big lump upon his forehead,
thumbs all mashed, both eyes
black,
Breathing like he'd run a foot race, hair
filled full of dust and slack;
Limps and holds his sides and groans
Like he'd broken all his bones.

Mother meets him with witch hazel,
bandages and salves and soap,
Says, "I'm awful sorry, Frederick; no-
thing's very bad, I hope?"
Pa just sits and chews his mustache,
then he drags himself to bed,
Has to have the doctor come and patch
his hands and back and head.
Has to pay for that—but still
Furnaceman won't send a bill!

—Cincinnati Times-Star.

Furnaces in the Hardware Store.

By T. J. Doty.

IT is my intention to discuss this question from a business and not a scientific standpoint. My cardinal principles are:

First—Buy a good furnace from a responsible manufacturer.

Second—When you sell a furnace, sell it with a guarantee to heat the building to a certain temperature when the thermometer is a certain height.

If necessary give a bond to qualify the contract, and collect the bill. This will make the furnace heat better and give you a better appetite, and you will sleep better, and it will enable you to use the money and pay cash for your furnaces, thereby getting the benefit of cash buying.

You may think this theoretical and almost impossible, but this has been my policy during six years of experience of selling an average of 50 furnaces annually, and I have carried it out to the letter and find it the most satisfactory to all parties concerned. It has been my policy is to sell a furnace on a fair margin and at a price that will warrant the employment of skilled labor, the using of good material and the doing of a first-class job. I believe this to be fair between man and man, and I do not deviate from this practice. My observation has been that many dealers take a furnace job so chaep that they cannot put in a large enough furnace, employ experienced workmen, use good material, proper sized registers and pipes, set furnace right or collect their bills.

Success or failure depends entirely upon size, location and setting of furnace, size of registers and pipes used and their location, and cold air ducts to the furnace, also mechanical ability and material used, as upon these elements circulation wholly depends. Without perfect circulation the natural and unfortunate result must be failure.

The prime factor in successful hot air heating is circulation. Better results can be obtained from the use of 1 ton of coal with furnace set right and with good circulation than with 2 tons and furnace poorly set and poor circulation, and this item is all important with seller and user, and it has been an experience of gratification to the writer to learn that a fair-minded man can be made to see that it is money saved in the long run to pay an experienced furnaceman his price and have his house well heated and ventilated rather than take a chance with a cheap man, who has but one aim, and that—to get the job.

ABOUT DETAIL WORK.

To conduct a successlul furnace business requires experience, study and close

To Manufacturers of

Stoves and Ranges

Write us with particulars of your requirements, and we shall be pleased to make you lowest quotations for all qualities of sheets.

Patent Planished Sheet (Russia) ***Iron.***
Dewees Wood.
Hammered Polished Steel.
Wellsville Polished.
American Blue.
Oak Stove Body Sheets.
Range Steel (Dead Flat).
Open Hearth Steel Sheets.
American Bessemer Steel Sheets.
Bessemer Blue Annealed.

B. & S. H. THOMPSON & CO.
LIMITED
53 St. Sulpice Street, MONTREAL.

Dominion Sales Agents for United States Steel Products Export Co. American Sheet and Tinplate Company Department,

TILES

FOR

Stove Grates, Furniture, Walls AND Floors

MANUFACTURERS,

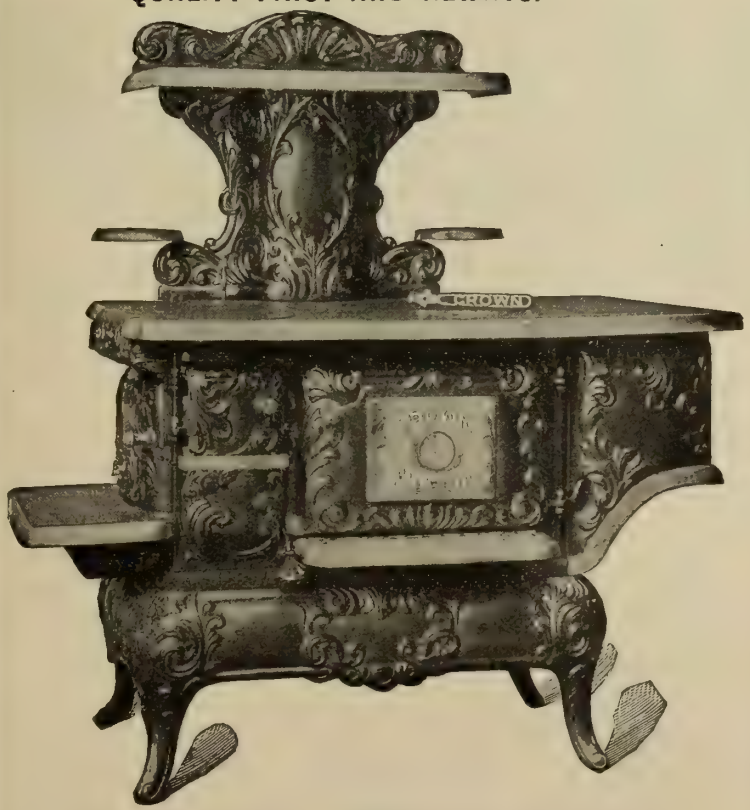
T. A. SIMPSON & CO., Limited,

FURLONG TILE WORKS, Burslem, England.

On application we shall be pleased to send Illustrations and prices. Our patterns are unique in design and prices reasonable.

AGENT:—An energetic man wanted to sell our tiles on commission. Must have previous experience. Good remuneration.

"QUALITY FIRST AND ALWAYS."



Stove Dealers—Write for Catalogue.

The Crown Huron

—A true kitchen friend.

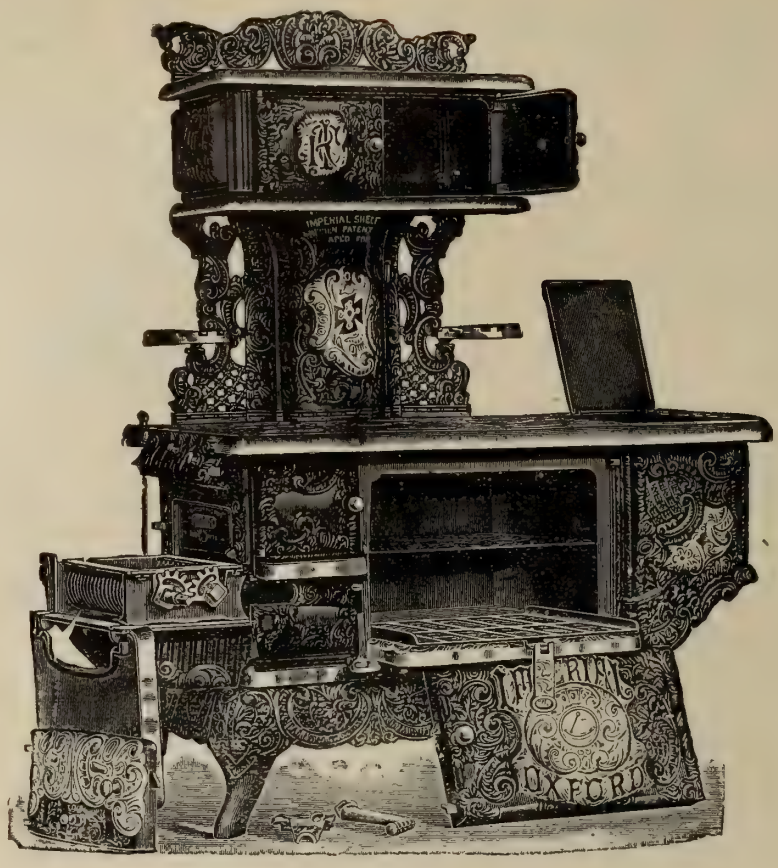
Moderate in price and just suitable for such households where the larger and more expensive ranges are not needed. Well nickled, highly artistic, sliding hearth, reliable thermometer, perfectly constructed, grates for wood or coal—in short,

A Perfect Stove.

Ours is the most modern stove factory in Canada. We employ none but expert mechanics, and use nothing but the best of raw materials. We have had years of practical experience.

"Quality First and Always."

The
Western Foundry Co.
Limited
Wingham, - Ontario



The Imperial Oxford Range

In every line of manufacture there is one first—one article which all other makers attempt to equal in excellence—one standard article to which all others are compared. That is the position which the Imperial Oxford holds amongst cooking ranges—the criterion of excellence in cooking apparatus. It is the easiest range to sell, because it has more improvements and more conveniences than any other make and is better known. Here are some of them :

THE OVEN SLIDE—A great convenience when basting.
OVEN THERMOMETER—A luxury for both amateur and professional.
DIFFUSIVE FLUE CONSTRUCTION—Saves coal and keeps oven at even temperature.
PERFECT OVEN VENTILATION—Insuring light, dainty pastry and brown roasts.
IRONSTONE LININGS—Almost indestructible.
PATENT FRONT DRAW-OUT GRATE—A stuck or jammed grate impossible.

Let us talk over the wisdom of your selling the IMPERIAL OXFORD RANGE.

The Gurney Foundry Company, Limited,

Toronto **Winnipeg** **Vancouver**

The Gurney-Massey Company, Limited,

Montreal.

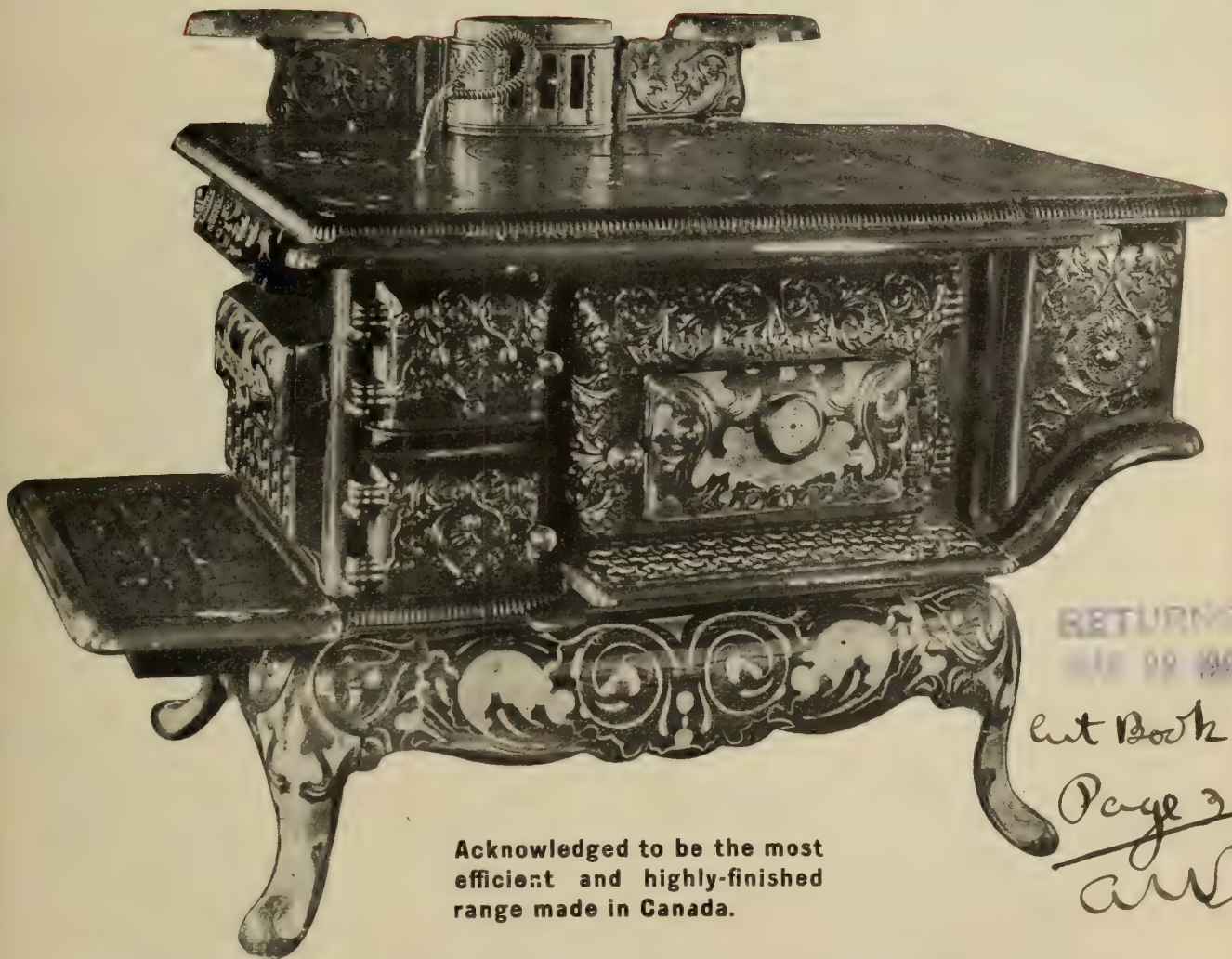
CANADA'S PRIDE

and

OUR LATEST PRODUCTION

The

"GRAND IDEA"



Acknowledged to be the most efficient and highly-finished range made in Canada.

Duplex Grates
Extra Deep Fire Box

Vertical Damper
Reservoir That Will Heat

Corrugated Oven
Reliable Oven Thermometer

WRITE FOR CATALOGUE AND PRICES.

GUELPH FOUNDRY CO., Guelph, Ontario

LIMITED

attention to detail work. Detail work is very important, and many dealers give no thought to this phase of the business. There should be a good reason for locating a register here or there and for using a smaller pipe in one place and a larger one somewhere else. It is important that no changes be made, as this is annoying, and often expensive to your customer as well as yourself, and invariably results in a botched job.

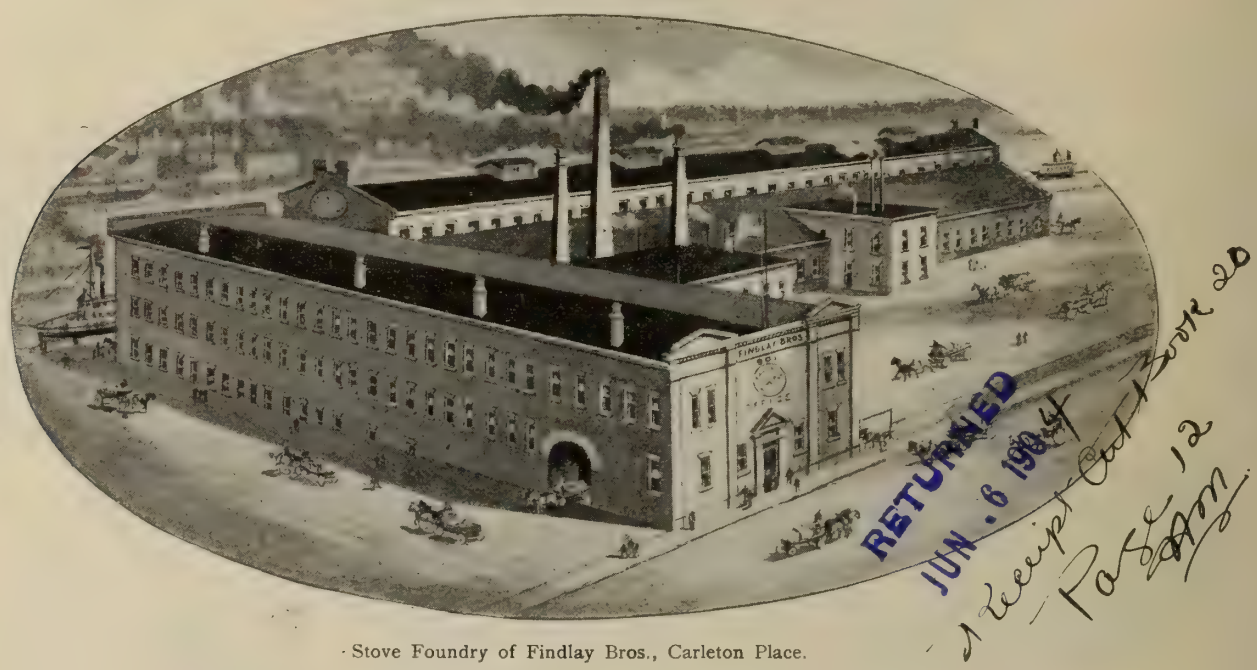
I have known dealers who never estimated the time of their men in setting a furnace, making pipe, time consumed in travel, waste of material, etc. They figure, if they figure at all, that they have to keep the men anyway, and while they were travelling they were resting, so that they would work harder when they got to their destination, and the waste material they could use to tack over rat holes in the store, and, best of all, they got the job away from the other fellow, this being their sole ambition.

Furnaces can and should be sold the year round, and I believe a dealer should bring this forcibly before his prospective customers and try to close as many contracts as possible early in the season. This, too, may seem theoretical, but the writer finds it quite practical and profitable. By so doing you are enabled to give steady employment to your men, and they become interested, accurate and speedy in this special work, and turn off good work to good advantage, and you are in position to push your work instead of your work pushing you. When the furnace work is all crowded into the latter months of the year it works a hardship upon those whom you are doing work for as well as yourself.

Practical instruction should be given to each furnace user for operating, cleaning and firing the furnace. If he is from Missouri, "show him." For upon this depends the life of furnace, consumption of fuel and temperature of rooms. The writer tries to impress earnestly upon the furnace user the importance of caring for the furnace when it becomes his property.

Progress leads the future by the hand. The furnace is yet in its infancy, and if the rapid strides of progress in hot air heating continue in the future as in the past circulation will be acknowledged by scholars of science to be the true method of heating. To prove my position to be correctly taken relative to circulation being a great and natural method, circulation was first employed in the creation of man and he has been circulating ever since.

quality and perfection of their goods is known to every dealer in the country. The "Universal Favorite" is their leading steel range. It is built like a ship and will last a life time. The "Ideal Favorite" is a high-class cast range made with four and six hole tops, and every range has the firm's guarantee that it will cook and bake to the entire satisfaction of the operator. They also make medium priced steel and cast ranges an an immense line of wood cooks and coal and wood cooks running at all kinds of prices. In heating stoves they make from the most expensive base burner to the cheapest box stove, and their lines of "Oak" stoves and hot blast heaters are very complete. Any dealer who has not received Findlay Bros.' 1903-4 catalogue should write for one, as they claim they only make stoves and ranges that will make a dull store busy and a dull home cheery.



Stove Foundry of Findlay Bros., Carleton Place.

RETURNED
JUN. 6 1904
Receipt Cut Book 2D
Page 12

The Home of the Favorite.

THE large new foundry of Findlay Bros., Carleton Place, Ont., a view of which is shown herewith, was built in 1902 and was equipped with the most modern machinery and devices for the production of "Favorite" stoves and ranges. They employ about one hundred men, and the capacity of their new plant is already overtaxed, and this enterprising firm are preparing to enlarge their works to keep pace with the demand for their popular lines of "Favorite" stoves and ranges. Findlay Bros. devote their whole attention to the making of stoves and ranges, and their lines are so nearly right for the purpose they are made, that the high

It Costs Money to do Business.

The marked cost on the goods should not only be the prime cost of invoice, but should include freight as well as the per cent. it takes to do business, or else there is a loss of profit. Should a contingency arise in competition when one opponent might sell one or more articles at less than actual cost, it would be advisable to displace them from your stock until he either finds out his mistake or goes out of business. It would be utter folly to follow his lead. Such competitors generally enjoy but a brief business career.—Ex.

We manufacture three lines of Steel Ranges.

The Superb Empire		19-in. and 21-in. Ovens.
" **Supreme**	"	18-in. and 20-in. Ovens.
" **Superior**	"	16-in., 18-in. and 20-in. Ovens.

All with and without Reservoirs, High Shelves or High Closets.

The Western Trade particularly will benefit by our location.

Correspondence solicited. We manufacture a full line of Stoves, Ranges and Furnaces.

RETURNED APR 11 1904

RETURNED APR 11 1904 Cut Book 17 Page 87 ans.

W. J. COPP SON & CO

MANUFACTURERS OF

EMPIRE STOVES & RANGES

Fort William, Ontario.

RETURNED APR 11 1904

RETURNED APR 11 1904

UNIVERSAL STEEL RANGE

APR 11 1904

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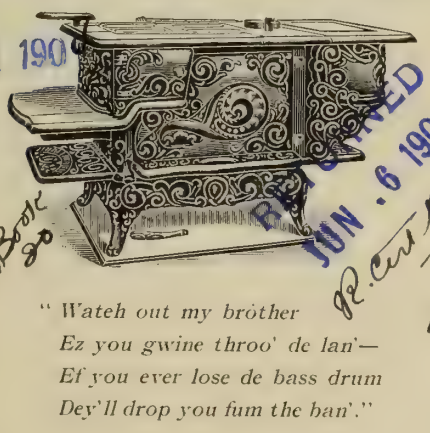

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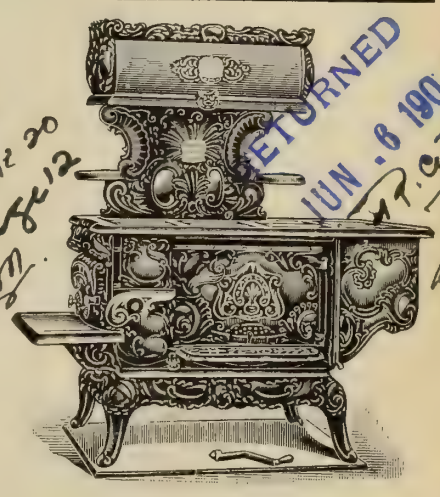


RETURNED JUN. 6 190

" Wateh out my brother
Ez you gwine throo' de lan'—
Ef you ever lose de bass drum
Dey'll drop you fum the ban'."

Popular Priced Stoves and Ranges

Are just as necessary to the successful Retail Store Business as the bass drum is to the band. Both give volume to the "output," attract a lot of people and get them stepping your way. It certainly is not hard to do business when you have both the goods and the customers. All you have to do is to "match them up" and take the money. Our goods have that magnetism of price and quality that is irresistible.

FINDLAY BROS., CARLETON PLACE, ONT.

COLTART & CAMERON CO., Limited, Selling Agents for Manitoba and Northwest Terrs.

THE STOVE SALESMAN'S PROFESSION.

PRESIDENT George L. Woodburn of the Pennsylvania Stove Salesmen's Association, emphasized the importance of the stove salesman's mission in life in a striking manner at the recent convention of the association.

He spoke in part as follows :

In the stove business, like other lines of trade, the surroundings that encompass both classes of salesmen are composed of a variety of scenes that frequently occur at the two extremes. The salesman at one time may encounter a warm atmosphere, bright with sunshine, and at another cold and stormy weather. He first holds controversy with the buyer who places a big order, and afterward with the dealer who declares that one stove is all that he will order at present. He is thrown in contact with all classes of men, the rich and poor, the learned and ignorant, and must be prepared to deal with a variety of dispositions and handle each case with diplomacy. The travelling salesman is hurled hither and thither throughout the country by means of different conveyances, both ancient and modern. He is also frequently obliged to plod the lonely way, a distance of four miles, in order to reach Chimney Top Station. His boon companions are the photograph case, grip, time table and expense book. Upon arriving at some towns he is greeted with a smile and hearty handshake, in others a frown and the cheerless salutation, "This is my busy day; I have no time to talk now. Good-by." The word "discouraged" does not appear in his vocabulary, although he may travel 100 miles expressly to see a customer, and upon arriving at his place of business learns that the customer is out of town for the day. The salesman consoles himself with the thought that he will see his man later.

In some instances the salesman instructs his customer in the styles and merits of goods that the market affords and acquaints him with the fact that the price of pig iron has fluctuated; on the other hand, there are cases wherein the customer enlightens the salesman that he can purchase a different line of goods than he has to offer at a more satisfactory figure. During his journey the traveller frequently meets a comrade who has been securing carload orders during a week past, then again he converses with another who bitterly complains that business is dull. After a long day of travel the commercial tourist sojourns at a hotel with modern conveniences, such as steam heat, electric light, elevator, ice water and genial clerk, but the next night he may stop at a wayside inn, where he finds the register in the bar room, the wash room between the pump and the barn, the sleeping apartments reached by three flights of stairs, wherein he places his weary body upon a bed without springs. Such experiences surely are at the two extremes, but the scenes that occur between these extremes display a fair field in which the salesman fulfills his mission.

As we reflect upon such experiences afforded the salesman through his environs we agree with a noted writer when he states that "the selling of goods is the greatest profession in the world, yet how few properly prepare themselves for their great work." In view of this, therefore, the question arises : "To what use may such environs be applied in order that they may assist the salesman to a higher plane in his profession ?" I answer that a salesman so inclined may obtain an education from such surroundings. He is afforded the opportunity to acquire a knowledge of human nature; acquaint himself with current topics; learn the value of money; become shrewd in business transactions; know the country through which he travels; become versed in new productions and improvements made in different kinds of merchandise, adapt himself to existing conditions and keep fully abreast with times. In other words, it is a course in science that will enable him to master his profession, making him more proficient and of greater value to the firm that he represents. It must be borne in mind, however, that in order for the salesman to derive such a benefit he must be willing to receive the knowledge and put it into practice.

The progressive age in which we live demands that men who pose as professionals must have a knowledge of their vocation and the ability to display same. It also brings to our notice the fact that the middle class of society is diminishing, and that the age is fast approaching when there will be two classes only—the rich and the poor. For these reasons, therefore, it behooves the salesman to equip himself intellectually for any emergency that may take place, and a source for such learning is extended to him through opportunities arising from his environments. Did it ever occur to you that in following the vocation of salesmen we are in the same profession as the Morgans, Goulds and Vanderbilts, and some others ? Surely they are salesmen of the highest order. They know the art, and certainly acquired it through a study of surrounding conditions.

Then, again, as we consider this side of the question we must bear in mind that certain environs afford better opportunities for an education than others; also that there are natural born salesmen and made salesmen. The proper location for the man, therefore, may seem essential as well as qualifications to fill the position. A man who is successful in one position may be a failure in another, but because he failed does not necessarily lower his standard. By way of illustration, suppose you employ a mechanic to build a piece of machinery, in which he is instructed to station two cog wheels, one of iron and the other of gold. The machine ready for service is started, and both cog wheels join together in running the machinery. Suddenly the gold wheel breaks and falls to the ground. As you witness the disaster, you exclaim : "Gold is not the proper material out of which to make a cog wheel to run that machinery," but as you condemn the gold wheel you are forced to admit that its intrinsic value far exceeds that of the iron wheel. It was good material in the wrong place.

Telephone City Stoves.

Brantford, the "Telephone" city, has justly made a name as a manufacturing centre and that reputation is likely to be increased by the success of another enterprise launched a year ago. We refer to Telephone City Stoves, Limited, of Brantford, organized last year to manufacture and sell the now famous "Telephone City" top draft, air-tight, wood heaters. The only trouble was to produce stoves enough to satisfy the unexpectedly large demand and many dealers failed to get what they wanted. The stoves produced were spread over Canada from Vancouver to Quebec, and gave uniform satisfaction, and dealers who sold them last year report delighted customers and their intention to handle them this year and to increase their sales. The company are making a large number of stoves for Fall delivery and hope to be able to supply the demand, but early orders will be given the preference.

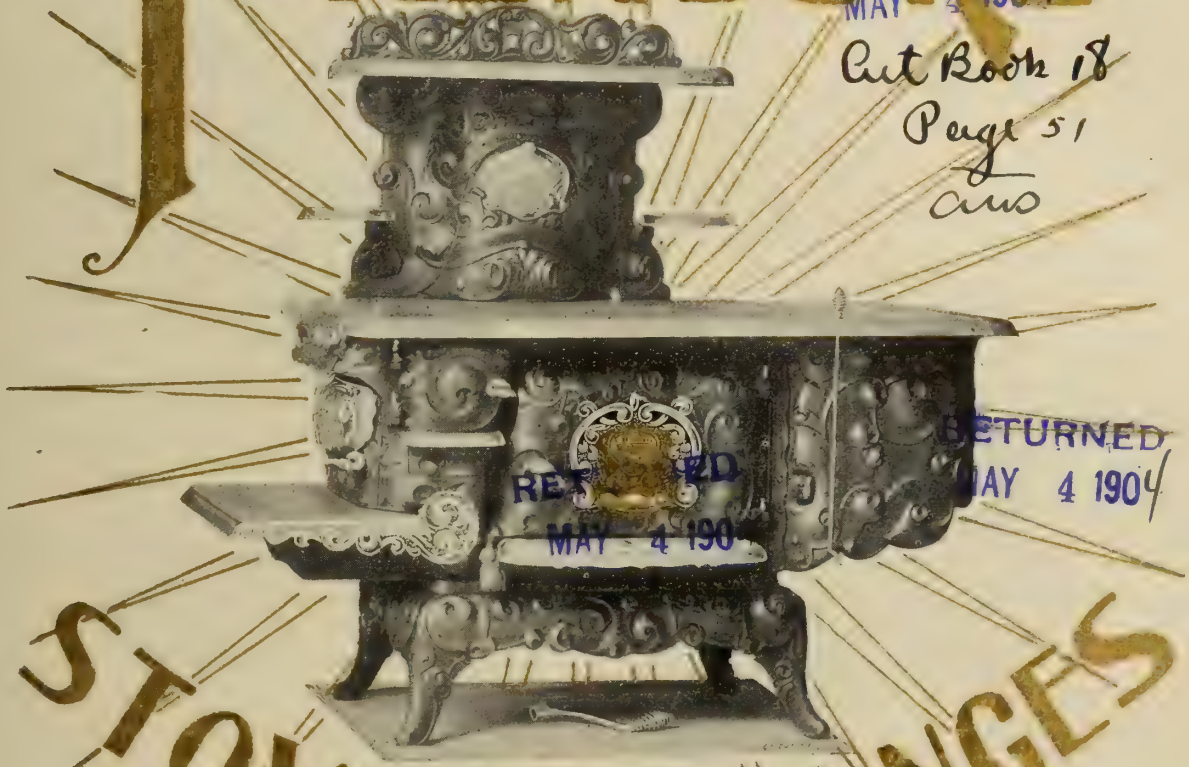
In addition to the stoves made last year a simple, practical double heater has been designed which cannot fail but capture trade. In a future issue we hope to give an illustration of this stove. Correspondence is desired from dealers and special inducements will be given those who apply immediately for for the sale of these stoves.

RETURNED MAY 4 1904

HIGHEST GRADE
HIGHEST FINISH

BEST DESIGNS
BEST CONSTRUCTION

TREASURE



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STOVES AND RANGES

We have added new moulding shops and other buildings to our plant in order to keep up with the increasing demand for "Treasure" Stoves and Ranges.

THE D. MOORE COMPANY LIMITED

HAMILTON, ONT.

MANITOBA AGENCY:
Merrick, Anderson & Co.
WINNIPEG.

BRITISH COLUMBIA AGENCY:
John Burns,
VANCOUVER.

Busy in Their New Stove Works.

ON a recent visit to Brantford Hardware and Metal had the privilege of visiting the new works of the William Buck Stove Co., of that city. The new foundry is situated in the northeastern part of Brantford, their old premises in the heart of the city not permitting the extension of the plant made necessary by the ever increasing demand for their goods. The need of better shipping facilities was also satisfied by the convenient sidings which reduce the cost of receiving raw materials and of sending out their stoves to the minimum.

The works are complete and modern in every particular and are most admirably adapted for the purposes intended. The moulding shop covers an area of about 60,000 square feet, and it has steel truss roof. It is practically fire proof, while its double rows of skylights make it perfectly well lighted. The ventilation of this department is excellent.

The mounting and finishing department is a three storey building with about 40,000 square feet floor surface and is full of all necessary modern machinery for this branch.

The warehouse is a four storey building of slow burning construction and has capacity for 10,000 tons of stoves.

The factory is lighted by electricity generated on the premises and heated by exhaust steam and the hot blast system. With such facilities, which are second to none, the company feel that they will be in position to take care of their orders with promptness in the future and intend if possible to make their output more perfect than ever.

The "Happy Thought" range still maintains its exceptional popularity, far more of them having been marketed in 1903 than ever before, while the "Radiant Home" base burner and other lines the company manufacture seem to meet the wants of the public, as they are always in demand.

The office and sample room, separate from the rest of the works, is a commodious three storey building facing on Elgin street, Brantford.

The company will always be glad to have their customers and friends call upon them and will take pleasure in showing them a modern, up-to-date stove manufacturing plant.

The Thos. Davidson Mfg. Co.

This firm require no introduction to the Canadian hardware trade as they have for years been widely known as manufacturers of enamelled hollow ware of the very best quality. Their honorable business methods and their progressiveness have made them a very popular firm.

In addition to their enamelled hollow ware they handle a number of specialties such as oil and gas stoves, ice cream freezers and refrigerators. All of these are now seasonable lines.

A. C. Leslie & Co.

ONE of the oldest and most widely known firms in Canada is that of A. C. Leslie & Co., Montreal. For several decades they have been building up an expanding business in metals and they have at the same time established an enviable reputation for fair dealing. Their business has been built up on merit and they now have a hold on the trade which it would be hard to shake.

In conversation recently with a representative of Hardware and Metal, W. S. Leslie expressed his confidence in the outlook for 1904. Earlier in the year there was an impression prevalent among the trade that prices of most metals were likely to fall and in consequence there was a disposition among many buyers to postpone their purchases. Mr. Leslie says that time has shown this opinion to be incorrect and buyers, recognizing this, are commencing to book heavy orders.

Perhaps A. C. Leslie & Co. are best known as the representatives of the old English firm of John Lysaght, of Bristol, who are celebrated as the makers of "Queen's Head" and "Fleur de Lis" brands of galvanized iron. These makers have always put quality first. They have never allowed quality to be sacrificed for price or any other consideration, and it is generally admitted that they set a high standard of excellence.

As representatives of this firm, A. C. Leslie & Co. are now sending to the architects and dealers in builders' supplies a very handsome calendar for 1904. It is specially designed for use on the busy man's desk and our readers should write for it.

Brown-Boggs Co. Enlarging.

The Brown-Boggs Co., Limited, of Hamilton, are building an extension to their works. This has been found necessary owing to the amount of work they have undertaken.

The new building will be used for heavier work. They will extend the lines manufactured by them paying more attention than heretofore to presses, shears and other heavy sheet metal tools.

The plans are now ready and the specifications will be out in a few days. They will then commence building as soon as possible.

Have you tried it?

Tried what?

SELLING MANTELS.

This is in your line of business, and it will pay you.

The Batty Stove & Hardware Co

76 YORK ST., TORONTO.

$5 CHEQUE PERFORATOR

perforates and indelibly inks the amount. Five dollars only. Express paid. Sent on approval.

Canadian General Purchasing Agency

MONTREAL.

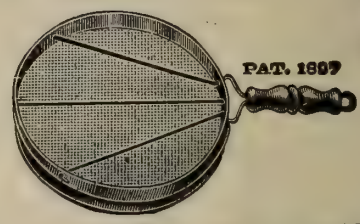
Wire-Cone Incandescent Toaster

Only perfect Bread Toaster for Gas or Gasoline Stoves. No smoky taste to bread toasted on this toaster. Write for prices.

H.O.Edy, Montreal. E.T.Wright & Co., Hamilton.

HARKINS & WILLIS,

Manufacturers and Inventors - ANN HARBOR, Mich.



The FAIRGRIEVE GAS TOASTER

Retails at 25c. The only Toaster guaranteed to toast on gas, gasoline or blue flame oil stoves without taste or smell. Write for prices.

THE FAIRGRIEVE MAN'FG. CO.,

295 COLLEGE ST., TORONTO.

U. S. Branch: 289 Jefferson Ave., DETROIT

Agents for Great Britain: Heine, Solly & Co., Sutton House, 2 Old Street, London, E.C.

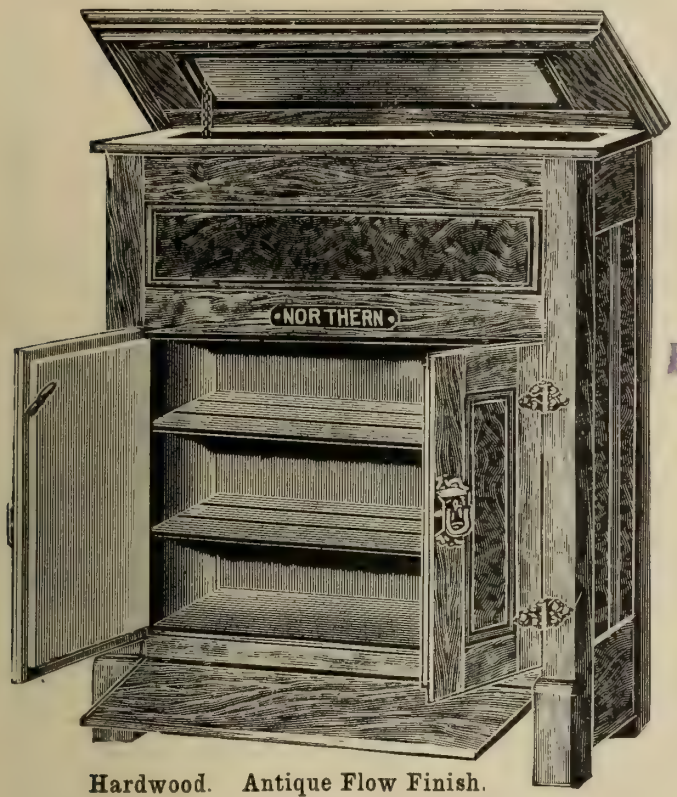
CAGES.

Bird Cages, Japanned and Brass, Parrot Cages, Squirrel and White Rat and Mouse Cages, Breeding Cages.

The most complete line of Cages manufactured on this continent. Styles, sizes and prices to suit every purchaser.

E. T. Wright & Co., MANUFACTURERS, Hamilton and Montrea

The "Northern" Refrigerator



Hardwood. Antique Flow Finish.

SPLENDID VALUE

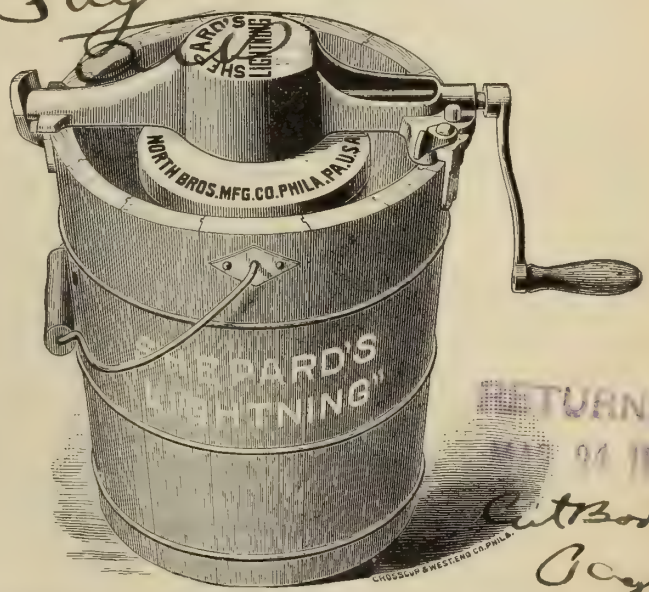
Zinc Lined Throughout, New Style Swing Base, Extra Large Ice Box, Hardwood Ice Rack, Improved Galvanized Iron Shelves, Raised Panels, Fancy Brass Locks and Hinges.

The most satisfactory Refrigerator for the price in the Dominion.

Write us for prices and particulars before buying elsewhere.

RETURNED MAR 24 1904

The Latest and Best.



Famous Wheel Dasher, Quadruple Motion.

OUR OTHER SPECIALTIES.

"LIGHTNING" Ice Cream Freezers.

Guaranteed to work perfectly. Most easily adjusted. Can't get out of order or be put together wrong. Easiest to take apart and clean. Easy to operate. It has been proved that the "Lightning" Freezer is all right. Made in nine different sizes.

Creamery Cans

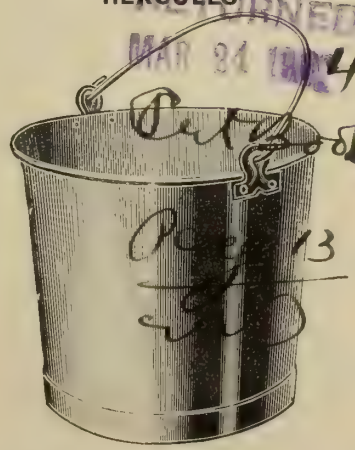
Full line of everything for the

DAIRY,
TINSHOP,
and
KITCHEN.

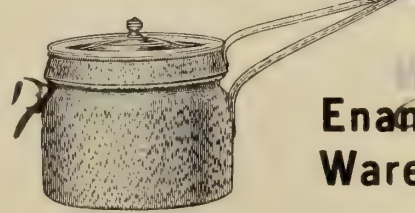
Catalogue on application to

Dairy Pails

"HERCULES"



Enamelled Ware



—OUR BRANDS—

"CRESCENT," "COLONIAL,"
"PREMIER" "VICTORIA."

"STAR" Decorated and White Enamelled Ware.

THE THOS. DAVIDSON MFG. CO., Limited

MONTREAL

"Good Cheer"

STOVES AND RANGES

COLONISTS, ATTENTION!!!

The **"BRIGHT"** is the Stove for you. It is neat, cheap and easily managed, simple, yet perfect in operation, and **made in Canada.**

Just the thing to start with in your new home in the far West, to which we bid you welcome.

RETURNED
NOV 14 1904
at Brothers
Page 91
Toronto.

RED HOT, BUT WON'T HURT IT.

STEEL COOK for coal or wood. With or without Reservoir.

No. 8.—Oven 14-in. x 19-in. x 10-in.
" 9.— " 16-in. x 19-in. x 10-in.

If you want something better **we have it,** for the **"GOOD CHEER"** line is a full line, yet we are continually adding to it. We have just completed a new **"Good Cheer" FURNACE.** Write for Catalogue.

The James Stewart Mfg. Co. LIMITED

WESTERN WAREHOUSE AND OFFICE:
Foot of James St., WINNIPEG.

Woodstock, Ont.

Ventilation and Heating of Public Buildings.*

PERHAPS there is no branch of public health work which has shown so little progress in its systematic development in Ontario as that of heating and ventilating of public buildings and dwelling houses. There is certainly a lack of well defined methods of ventilating public buildings, many applicable to different buildings, arranged so as to secure at a modeate expense an adequate supply of fresh air in such a manner as to be free from draughts. Then, also, in Ontario there are very few regulations fixing in any definite way the size, mode of construction or number of inmates of houses. Section 15 of the Factory Act states that a factory shall not be so overcrowded while work is being carried on therein as to be injurious to the health of those employed therein; and that every factory shall be ventilated in such a manner as to render harmless, so far as is reasonably practicable, all the gases, vapors, dust or other impurities generated in the course of the manufacturing process, that may be injurious to health. That regulation, however, is very general indeed; it merely states a requirement without giving any information as to how it is to be carried out, and it is to be feared that there is many a case where the impurities generated during the course of manufacture are not rendered harmless by proper ventilation.

Among the school regulations is one which is much more definite in its nature than the foregoing one, and is probably very much better carried out. It states that public school rooms shall have an air space of not less than 250 feet per pupil, with a superficial area of at least 12 square feet, a uniform temperature of 67 degrees F., and provision for a change of air three times every hour.

Judging from results the problem of maintaining house air in a condition of purity necessary to make it in some degree comparable to that of the outside air is in practice a difficult one. The theoretical requirements of a grown person are 3,000 cubic feet of fresh air per hour, introduced into his living room in order that such air may be maintained at a point where the carbonic acid produced by combustion in the lungs shall not exceed six parts in 10,000 of air. The practical problem is to obtain such a method of ventilation as will produce those requirements, or at least will come as near producing them as possible.

It has been found by experience that the air of a room must not be in too rapid movement, probably not more than a half foot per second, and that it must be as far as possible of the same temperature at the floor as at six feet above it.

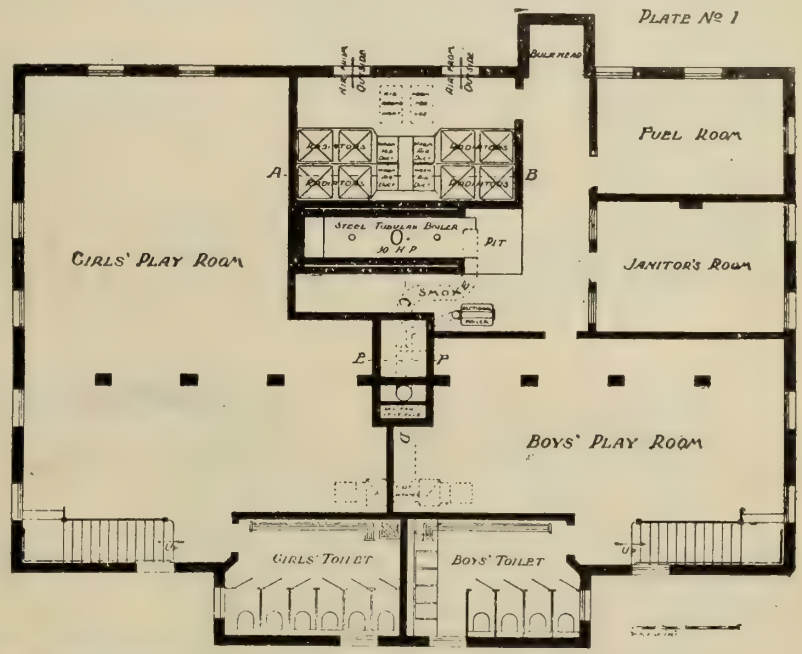
The amount of heat required to heat a house depends upon climatic conditions, upon the construction of the house and upon the number of renewals of air per hour. The construction of a house should be such that the walls are poor conductors of heat. A wall of wood of equal thickness would be three times better as a non-conductor than one of brick. Also air confined in a close space is ten times as good an non-conductor as wood, and glass ten times better. Double windows, therefore, play an important part in keeping a house warm. The required changes in the air of a room depend, of course, upon its size and the number of its occupants. They can, however, readily be ascertained from the knowledge that an adult person should be supplied with 3,000 cubic feet of fresh air each hour.

The chief of the district police of Massachusetts, who has special charge of the work of boiler inspection, fire-escapes and the heating and ventilating of public buildings, factories, etc., for that state says in an annual report that the practicability of ventilation adequately public buildings admits of no doubt. He says that it can be done by the aid of power, and may be accomplished by means of heated shafts or by fans. He insists that the system of mechanical ventilation may be relied upon with certainty, for by such means a steady inflow of pure air under all conditions and atmospheric changes can be secured.

Good ventilation consists in the proper arrangements and distribution of the ducts of the incoming and the outgoing of the air, and their relation and correspondence with each other, so that the perfect removal of the foul air and the thorough diffusion of the fresh air will be secured.

One system of ventilation, known as the plenum method, concerns itself with the supplying of fresh air, leaving the foul air to make its way out through ducts provided for that purpose. This is done by means of fans or blowers forcing the air into the room.

Another system is directed to the extraction of the foul air by means of the natural laws, depending upon the tendency of warm air to rise. In his ex-



PLAN OF FOUR ROOM SCHOOL DESIGNED TO SHOW METHOD OF VENTILATION

* A synopsis of an address given by P. H. Bryce, M.A., M.D., before the Engineering Society of the Ontario School of Science.

RETURNED
MAY 6 1904
Cut Book 18
Page 63
Illus.

Pandora Range

A Great Success

The Pandora Range, although entirely new on the market last year, was a great success.

We advertised it generously, and aroused the interest of the ladies in every part of Canada.

The Range, when examined by those interested, bore out our strongest claims, and the many hundreds now in use, are, every one, giving perfect satisfaction.

We will advertise it extensively again this year and dealers who handle the Pandora, will have added a valuable asset to their business, one that brings and holds trade.

Triple Triangular Grates

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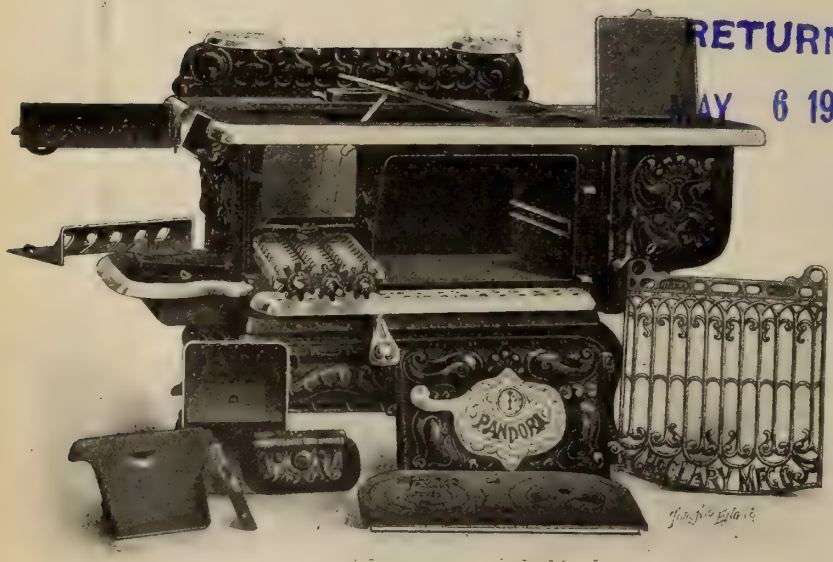
MAY 6 1904



This new style of Grates has proven a winner.

Cooks, without exception, report that it is much easier to dump the ashes with these grates than with any of the older styles; also that they chop up the clinkers easily and never dump the live coal.

Enamel Reservoir

This radical change in make of reservoir is a winning feature.

All Cooks like the ease with which it can be cleaned, and the different uses it can be put to,—preserving, light washing, etc., etc.

Sizes—Three

The Pandora is made in three sizes: 16, 18 and 20-inch Oven, and each size can be fitted with an 8 or 9-inch top.

THE McCLARY MANUF

Head Offices and Works: London, Canada. Tinware Factories:
Branch Warehouses; London, Toronto, Montreal,

RETURNED
MAY 6 1904

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Page 13
ans.

Nickel-Plated Tea Kettles

"Climax" made of 18-ounce copper.

"Perfection" made of 14-ounce copper.

Both have solid handles with no rivets, and both have double-seamed spouts.

Are excellent value and fast sellers.

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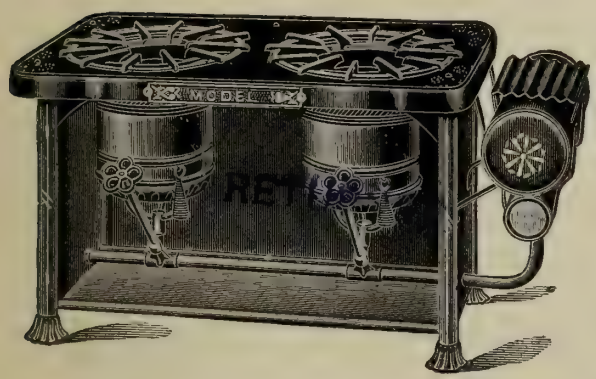
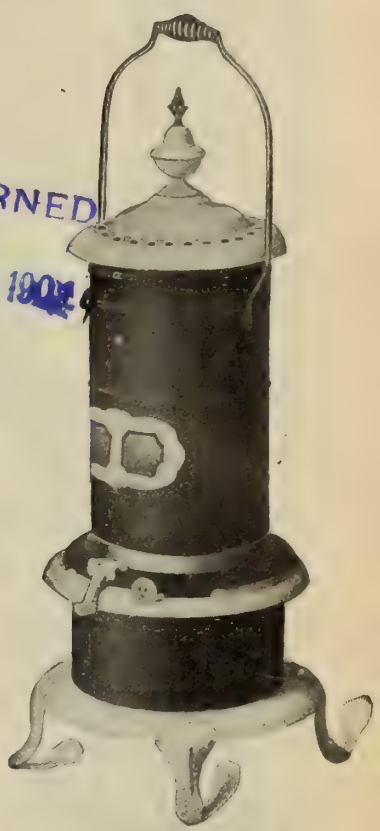
Oil Stoves

Model Blue Flame

Oil Cook Stoves and Ovens.
Made in all styles and sizes.





Famous Oil Heaters

All kinds of Lamp Stoves

Fast sellers and good money-makers for Spring business.

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McClary Elbow Round

McClary Elbow

Decidedly the strongest and neatest one-piece elbow on the market.

The elbow seam is groved, which makes it perfectly firm—there cannot be the slightest variation in the size of the ends.

This always insures a tight but easy fit—a feature which every tinsmith and customer appreciates.

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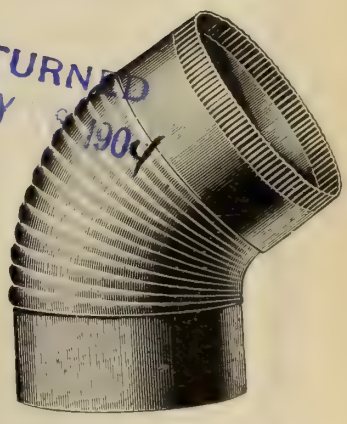
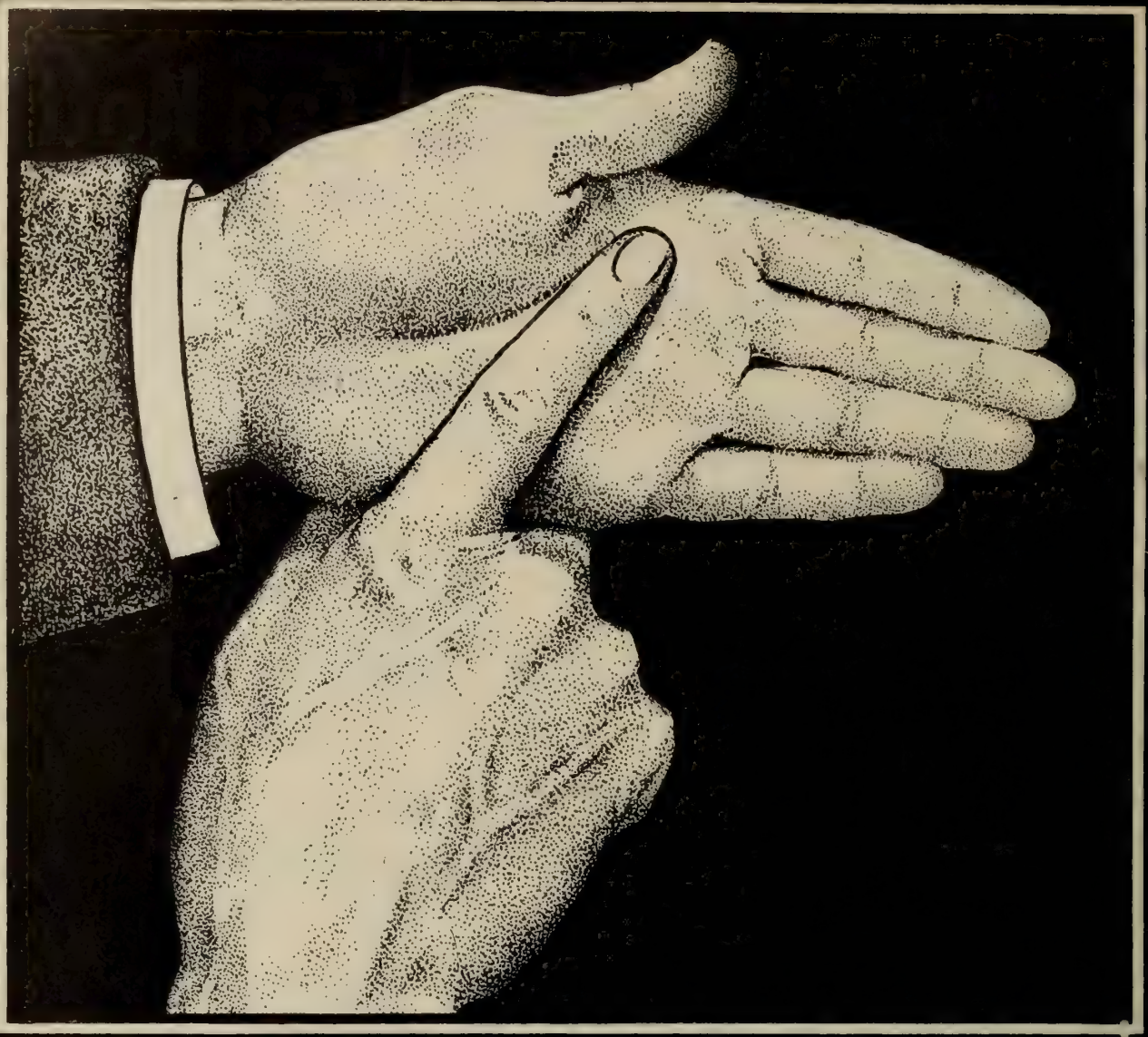


McClary Bevel Elbow

ACTURING COMPANY

London and Montreal. Foundries: London and Hamilton.
Winnipeg, Vancouver, St. John, N.B.



Our Strong Reason why every dealer should sell the

WHITE MOUNTAIN FREEZER

IS THAT THE PEOPLE WANT IT.

They have seen it advertised, have talked about it, and have used it for years. Time has told them that it endures, and experience that it satisfies. Its popularity makes it go.

The dealer who sells the **WHITE MOUNTAIN** doesn't have to argue to convince his customer that it the freezer to buy.

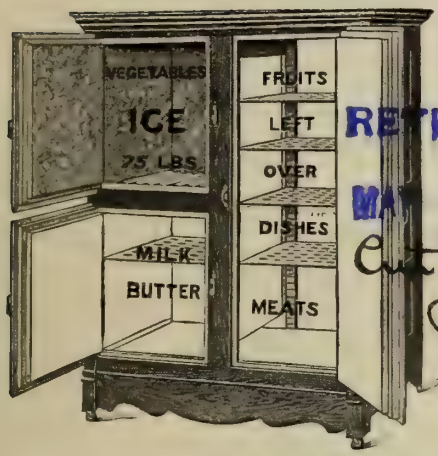
Write us for prices and catalogue. We are Sole Agents for the Dominion of Canada.

THE McCLARY MANUFACTURING CO.,

LONDON TORONTO MONTREAL WINNIPEG VANCOUVER ST. JOHN, N.B.

Leonard Cleanable Refrigerator.

REASONS WHY THE TRADE SHOULD HANDLE THIS REFRIGERATOR.



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MAY 6 1904
Cut Book 18
Page 63.
Aus.

Style No. 4. Real Porcelain Lining. Solid Oak Case with Quarter-Sawed Panels. Highly Polished.

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MAY 6 1904

Style Nos. 70 and 71.
Case of Ash, Front Panels Quarter-Sawed Oak.

Is made of first-class materials all through and is well put together.

The inner and hidden parts are given just as much care as the outer portions.

Is made of ash and oak, finished in golden oak and all trimmings are solid bronze.

Has mineral wool filling, air-tight locks, metal ice racks, self-cleansing traps, adjustable sliding shelves and removable flues, all of which make it very easy to clean.

Is extensively advertised and therefore well-known and easy to sell. And when sold never fails to please, which means that the purchaser continues to be your steady customer.

SEND FOR COMPLETE CATALOGUE.

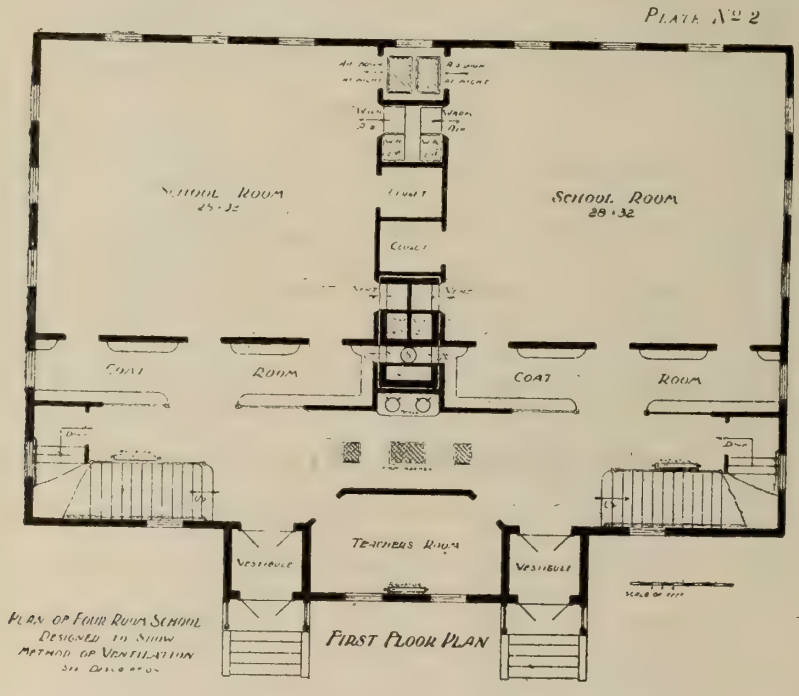
The McClary Manufacturing Co.

London, Toronto, Montreal, Winnipeg, Vancouver, St. John, N.B.

Sole Agents for Canada.

perience the chief has found that changes in temperature are so frequent and the velocity of the wind so variable that unless additional heat is supplied to the duct, the power of the duct or shaft to draw air from the room will fail in many instances to cause upward motion enough to be measured by the anemeter. He finishes by saying that the effective working of any system of ventilation requires that proper provision should be made to promote air currents in the right direction. Care should be taken to have the fresh air inlet of adequate size, since in many instances in public buildings it has been found to be too small.

The difficulties to be overcome by the adoption of any system of heating and ventilation depend upon the operation of



PLAN OF FOUR ROOM SCHOOL DESIGNED TO SHOW METHOD OF VENTILATION

that system. Heating by connection is due primarily to the movement of air upward, heated and by expansion made lighter, and falling again as it is cooled, by the walls and windows. By these currents of warmed air coming in contact with our bodies, we are prevented from cooling with undue rapidity in the same manner as by conduction, the air of the room is cooled by the cold outer walls and widows. It will thus be apparent that with the outer currents of air, as winds blowing against the building, the porosity or openess of the walls and the conductivity of the building material and the doubling of windows, must play all important parts in the heating and ventilation of a building. To minimise the variations of temperature caused by these several influences in different rooms and at different parts of the same room, to maintain the temperature of 60 degrees to 70 degrees F., to secure a humidity of the air approaching 70 per cent. of saturation and to keep the carbonic acid gas in the room at a point below six parts in 10,000, or to secure from 30 to 50 cubic feet of fresh air per minute for each inmate, and to do this economically is the problem of heating and ventilation.

This must be be secured, too, in such a manner that the velocity at the inlet shall not exceed six feet per second, to be reduced to half a foot per second when coming in contact with inmates to prevent the sensation of draughts, although it has been found that a velocity of from 2 to 3 feet per second may be endured without a sense of discomfort.

How much this last point means will be understood, when it is remembered that a room containing 500 cubic feet of air having an inlet of 12 inches square, if supplying 3,000 cubic feet per hour, would have a velocity of .83 feet per second while supplying enough air for only one person. It is thus apparant that in order to maintain the requisite purity of house-air without an excessive air movement, a minimum air space fixed by some at 750 cubic feet per second is necessary, thereby permitting some four changes of air per hour.

Apart from the question of heating and propelling the air into a room, it is clear that the size of fresh air inlets and foul air outlets is of primary importance in the question of the movement of the air. An illustration will make this evident. Assuming that properly warmed air can safely move at a rate of 2 feet per second without discomfort, and that the fresh air inlet occupied a quarter of one wall of a square room 30 feet wide, it will have renewed the air in the room within 2 minutes, or 30 times in one hour. As this air is distributed over the room in columns, four times the volume of that opposite the inlet, the general velocity in the room would be but one-quarter of that at the opening, or six inches per second. If, further, the rate of renewal be lessened it is apparent that the size of the inlet can still be notably decreased if the distribution of the air at the point of entry to the room is assisted by the shape of the inlet. Many of these elements which enter into the problem have been estimated, and were given their place in tables; but it is well that the various elements of the problem be recognized. The consideration of the following problem will perhaps illustrate these elements fairly well.

A school house of four rooms, each to have a cubic air space of 240 cubic feet per pupil for a school of 200 pupils is to be heated and ventilated.

The building having been constructed upon principles before outlined, the problem is to supply means of ventilation for supplying 2,000 cubic feet of fresh air per pupil per hour, or 100,000 cubic feet per hour must be poured into each room with cubic capacity of 12,000 cubic feet. This means 8 1-3 changes of air per hour, or a renewal of air ever 7 1-5 minutes. An inlet of 2 feet square would deliver the requisite volume of air if moving at the rate of 6.94 feet per second. With the ordinary smooth ducts, as when lined with tin, to prevent friction as far as possible, it is estimated that from 20 to 28 per cent. is lost in friction, so that in the present instance the duct delivering air in the amount stated and at the rate indicated should be two feet by 2.5 feet in area.

It is apparent that the forward movement of this volume of air will depend not only upon a steady motive power, by which a regular pressure is maintained in the duct, but also upon there being a free exist duct to conduct the air from the room, which removal of air can indeed be accelerated by an exhaust fan at the outlet of the duct or by a coil of steam pipes in the exit shaft by which the air is heated and thereby made to ascend. As a rule the outlet should

Peninsular Ranges

RETURNED APR - 7 1904 Cut Book 17 Page 66 and.

LaPrix Courant.

THE GRANITE PENINSULAR.

Here is a partial list of our **New Goods** for 1904 :

A New Steel Range in three sizes, with 16, 18 and 20-inch ovens, made to take 26-in. wood. Medium price.

A New Four-Hole Range in two sizes, with 19-in. and 21-in. ovens. Low in price.

A New Coal and Wood Cook, in two sizes, with 19-in. and 21-in. ovens, made in two styles, plain or nickeled.

A New Hot Blast, for hard coal, soft coal or slack.

IF YOU ARE INTERESTED IN THESE LINES SEND FOR OUR SUPPLEMENTARY CATALOGUE.

Clare Bros. & Co., Limited, PRESTON, ONT. and WINNIPEG, MAN.

be five-fourths the size of the inlet. Along with the various elements as regards the size of inlets and outlets, it is important to have determined by experiment the most successful points at which inlets and outlets should be placed in any room, in order to promote the even distribution of air introduced.

It is agreed both in America and in England that in ordinary sized rooms such as the ones under consideration that inlets should be arranged on the inner wall, at a point from six to eight feet above the floor while the outlet should be close to the floor in the same wall and in close proximity to the inlet.

This arrangement is based on the fact that the incoming air is usually warmer than the air in the room and therefore tends to ascend, and with the forward movement the impulse along with the higher temperature will distribute the fresh air to the farther side of the room; it being further aided by the lessened pressure caused by the downward movement of the chilled air along the floor to the outlet.

The problem of heating the air equally has in every system proved of much difficulty in practice when a definite amount of fresh air is to be delivered. In estimating the work to be done, it is apparent that an average external temperature must be taken as the basis of ordinary work, and for extremes a system of extra coils must be supplied either in the rooms or in the fresh air chamber in the basement.

A four horse-power gas engine has been proved sufficient to give a four-foot diameter fan enough revolutions to supply 1,000 pupils with 2,000 cubic feet per head per hour.

In the present problem it is assumed that the outer air is to be heated to a temperature as low as 15 degrees F. in the basement cold air chamber, that it is to be delivered in the rooms at 70 degrees F., and that for colder weather steam coils be placed in the rooms for subsidiary heating.

In practice it may be said that it takes the same number of heat units to raise water through any degree of temperature from 32 degrees to 212 degrees F., and proportionately air through any degree from 15 degrees to 70 degrees F., the ratio between air and water being at 212 degrees F., as 1 to 1,000. Now 1,000 cubic feet of air at 32 degrees F. and atmosphere pressure is 81 lbs. Assuming that a cubic foot of water at 212 degrees F. weighs 60 lbs., it will hold 10,800 units of heat. Hence it would raise 3,272 cubic feet of air through 55 degrees F.

It has been estimated that the combustion of one pound of coal will produce 14,000 heat units, and if the combustion in an ordinary furnace amounts in loss to 3,200 units, or more than one-fifth it is found that one pound of coal will raise one cubic foot of water from 32 degrees to 212 degrees F., or will heat 3,212 cubic feet of air. Roughly four pounds of coal will be sufficient to heat the 12,000 feet of air required to change the air of a room, 32 feet by 25 feet by 15 feet, in 7 1-2 minutes. It is quite apparent that the same amount of coal will be required whether the heating be by hot water, steam or hot air furnace, provided the combustion be equally good in all cases and the loss of heat the same, if the mechanism provided supplies the heat to the fresh air all at the same rate.

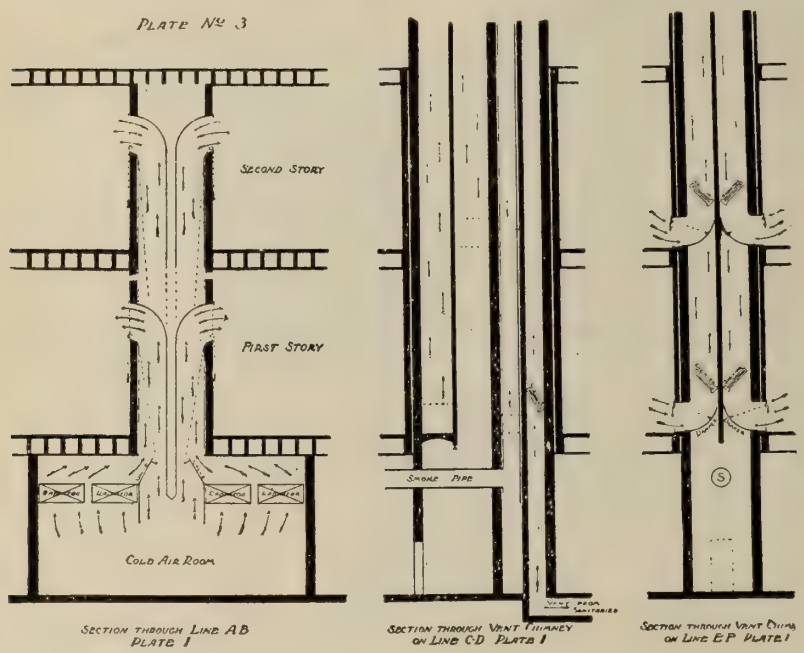
Taking warm weather with cold weather throughout a Winter in Ontario, 25 or 30 tons of coal should supply an adequate amount of heat for a school building similar to one considered.

The plans shown here illustrate how such a school may be heated and ventilated in a simple manner. The basement provides for the boiler room with a 30 horse-power boiler, a cold air room, the coal room, the playrooms and the lavatories.

The ground floor has its hallways, its schoolrooms, its inlets and outlets for air and its cloakrooms.

The first floor, which is not shown here, because of its similarity in arrangement to the ground floor, contains the principal's room and school rooms.

The third plan shows in section the ducts and arrangement of cold air rooms and its valves for regulating the temperature in the rooms, operated either by chain or thermometer.



Send Out the Repairs.

During the stress of Winter many customers have placed orders for stove repairs, and as the need of a strong fire becomes less the old stove may pass unrepaired through the season and the repairs be left in the hands of the dealer, unless he hunts up his customer and delivers the goods, says the Metal Worker. Much space is taken up by these unattractive supplies, and quite a bit of money is sometimes tied up if they are not worked off. To prevent trouble, each package should have the name and size of the stove it is for, as well as that of the customer, plainly written on a strong tag and the tag securely attached to it. Then it can be readily found on the customer's call, or the parts may be sold to another customer, if not called for. If the customer is not responsible, secure a deposit in cash when the order is placed. This will save many a loss. The thing to do at this time, however, is to get the repairs specially ordered out where they belong, and to get the money in.

The stove dealer will have plenty to do who winds up his Winter stove trade properly and makes the right preparation for securing a lion's share of the Spring and Summer trade.

COWAN & BRITTON

GANANOQUE, ONT.

Established 1861

Manufacturers . . .

Wrought Steel Butts, of every description
Strap and Tee Hinges
Screw Hook Hinges
Washers
Hasps and Staples
Staples
Hooks and Staples
Nail Pullers
Nails, of every description.
Brass Yard Measures
Little Giant Tack Pullers
Ever-Ready Electric Lights

Goods Unsurpassed and Prices the Lowest.

ORDERS SOLICITED

THE STOVE SUPERLATIVE

The Best Stove,

that is, air-tight wood stove, ever devised is

The Telephone City Stove

The business of a heating stove is to give out heat quickly, powerfully and with small fuel consumption. Telephone City Stoves do everything a stove should and can do. Three good points among many are:

1. **The outer top draft which does not burn out.**
2. **The removable top which allows the lining to be easily and cheaply renewed when necessary.**
3. **The patent condenser and check draft which prevents condensation in the smoke pipe and keeps good control over the fire.**

Withal, Telephone City Stoves are low-priced, hence, quickly sold. They pay the dealer well.

Send for fuller description and prices.

Telephone City Stoves, Limited **Brantford, Canada.**

BRUSHES

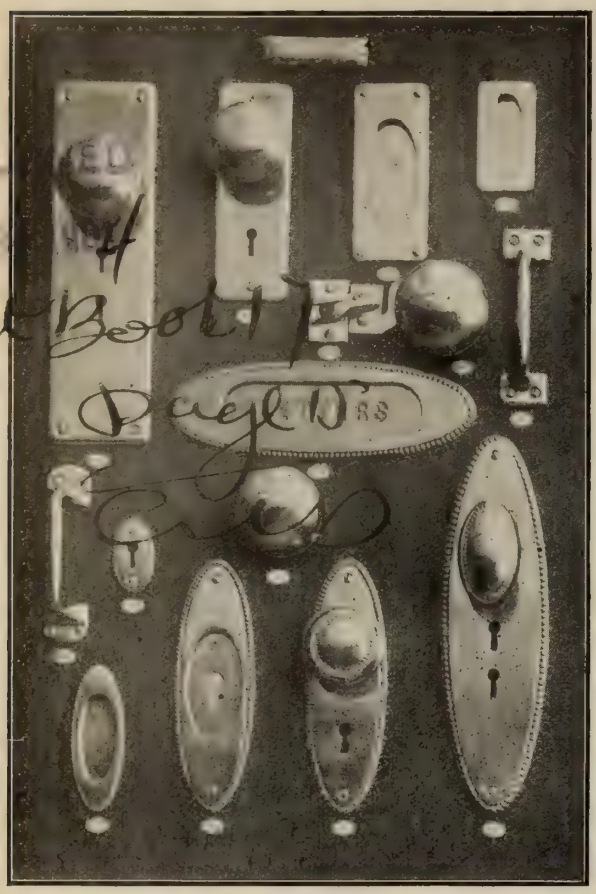
Now is the time to order your Spring supply of brushes. Our travellers are now on the road with new samples and prices. Hold your orders for them, or write direct to

MEAKINS & SONS LIMITED

Hamilton **Montreal** **Toronto**

THE BELLEVILLE HARDWARE CO., Limited

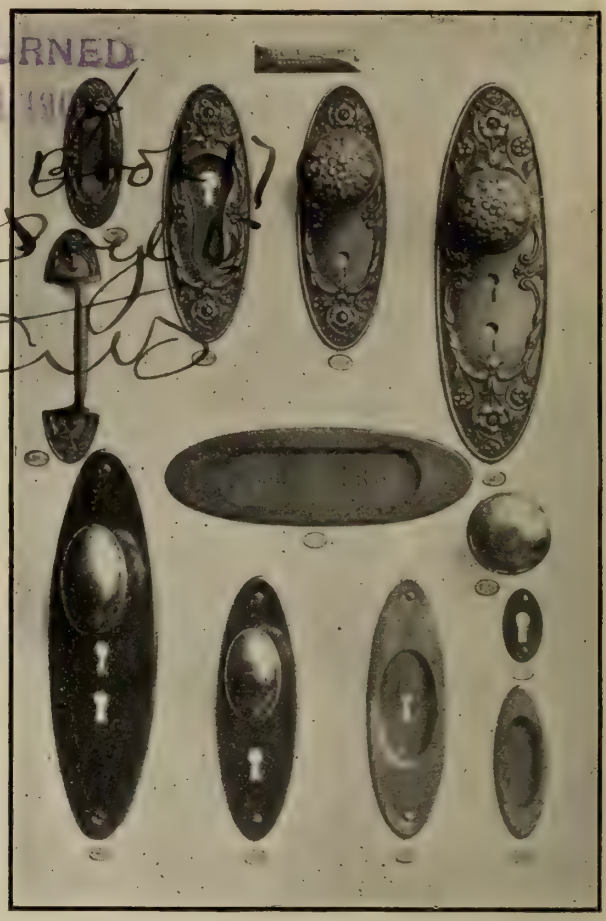
Belleville, Ont., Canada.



Sliding Door Sets.

Front Door Sets.

Inside Door Sets.



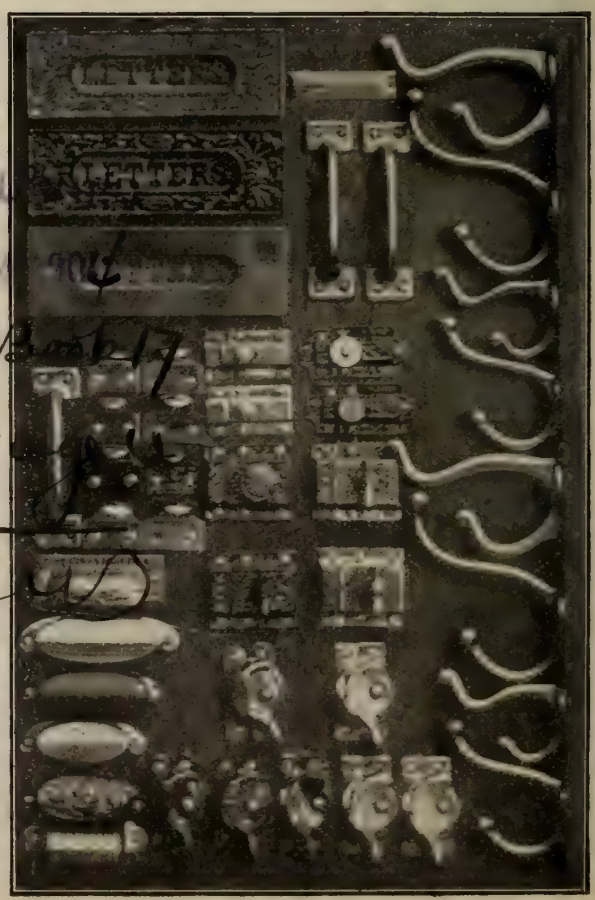
Manufacturers of High-Class Builders' Hardware.

Mortise Locks.

Rim Locks.

Casement Fasteners and Casement Adjusters.

Porcelain and Jet Knobs.



Mail Orders Given Special Attention.

Ask for Catalogue and Prices.

BUILDERS' AND CONTRACTORS' SUPPLIES

Some Hints on Extending Trade in these Lines.

MAKING TRADE FOR THE HARDWARE DEALERS

By "Door Knob."

THE present has been termed "The Aage of Steel," for the reason that all the developments of the day seem to increase the usefulness of iron and steel. This is particularly true of architecture and engineering, of building operations of all kinds. The world has come to learn that while the first cost of iron and steel is considerably greater than of wood or stone its greater strength and permanency make it the more economical material in the end.

But what means this to the hardwareman? Much. A study of the present conditions as compared with those of a generation ago will make manifest the fact that all the developments of architecture are to the advantage of the dealer in hardware and metals, if he be willing to meet the conditions in a progressive, business-like spirit.

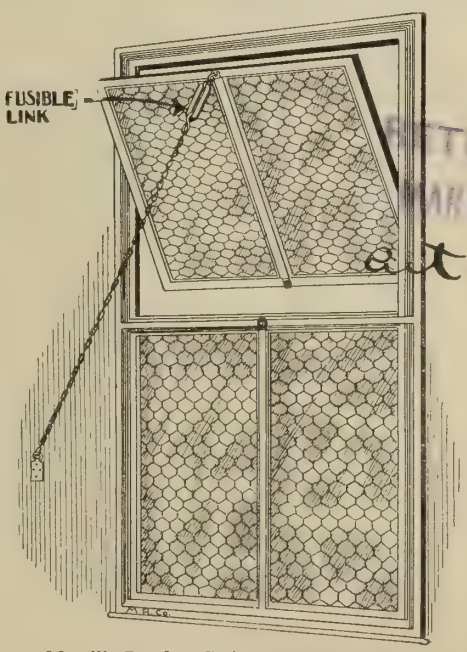
In the rough log cabin of pioneer days there was little which meant business at the hardware or, for that matter, at any store. Then, wooden pegs took the place of nails, masonry fireplaces frequently constituted the heating and cooking apparatus; rough wood composed the ceilings, walls and windows; often the only available plaster was a mixture taken chiefly from the barnyard. Wall paper was an unconsidered quantity.

The industry of the people and the fertility of the soil have combined to so increase the wealth of all classes in the country, however, that each decade has witnessed an improvement in our mode of life and consequently in our purchases. And of this development no feature has been more striking than the improvements in the Canadian home. Probably in no other country is there greater conveniences and comfort than is customary in this country. It is at least safe to say that no country can boast a farming community which is so prosperous and which makes use of their prosperity to ensure comfort for themselves and their families to the same extent as the Canadian farmer. In what country could such a statement be made as was recently uttered by J. W. Smith, of Smith & Ferguson Company, Limited, of Regina N.W.T., that more than half of his hot water boiler and radiator trade was with the neighboring farmers.

All of this makes trade for the hardware dealer. A hundred and one materials have been added to his stock-in-trade which replace materials which he did not handle.

METAL BUILDING MATERIALS.

For instance, the development in use of metallic coverings supplies wooden materials to a large extent, as not one in a hundred hardwaremen could handle lumber to advantage and, as metallic goods can be sold by every one in the trade, the popularity of metal is decidedly an advantage. Do hardwaremen appreciate to the full the benefits accruing to them by these developments? A negative of reply is given by those in closest touch with the trade.



Metallic Roofing Co.'s Fire-Proof Window.

At this season of the year, when the frost is about due to leave the ground and when architects and builders are busy with their plants for thousands of buildings, the hardware merchant should be alert for contracts for building materials of all kinds and particularly for such a line as metal roofing, embossed ceilings, metal coverings, metal laths, fire-proof sashes and doors, etc. In conjunction with these lines they could at the same time do their best to secure eavetroughing work, furnaces, or hot water heating work, not to mention the miscellaneous hardware lines which are used for building purposes or for furnishing interiors. If it be in factory or mill the work is to be done there is a good prospect of securing a sale of metallic goods together with which a supply of skylights could frequently be sold and a system of cornice work installed.

The hardwareman who contents himself with the trade that comes to him cannot, of course, expect to get even a reasonable share of this work. It is work which, practically always, goes to the man who gets after it. So it is frequently the case that the manufacturer of metallic coverings prefer a merchant who may not have the largest trade in hardware in his town but who does a large contract business, particularly in eavetroughing, roofing, etc. One excellent phase of this business is the great assistance rendered the merchant by the manufacturer, who not only stands ready to prepare plans, specifications, and prices but gives the details so thoroughly that any intelligent workman could install a system of metallic covering that further instructions than that given in the specification sent out from the office of the manufacturer. Practically all the retailer has to do is to get in touch with the local builders in his town and secure from them the opportunity to tender for the work, to get measurements, and other specifications, to send forward the details to the manufacturer and, if the contract be secured to have a capable man to instal the goods according to the plans prepared for him by the manufacturer.

A recent invention which, when its advantages are recognized, should be a new line for the hardware store, is a fire-proof window, offered the trade by

the Metallic Roofing Co., Toronto. The frame and sashes of this window are of hollow sheet metal, so built that they may be built into the brickwork either as the building progresses or after completed. The windows are glazed with glass in which wire is embedded through the centre, so that if the glass does break the wire holds it in place, thus resisting intense heat and withstanding the application of water upon the heated glass. The advantage of such a fireproof sash and window is obvious.

Another development of recent years which is bound to add to the hardware dealer's opportunity is the increased use of cement and cement blocks for all kinds of building purposes. The con-

No. 434—Luxfer Prism Co.

struction of pavements, the erection of dams, of bank barns, or silos and even of dwellings of the better class is now calling for great quantities of cement, whereas in the past lumber and stone, two commodities few hardwaremen could handle to advantage. This tendency should be encouraged by every retailer and at the same time the latter should be looking for his share of returns. He should carry a good stock of cement, know how to use it, so as to give the necessary instructions to all intending to use it in a small way.

ORNAMENTAL GLASS.

Another feature of building operations at present is the desire for beautiful effects. This opens to the hardware-man scope for energy in securing orders for ornamental glass. This line is one that means but little labor for the hardware dealer. The work involved is merely finding out from the builder or contractor the size and style of glass wanted, placing the order for the same with the manufacturer likely to give most satisfaction and then delivering the goods in proper condition and at the proper time. Delay in delivery must always be avoided if a trade in this line is to be developed.

To make the most of the line the dealer should study the situation carefully. As in all goods calling for artistic treatment there is a wide diversity of quality in ornamental glass. The dealer must, therefore, get into touch with the various manufacturers so as to be in a position to supply any quality desired. As a rule the soundest policy is to get an order for the highest quality possible for ornamental glass lasts a long time and one is likely to become tired of a cheap article, while the more costly one being "a thing of beauty" tends to be "a joy for ever."

Their New Axe for 1904.

The American Axe and Tool Co., Montreal, are offering the trade, in addition to the comprehensive range of brands, shapes and sizes that they sold in previous seasons, a line which is bound to attract considerable attention. This is to be known as their gun metal finish axes. A chemical preparation has been baked onto the surface of these axes which gives them a finish the same as on a gun barrel or on the gun metal watch which has had such a vogue in recent years.

In addition to giving a fine appearance this finish renders the axe rust proof.

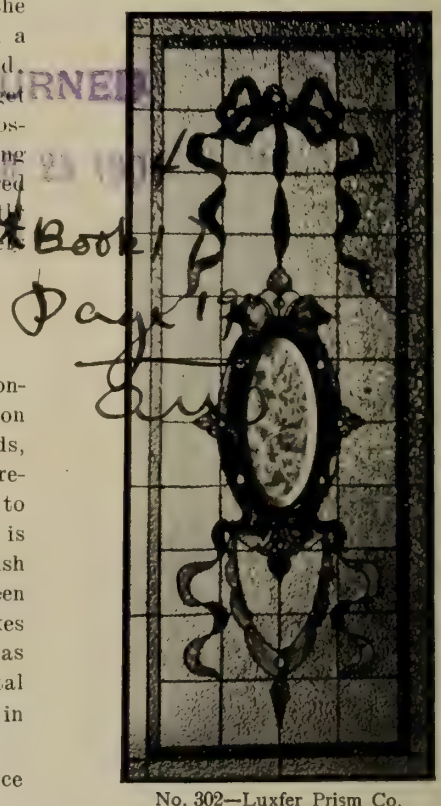
The "bits" of all axes and tools made by this company are of the highest quality of crucible steel, a fact which has contributed in large measure to the high reputation of their goods. This quality of "bit" will be used in the new axe as well as in their other finishes.

All along life's pathway, we see people sidetracked, wavering, vacillating, who waited until their opportunities had gone by, until the tide had receded, until the nick of time was beyond their reach. There is nothing else which will so energize and brace up all the faculties as a habit of quick, energetic decision, and prompt action.—Success.

Lessons of the Baltimore Fire.

SINCE the Baltimore fire many of the most prominent engineers, architects and others interested in building have been studying on the spot the effects of the fire on various buildings and under differing conditions.

Beaumont Jarvis, architect, Toronto, who made an inspection of the ruins expressed the conclusion that the best security against fire is afforded by concrete and brick walls. He declares that the building material of the future will be monolithic concrete, made of crushed bricks and Portland cement, or bricks laid in cement. The following classification of materials, according to their ability to stand fire, is made by Mr. Jarvis on the strength of his observa-



No. 302—Luxfer Prism Co.

tions in Baltimore: (1) concrete and bricks, (2) cast-iron, (3) steel, (4) granite, (5) sandstone, (6) lime mortar.

Though the heat of the Baltimore fire is estimated to have been 3,000 degrees, many of the bricks were as good as new, and one concrete building seems as good as ever.

Much valuable information has been elicited by this means. The Metal Worker publishes three photos which tell their story in vivid manner. In one the effectiveness of fire proof roofing is saving buildings from destruction while adjoining structures were burned, is strikingly presented.

The mass of twisted steel and broken machinery in the foreground repre[illegible] what was one of the three buildings of

General Iron Worker

Socket Pole Picks,

Log Stamping Hammers,

Wrought Iron, Bull Wheel Chains and Mill Chains of all kinds

Boom Shackles, etc.

P. O. BOX 184.

ESTABLISHED 1860.

WM. WALLACE

MANUFACTURER OF

Lumber Tools of all Descriptions

Cant Hooks, Boat Hooks, Timber Dogs, Etc.

THREE RIVERS, QUE.

RETURNED
OCT 20 1904

THE CANADIAN PORTLAND CEMENT CO. LIMITED

MANUFACTURE "RATHBUN'S STAR" BRAND

THE LEADING CANADIAN PORTLAND CEMENT

Capacity of Works—500,000 Barrels per Year

THE RATHBUN COMPANY,
310-312 Front Street West,
TORONTO, ONT.

SALES AGENTS

ST. LAWRENCE PORTLAND CEMENT CO.
202-203 Board of Trade Building,
MONTREAL, QUE.

PORTLAND CEMENTS

BEST

GERMAN, BELGIAN AND ENGLISH BRANDS.

Fire Bricks,
Fire Clay,
Flue Linings,
Drain Pipes,
Hard Wall Plaster.

W. McNALLY & CO.

40 to 52 McGill Street,
Corner Wellington St.,
MONTREAL.

Write for our quotations.

Calcined Plaster,
Wheelbarrows,
Mortar Stains.

A FULL STOCK OF
BUILDERS' and
CONTRACTORS' SUPPLIES.

the Pratt street power station. In the background another of the three buildings is shown to be in perfect condition. The third is similarly intact. The three structures were built alike, with but one exception. The first building had a non-fire proof roof. It was made of 2-inch planking covered with slate. It was completely consumed and the heat of the burning roof buckled the steel roof trusses, pulling the brick wall in upon the machinery and putting that portion of the station out of service. The other two buildings are now as good as ever, all of the machinery being left intact, and from these the electric power for a large portion of the city is being produced.

Two other photos demonstrate the fact that while the modern system of steel frame construction for large buildings is generally sound, there are some details of the equipment of fire proof buildings which the Baltimore experience has proved incorrect. These were taken on the seventh floor of the Calvert building. They draw attention to two bad features of fire proofing which are commonly followed. One is the practice of having a portion of the column unprotected for the purpose of imbedding electric switchboards and similar devices, and the other is the practice of running the piping between floors between the steel column and the fire proofing.

Both of these mistakes were made in connection with the covering of this column, and as a result the fire soon found its way to the column and produced the effect shown in the engraving. In the columns shown all of the terra cotta was evidently shattered some time before the fire had burned itself out on this floor, as is shown by the violent buckling. The pipes running beside this column were of fairly large diameter. They were used to convey gas, water, steam and electric wires, and were placed close to the steel, with the fire proofing immediately outside of them. The heat of the fire, in raising the temperature of the entire mass, had a greater effect upon the piping, which it caused to expand considerably. As there was no room between the column and the fire proofing to allow for this, the piping steadily bulged the terra cotta as it continued to expand. The loosening of the latter admitted the heat to the piping still more readily, and further rapid expansion ensued. Finally this became so great as to knock the fire proofing away from the column, leaving it exposed to the mercy of the fire. The warping of the piping is clearly illustrated in one of the views, which illustrates a section of the floor where evidently the action of the heat upon the tubing was slower.

It is suggested that this obstacle can be overcome by simply placing a double covering around the column, one fitting against the column direct, and the other surrounding the encased column, leaving room for the piping. The entire affair, it is suggested, should be filled in with concrete, thus leaving no air chamber to serve as a flue for carrying the heat and flame. These views also show the manner in which the under web of the terra cotta segmented tile broke away owing to their thinness. They also show the unprotected lower flanges of the I-beam floor girders due to the cracking of thin terra cotta covering.

The Sanderson-Harold Co.

DURING the next six or eight months the hardware trade will be especially interested in the product of such firms as the Sanderson-Harold Co., manufacturers of refrigerators, screen doors and windows, Paris, Ont. The premises of this firm include a main building about 200 feet long and from 50 to 90 feet in width; also brick boiler and engine room 30x50, with dry kiln 40x20, attached. There are two large storehouses, 50x100 and 40x60 respectively (both two storeys), besides lumber sheds and out-buildings. The works are equipped with all new machinery, being up-to-date, and giving employment to a force of from 45 to 50 skilled workmen. The main building is used entirely for manufacturing, and is equipped with all modern conveniences, including adequate fire protection, and lighted by electric lights.

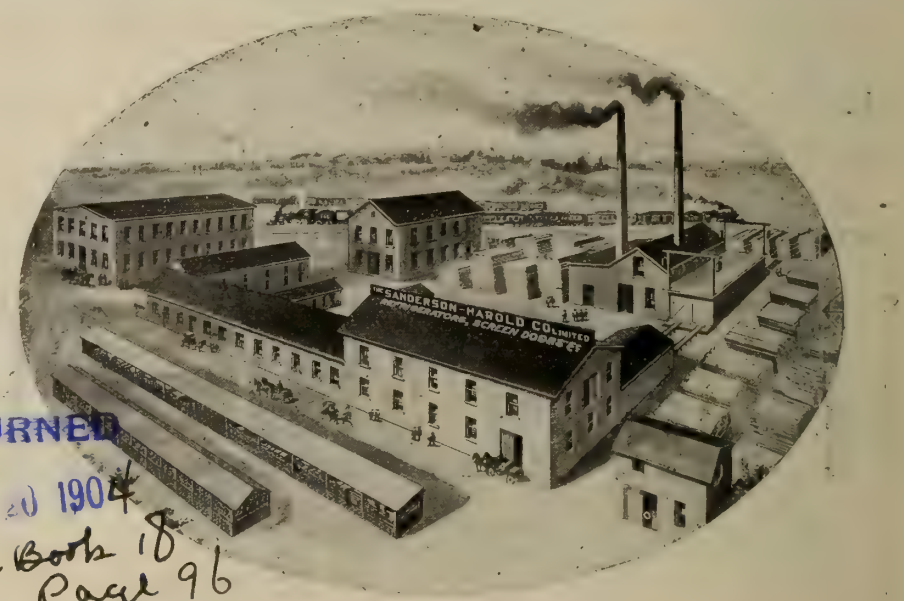
Of refrigerators the company make from 16 to 25 per day, the line including thirteen sizes of the highest grade for domestic use, all of them being lined with opallite glass 7-16 in. thick. The capacity for screen doors and windows is 300 of the former and 600 of the latter per day. Over 100 varieties of these are offered to the trade.

The reputation of this firm extends to every province in the Dominion, and while their largest trade is in Ontario they have an excellent business in Quebec and the Maritime Provinces, as well as in Manitoba and the Northwest. In addition to their large connection with wholesale and commission houses the firm keep a representative on the road in Ontario, while a considerable business is done in mail orders.

Any readers of this paper who have not secured copies of the illustrated catalogue issued by the Sanderson-Harold Co. are invited to write for one and for information regarding the terms offered and the firm's up-to-date method of doing business.

The Increase in Use of Cement.

While the steady expansion of the production of pig iron which has shown an increase of 100 per cent. in a decade, has been the subject of almost universal comment, there is certainly more cause to wonder and to comment upon the production of Portland cement, which, as shown by the last report of the Mineral Industry, was a well established industry in 1894, with 24 factories, and has grown 2,606 per cent. in eight years, the factories having increased three-fold, and some of the larger ones eight-fold in capacity. Such a growth is almost beyond description, and when we turn from the growth of the industry itself to the growth of the uses of the product of cement, the mind is still more led to wonder and surprise.—Ex.



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For Lining—Houses, Barns and Stables. Extra strong, full weight, best quality. When ordering from your dealer DEMAND the "Shield Brand." It's a quick seller.

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Building Papers, Sheathing and Carpet Felt
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The Saw That Sells Itself.

When placed in the hands of the intelligent mechanic the **ATKINS** High Grade Silver Steel Hand Saw sells itself. You simply show it and the saw does the rest.

ATKINS Silver Steel Hand Saws with Perfection Handles are warranted the FINEST Saws on earth in material, temper, grinding and finish.

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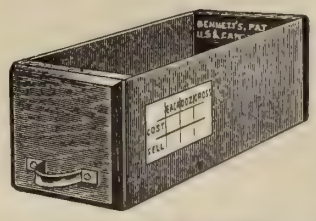
Bennett's Patent Shelf Box and Cabinets for Hardware, Grocery, Seed and Drug Trades, etc.

Owing to the steady and rapid growth of ourbusiness new quarters were needed.



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The Grey and Bruce Portland Cement Company of Shallow Lake, Limited,

Manufacturers of

"Hercules" and "Lion" Brands

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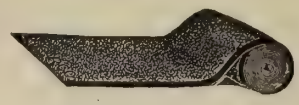
PORTLAND CEMENT

Unsurpassed for Sidewalks, Floors, and all work requiring the Highest Grade of Portland Cement.

HEAD OFFICE: OWEN SOUND.

Permanent, Economical, Handsome.



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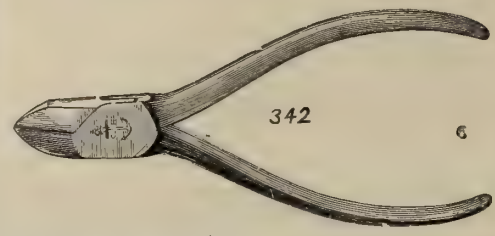
Comes in rolls, ready to lay, with nails and cement.
All ready covered with white sea gravel. No further attention after laid.

A. C. JENKING, Sole Agent,

Room 215 Coristine Building, - MONTREAL.

Sun, Frost, Water, Fumes DO NOT affect it. Write to-day for agency.



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Easy and quick to manipulate.
Forged from fine tool steel and warranted free from defects.
A durable, useful and high quality tool at a low and satisfactory price.
Send for the "Green Book" of Hardware Specialties for price and description.

THE SMITH, HEMENWAY & CO., Mfrs. of Cutlery and Hardware Specialties, 296 Broadway, New York, New York.

UTICA DROP FORGE & TOOL CO. Mfrs. of Nippers and Plyers

Canadian Sample Room: 215 Coristine Bldg, MONTREAL. ALLEN C. JENKING Canadian Manager.

STANLEY RULE & LEVEL CO.,

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IMPROVED CARPENTERS' TOOLS

SOLD BY ALL HARDWARE DEALERS.

LIBRARY BUREAU OF CANADA, LIMITED, OTTAWA.

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INTERIOR HARDWOOD FINISH OF ALL KINDS.

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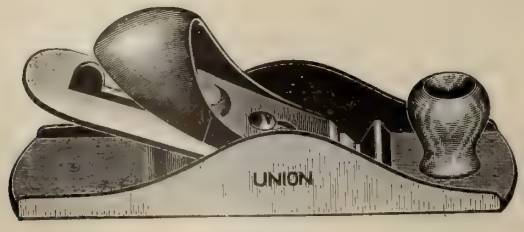

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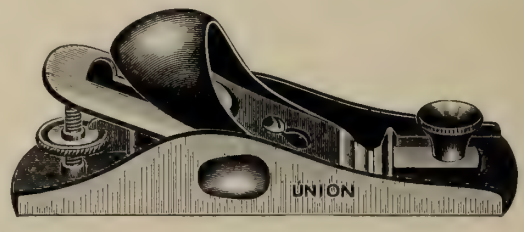

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UNEQUALLED IN QUALITY AND FINISH.

Union Mfg. Co., - - New Britain, Conn.

FOR SALE BY ALL PRINCIPAL HARDWARE DEALERS.

The Manufacture of Wire Nails.

ONE might reasonably conclude from the uniformity and low cost of wire nails that their production is as simple as they are cheap.

A visit to one of the several nail factories in the Dominion, however, would soon disabuse one's mind. There is need for ingenuity, mechanical skill and chemical knowledge in a wire nail factory. Added to these there must be keen business acumen, for in the manufacture of a line where the cost of the finished article is at times so near to that of the raw material it is essential that the lowest point of economy in both factory and office be ever maintained.

In a visit to the works of the Graham Nail Co., Toronto, Hardware and Metal was privileged to study the operation involved. The raw material is rolled rods, which come direct from the steel mills in large bundles. These rods are of a soft, tough texture which makes the operation of cutting them extremely difficult. They are also desirable to reduce the size of the wire. So in order to bring them to the smaller size to make them quite uniform, and to make them harder, more brittle, they are "drawn." This, in turn, necessitates their being chemically cleaned.

When the large bundles are brought from the storehouses they are at once immersed in a large acid vat to remove all scales and other foreign matter from the surface of the wire. When taken from this vat they are scoured by a strong force of water. At one time it was thought only necessary to immerse the wire in water when taken from the acid bath but, as Mr. Howland, manager of the company, explained, this procedure was found insufficient and the more forceful method of a strong stream of water was substituted.

After scouring, the wire is immersed in a lime vat. For this operation great care is essential. In the first place a special brand of lime is necessary, ordinary lime having been proven unsatisfactory. It is imperative, too, that the time the wire be left in this vat be gauged correctly. Then, after the wi has been allowed to dry it is placed in the "baker" where it is left from two to twelve hours. Here again strict attention must be devoted to the time. As a house-wife watches a cake or a roast, so must the wire be watched while in the "baker."

If left too long or too short either in the lime vat or in the "baker" the result would be that the temper of the wire and of the nail would be spoiled.

The wire is now ready for the drawing bench. Here a strong steady pull forces it through a hole so small that in the operation it is reduced from a half to a full size. Each time this is repeated it is reduced in size and made harder in texture. When the desired size and temper is reached the wire is ready for the nail-making machinery. As one enters the room where this machinery is at work the noise is deafening. The sizes of the machines vary almost as much as that of the product which runs from $\frac{3}{8}$ inch nails to 9 inch spikes. The work is automatic and incessant.

At first thought one might conclude that the perfection of the machinery was such that little skilled labor would be necessary here. But the error of this view would soon be evident. The dies for cutting must be right; the adjustment of the machine correct. Then skilled mechanics must be kept constant watch to prevent a breakdown of the intricate mechanism. All one sees, however, is a roll of wire constantly unwinding and a machine cutting nails so fast that the eye cannot follow them quick enough to count them as they fall.

As in modern factories of almost any line, machinery is being constantly introduced from time to time. The Graham Nail Co. have recently installed several machines of the latest, most rapid type and have by doing this so increased their capacity that the wire-drawing plant must now be largely extended.

From the machines the nails are removed to large iron drums or cylinders which are partly filled with nails and sawdust. When the power is turned on these cylinders revolve with such force that the sawdust absorbes all dirt from the nails and gives a clean, glossy appearance. On this point as well as on the strength of their product the Graham Nail Co. exercise great care, with the result they have built an enviable reputation for their nails.

From these cleansers the nails are takes away in a large iron truck constructed to simplify, to save expense even in the kegging of the product. From the factory one moves on to the store-house, where at this season of the year are vast piles of tightly filled kegs awaiting the Spring rush.

"This bespeaks confidence in the Spring," suggested Hardware and Metal. "Yes, we feel there is reason to expect a good season. We have the product at the price," was the reply from Mr. Howland, "and the people need the goods."

MADE IN ENGLAND.
HACK SAW BLADE
MADE BY
CHAS. BAYNES
KNUZDEN BROOK
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The Hanover Portland Cement Co., Limited
HANOVER, ONTARIO.
Manufacturers of the Celebrated "Saugeen Brand" OF PORTLAND CEMENT.
Prices on application.

"THE EMLYN" SAW BENCH
Made in 6 sizes. Best value obtainable. Specially designed for export With or without "Emlyn" Patent Guard. Sole maker—
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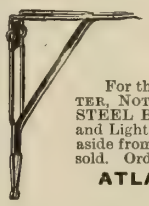
Will Hold Up a Shelf!
That's what a shelf bracket is for.
For this purpose there can be NOTHING BETTER, NOTHING CHEAPER than the BRADLEY STEEL BRACKET. It is well Japanned, Strong and Light. The saving in freight is a good profit, aside from the lower price at which the goods are sold. Order direct or through your jobber.
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Manufacturers and Wholesale Dealers in
PAPER, PAPER BAGS, ROOFING PAPER, TARRED and DRY SHEATHING, 2 and 3-PLY PATENT ROOFING, COAL TAR, BLACK PITCH, SCRAP METALS, PAPER STOCK, OLD and NEW MACHINERY, SCRAP CAR WHEELS AND AXLES.
(Write for prices and particulars.)

Tenders for Spring
may specify
Skylights.
In such a case, the Skylight to propose is
The Ormsby Skylight
Certainly the best—and the most economical.
Write for Proof.
Write for Quotations.
A. B. ORMSBY & CO.,
Cor. Queen and George Streets,
TORONTO, ONT.

INDUSTRIAL GOSSIP

HARDWARE AND METAL would be pleased to receive from any authoritative source industrial news of any sort, the formation or incorporation of companies, establishment or enlargement of mills, factories foundries or other works, railway or mining news, etc. All such correspondence will be treated as confidential when desired.

THE name of the Morris-Field Rogers Company, of Listowel, Limited, has been changed to the Morris Piano Company, Limited.

Lumbering operations in New Brunswick this Winter have been very successful.

The Blonde Lumber Co., Limited, have increased their capital from $80,000 to $125,000.

The St. Thomas Brass Co., Limited, have increased their capital from $25,000 to $100,000.

A concrete bridge is to replace the present iron one over the Jack river, near Richmond, Ont.

The Boyce Carriage Co., Winnipeg, are erecting a five storey brick and stone building on Ross avenue.

The Star Printing & Publishing Co., of Toronto, Limited, have increased their capital from $100,000 to $200,000.

The name of the Canadian Canners' Consolidated Company, Limited, has been changed to Canadian Canners, Limited.

The R. J. Doyle Manufacturing Co., manufacturers of paints and varnishes, Owen Sound, Ont., have assigned to E. Jackson.

The plan to consolidate the British Columbia Copper Co. and the Snowshoe Copper Mine, Limited, has been abandoned.

J. A. Hurteau & Cie., Limited, Montreal, have been incorporated with a capital of $50,000, to manufacture musical instruments.

The German Steel Syndicate has finally been organized. The smaller manufacturers, whose output comes below 1,000,000 tons annually, have been excluded.

The Columbia Shoe Dressing Co., Limited, Montreal, have been incorporated with a capital of $50,000, to manufacture and deal in leather, rubber and kindred materials.

The dry kiln, malt house and elevator of the Eaton Brewery and Malting Co., Owen Sound, has been destroyed by fire. The estimated loss is $20,000, partly covered by insurance.

C. G. Hagedom, a prominent manufacturer of Berlin, Ont., says that an American concern has purchased property in Berlin with a view to establish a factory for the manufacture of rubber coats and rubber goods in general.

The C. P. R. will commence early in the Spring to increase the capacity of the grain elevator plant at Port Arthur. The addition will consist of 18 tanks which will give the elevator a storage capacity of 1,500,000 bushels.

Two Belgian capitalists propose to establish a zinc smelting plant at Fernie, B. C. The site will cover 50 acres of ground, and the plant will cost $150,000. This is a well chosen vicinity for a smelter since there is a coke oven plant in the district.

The Eastern Townships Mining & Smelting Co. propose to establish a smelter at Sherbrooke, Que., to cost $25,000, with a capacity of 60 tons daily. The conditions are that the city grant a bonus of $10,000 and exemption from taxation for 10 years.

The Gillespie Fur Co., Limited, Toronto, have been incorporated with a capital of $200,000, to deal in all kinds of furs, skins, raw or dressed, domestic or foreign. The directors are: F. R. Gillespie, J. Gillespie, H. H. Gillespie, and A. C. Gillespie, all of Toronto.

The Fort William City Investment Company, incorporated under the laws of the imperial parliament of Great Britain and Ireland, has been granted a license by the Ontario Government to acquire, hold, mortgage or otherwise dispose of some real estate in Fort William, Ont.

Clark Lithograph, Limited, Toronto, have been incorporated with a capital of $150,000, to carry on business as printers, publishers, lithographers, engravers, electrotypers, bookbinders, etc. The directors are: F. L. Clark, T. J. Clark, H. E. Miller and T. A. Rowan, all of Toronto.

John Island Tug Co., Limited, John Island, Ont., have been incorporated with a capital of $8,000, to own and navigate steam and other vessels. The directors are: G. H. Moulthrop and W. C. Moulthrop, both of Bay [illegible] Mich.; and John McEwan, of Sault Ste. Marie, Mich.

The Canada Wood-Grain Co., Limited, Toronto, have been incorporated with a capital of $40,000, to deal in wood, paper, grain and fillers, and to manufacture furniture. The directors are: N. W. Tovell, J. T. Eastwood, J. H. Duke, S. Gillespie, and E. E. Wallace, all of Toronto.

A despatch from Ottawa says that the Singer Sewing Machine Company are likely to establish their Canadian headquarters at Deschenes, six miles from Ottawa. It was announced some time ago that the company had decided to locate at St. Johns, Que., but it seems that the plan has been abandoned.

The mine owners in the Kootenay District, B. C., are hampered by the lack of smelting facilities, and the Victoria Colonist predicts that there will be a smelter erected in the vicinity of Creston within the next twelve months. It is claimed that there is also room for a zinc reduction works in the Kootenay District.

The Peoples' Heat, Power and Light Co., have been organized at Fredericton, N. B., and the directors have been authorized to make arrangements for the installation of plant at once. The directors are: T. C. Allan, W. P. Chestnut, F. B. Edgecombe, P. S. Thomas, A. B. Kitcher, E. B. Winslow and A. J. Gregory, all of Fredericton.

Hamilton Motor Works, Limited, Hamilton, Ont., have been incorporated with a capital of $40,000, to manufacture and deal in gasoline and electrical engines and motors, and to carry on the business of a tool maker, brass and iron founder, metal worker, machinist, smith and electrical engineer. The directors are: W. C. G. Snaat, J. A. Turner, and W. A. Logie, all of Hamilton.

The Ludlam, Ainslie Lumber Company, Limited, Leamington, Ont., have been incorporated with a capital of $50,000, to carry on a planing mill and lumber business, and to manufacture, buy and sell all kinds of wood work, woodenware and carpenters' and builders' supplies. The directors are: C. Ludlam, Jas. Ainslie and R. Bennie, all of Leamington; J. H. Ainslie, Sarnia; and W. G. Ainslie, Comber, Ont.

American Motor Car Company, Limited, Berlin, Ont., has been incorporated with a capital of $50,000, to carry on the business of manufacturing and dealing in gasoline and electrical motors, automobile carriages and boats, and to carry on the business of a tool maker, brass and iron founder, metal worker, and machinist. The directors are: M. Good, N. Good, J. Good, and Margaret Good, all of Berlin, Ont., and I. Neuber, Waterloo, Ont.

The first annual report of the Montreal Steel Works, Limited, formerly the Canada Switch & Spring Co., has been presented to the directors. The report shows the first nine months of the year to have been quite satisfactory as regards business, but during the last three months of the year the demand fell off owing to the change in the general conditions of the steel trade. However, in spite of the last three months' poor showing there was a net profit for the year of $105,581.

Department of Railways and Canals, Canada

WELLAND CANAL.

NOTICE TO CONTRACTORS.

SEALED TENDERS addressed to the undersigned and endorsed "Tender for Electrical Apparatus," will be received at this office up to 16 o'clock, on Monday, the 28th March, 1904, for the furnishing and erection of Arc Lamps, Regulators, Switchboards, and other apparatus, appliances and materials required for the Welland Canal.

Plans and specifications can be seen on and after Monday, the 14th March, at the office of the Superintendent Engineer of the Welland Canal, St. Catharines, Ont., at the office of Roderic J. Parke, Esq., Consulting Electrical Engineer, 52-53 Janes Building, Toronto, and at the office of the Chief Engineer of the Department of Railways and Canals, Ottawa. Forms of tender can be obtained at the places named.

The Department does not bind itself to accept the lowest or any tender. By order,

L. K. JONES,
Secretary.

Department of Railways and Canals,
Ottawa, 12th March, 1904.

Newspapers inserting this advertisement without authority from the Department will not be paid for it.

NEWMAN'S PATENT
INVINCIBLE FLOOR SPRINGS

Combine all the qualities desirable in a Door Closer. They work silently and effectually, and never get out of order. In use in many of the public buildings throughout Great Britain and the Colonies.

MADE SOLELY BY
W. NEWMAN & SONS, Birmingham.

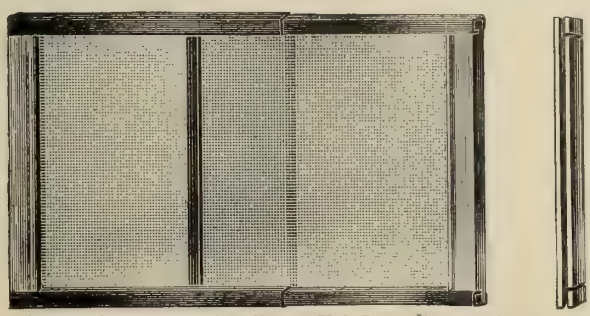
Star Hack Saws

They cost a trifle more at the start, but are ten times the cheapest in the end. We repeat that it requires something more than steel, teeth and holes to constitue a Hack Saw Blade. You cannot buy a good pocket knife for 10 cents, or the best Hack Saw Blades made at price of inferior goods.

Prominent dealers the world over sell ★ Blades. | Every genuine blade is stamped with a ★

Star Frames (10 patterns) are standard everywhere.

Millers Falls Company, = 28 Warren Street, NEW YORK, N. Y.



Canadian Patent, March 17, 1903. U. S. Patent, January 26, 1904.

The Perfect Window Screen.

Hardwaremen, write for full description and price list.

You can sell it to advantage.

C. M. CUTTS & CO., Toronto Junction.

Champion Razor Strops
THE BEST IN THE MARKET.

To introduce the goods, we make this offer :

For One Dollar

we will send you five samples of the best sellers, to retail at 15c., 25c., 40c., 60c. and 75c., on which you double your money and give good value.

JOBBERS SUPPLIED.

CHAMPION MFG. CO.
1586 Notre Dame St., MONTREAL, QUE

HARD WEAR

Rex Flintkote Roofing

Is the personification of hard wear. Waterproof, acid, alkali, steam and gas fume proof.

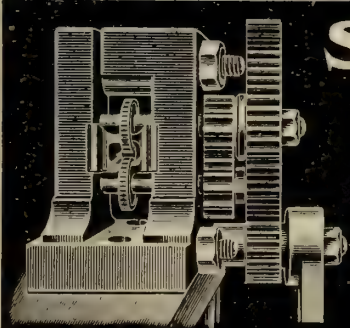
REX Flintkote Roofing
TRADE MARK

Fire resisting, and for that reason strongly endorsed by insurance companies. Reasonable in price and easy to lay.

Our extensive advertising is creating immense demand for **Rex Flintkote Roofing.** It will pay any dealer to communicate with us at once regarding it.

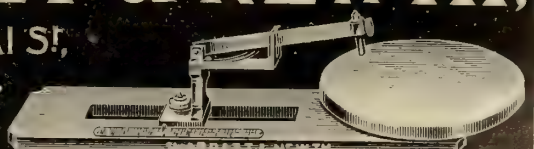
J. A. & W. BIRD & CO., 49 India St., Boston Mass.

In Ordering please specify SHARRATT & NEWTHS' make. **Glaziers' Diamonds, &c.** INDENTS THROUGH BRITISH SHIPPERS CONTRACTORS TO H.M. GOVERNMENT.



LEAD VICE,
With Power Gearing attached

SHARRATT & NEWTH,
43 & 44, Percival St,
CLERKENWELL,
LONDON, E.C.



TELEPHONE No 7439, CENTRAL. **CIRCLE BOARD,** made in two sizes.

ORDINARY SHEET GLASS DIAMOND,
Made in 6 qualities, and a great variety of patterns.

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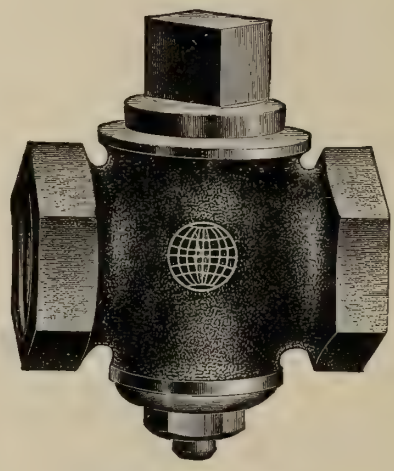
FIRE POTS AND TORCHONS
STEAM PIPE CLEANER
CREAMERY SEPARATOR FAUCETS
SOLDERING NIPPLES AND UNIONS

GLOBE

AND

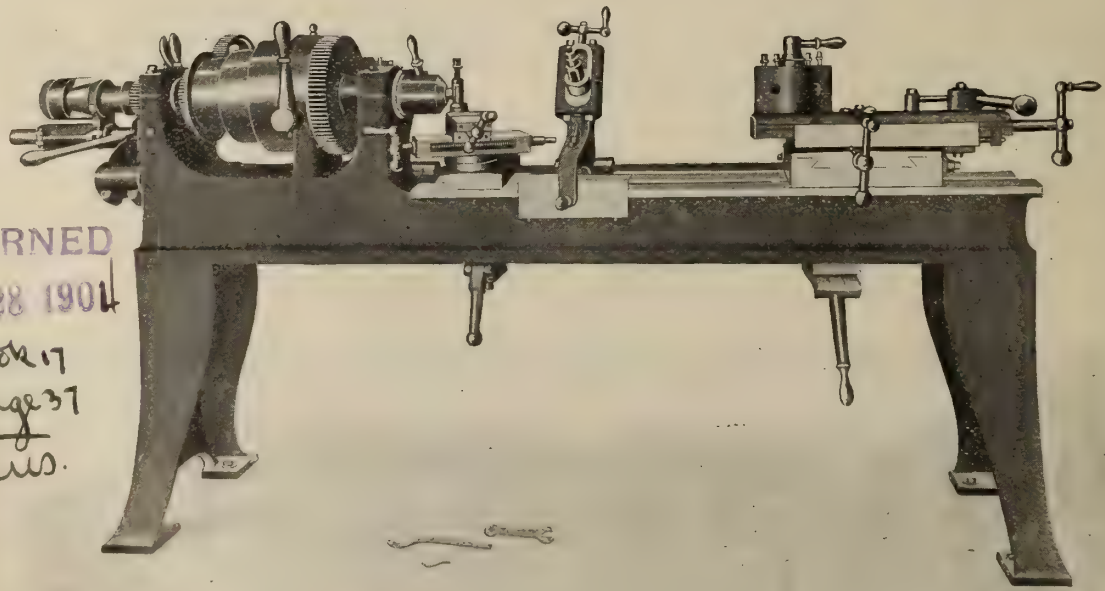
STEAM  GAS

COX

The Globe Brass Works,

DETROIT, U. S. A.

G. A. Crosby & Co. of Ontario, Limited, Point Edward, Canada



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ans.

MANUFACTURERS OF

MODERN MACHINE TOOLS, PRESSES, DIES and SPECIAL MACHINERY.

MACHINERY

MACHINERY TRADE PROSPECTS IN CANADA.

By "Prognos," Toronto.

CANADA is unquestionably expanding at a pace inconceived a few years ago. Her fertile wheat belt and her active immigration policy has turned towards this country the attention of the world with the result that her broad acres are being taken up at a remarkable rate. Capital, too, has been quick to note the prospects of the new country and has made possible a development of the mineral and forest resources of the country which has been almost as exceptional as the agricultural development.

In consequence a great impetus has been given to all industries in existence and to the establishments of new ones within the Dominion. The cumulative force of this development has brought the country to the point where another transcontinental railway and hundreds of miles of branch lines are imperative. This construction of railway lines through the heart of our undeveloped regions will, as it has ever been in the past, be followed by commercial and industrial expansion to such an extent that Canadian machinery interests have every reason for confidence as to the next few years.

REQUIREMENTS OF MINING.

The rapid extension of mining in every section of Canada from the coal deposits of Cape Breton to the gold areas of the Yukon create a demand for mining machinery of all classes. In the mining districts there is a constant need of continually equipping new plants for the smelting and reducing of the different ores, and also to take the place of old machinery, either worn out or superseded by a more economical process. The demand for dredges of all kinds is also increasing rapidly, because of the establishment of new mining claims and the extension of old ones.

At the present time very little mining machinery is manufactured in Canada, and in order to properly foster the mining industriy there is no duty on smelting or reducing machinery. This seems perfectly just, and not until mining machinery is manufactured in Canada in sufficient quantities and of a quality to compare favorably with American manufactured machinery is it to be expected that a duty should be placed on that class of machinery. Otherwise the country would be fostering one industry to the detriment of another. This is surely one line in the machinery manufacturing industry which offers scope for development.

More and more is electricity being employed as a motive power in all mining operations, and it is probable that it will be in mining machinery where electricity is used as a motive power that development will take place. Smelting ores in the electrict furnace is receiving no small share of attention at the present time. The action of the Government in sending commissioners to Europe to investigate the commercial feasibility of the process will in all probability lead to the development of iron ore deposits in different parts of Quebec and Ontario which are so isolated from any direct means of communication that it would be unprofitable to transport fuel for the smelting of the ores in the blast furnace. The great number of rivers and waterfalls in these districts where electric energy may be developed at a comparatively small cost was the incentive for enquiring into the electric process of smelting. Of course it depends upon whether the process will prove commercially and practically possible. However, there seems to be every possibility of its being so from the tests made in European countries. The introduction of this process into Canada would mean an increased demand for dynamos and water turbines together with the necessary fittings necessary for their installation and the installation of the electric furnace. In the manufacture of electrical machinery Canada has made rapid advancement during the past two or three years. During the latter part of the year 1903, there was an exceptionally good demand for dynamos and motors, which continued right up to the end of the year. As a rule manufacturers have experienced slack times during the first five or six months in the year, the real business of the year not commencing until August or even September. This was so last year, but this year is proving an exception. At the present time manufacturers say that they have as much business, or nearly as much on hand as they had during October, November and December of last year.

WOOD-WORKING MACHINERY.

The lumbering industry is one of the most vital to Canadian prosperity. This industry and the ones closely allied, such as the planing and shingle mill industries, are growing steadily in unison with the general progress. Many new saw mills, planing mills, and shingle mills are being started in newly developed sections of the country, and consequently the demand for wood-working machinery is increasing steadily. New Ontario and the newer parts of old Ontario are making numerous demands for outfits for these mills. Northern Quebec, the Northwest Territories and British Columbia are not behind in the development along this line, and wood-working machinery is continually being shipped to those parts. The running of new railway lines into wooded districts helps very materially in the development of these industries, since a saw mill or planing mill may be erected close to the railway which affords an easy means of outlet for their products.

IRON-WORKING MACHINERY.

The towns and cities of the Canadian Northwest, of British Columbia, of New Ontario and other new districts of Canada are growing rapidly. This means that there will be a rapid increase in the demand for mechanical devices of all kinds. This means that new foundries and machine shops will have to be established, and that the output of older ones will be increased materially. It then follows that there will be an increased amount of iron-working machinery and also power machinery required. Machine tools especially will feel the effects of this. A prominent machinery firm says that business in these lines has

doubled during the past year. The enormous expansion of freight and passenger traffic on present lines and the steady construction of new railway lines must create an exceptional need for new rolling stock. Whence will it come? From Europe, from the United States or from factories within our own borders?

In anticipation of this condition locomotive works were built in Montreal which from the standpoint of equipment or of site compare favorable with the best in the world. Financial troubles have, however, prevented the company, the Locomotive and Machine Co., from starting operations. It is therefore with satisfaction that Canadians learned that the American Locomotive Co. had bought out this plant and had announced their intention of operating them, possibly to supply foreign trade as well as Canadian.

Locomotives do not comprise all the rolling stock; cars will be needed, and consequentiy all the car manufacturing plants should reap a portion of the harvest. The extension of railways will also mean that there will be a necessity for the establishment of new repair shops. The equipment of these will make demands on the iron-working machinery market.

From New Ontario comes the report that rolling mills are to be established there. On the new Ontario and Temiskaming Railway 75 miles north of North Bay, are some iron mines owned by D. O'Connor of Sudbury and T. B. Caldwell, of Lanark. The ore in these mines is claimed by Mr. O'Connor to be of the best Bessemer grade. Close by is the Montreal River on which there are some valuable water powers. Mr. O'Connor says that if the electric smelting process proves as great a success as is expected they will have rolling mills there turning out rails within three years. It is understood that the plans for an electric generating plant and an electric smelting plant are now under construction. Should these rolling mills be established it would be a very convenient place to obtain rails for a section at least of the Grand Trunk Pacific, since it is only a run of 100 miles over the Tamiskaming Railroad to the proposed route of the line.

POWER GENERATING MACHINERY.

Engines and boilers will be in demand as motive machinery, according as industrial development takes place. Those are the requirements of industries of all kinds, except where steam's great rival, water power is used. Since industrial development may be counted upon, a continual demand for engines and boilers may also be relied on. However electrical power generated by water power and transmitted to the required place is making deep inroads into the territory of the engine and boiler, and from all indications at the present time it will make still deeper inroads. The way the mighty Niagara is being harnessed for the development of electric energy indicates that steam's great rival is preparing for war, and things look serious for the steam engine and boiler. However they will continue to be in demand for some time to come yet, although electric power may drive them from the field in many instances.

Great attention has been centred during the past year on the tubo-generator. The Westinghouse Machine Co. of Pittsburg, claim that the turbine is not only the steam engine of the future, but that it is the steam engine of the present. This would appear to be correct from the number of turbo-generators they have already turned out and sold. In the turbo-generator the generator is run directly by the shaft from the turbine engine. Up to the present time no turbo-generators have been manufactured in Canada, but the Canadian General Electric Company have secured the Canadian patent for the Curtis type, and already have a contract from the Toronto Electric Light Co. for the construction of two of these turbo-generators. The steam turbine constitutes another rival of the reciprocating engine.

MACHINISTS' SUNDRIES.

There are several large firms in Canada manufacturing machine tools, also there are a number of large firms manufacturing wood-working machinery, boilers, engines, etc. On the Canadian market for this machinery these firms hold their own very successfully. However Canada is lacking in plants for the manufacture of machinists' sundries, such as gauges, scales, calipers, etc., and consequently American firms control the Canadian market. Is there not room for the establishment of such a plant in Canada? Is there any reason why Canada should not compete on her own market with American firms in that line as well as she is now doing in the machine tool line and others? Of course there are one or two American firms whose products in these lines have obtained a pretty firm hold upon the market, but the same was the case with machine tools, though in a lesser degree perhaps, when Canada could not boast of her maunfactures in that line as she now can.

B. K. Morton & Co.

ATTENTION is directed to the advertisement of B. K. Morton & Co. on page 49, regarding their "B. C." steel for miners' drills, lathe tools, chisels, etc. "Morton" steel was introduced into this country in 1893, and it was from the first found satisfactory, and has been worked successfully by leading mines between Vancouver and Halifax, large orders being the result. Their specialties of fine tool steel, such as "Alpha" high speed steel; "L" special steel for hard surfaces and "J" quality chisel steel, etc., are to be found in most of the leading engineering plants throughout Canada. The "Alpha" high speed steel for lathes and planers, made by B. K. Morton & Co., is rightly named, as we understand it is placed first on the list of high speed steels by railways and engineers in various parts of the world. Wherever there is a lathe it is the desire of the company to have at the least one bar of this steel.

The following commendation of their steel has been given this firm by the John Bertram & Sons Co., Limited, Dundas, Ont.:

Messrs. B. K. MORTON & Co.,
Sheffield, England.

Gentlemen—We have tested and used your "Alpha" High Speed Tool Steel with very satisfactory results We consider your steel as good as any other of the high speed steels which we have had in use, and can recommend it to anyone as being first-class. Yours very truly,

THE JOHN BERTRAM & SONS CO,, LTD.

Similarly strong testimonials have been received from other Canadian consumers, notably the Le Roi Gold Mining Co., Rossland. The B. K. Morton & Co.'s chisel steel ensures economy in work and men's wages, on account of its durable nature. We understand the representative of the firm is Mr. D. W. Clark, of box 520 P. O. Toronto.

Canada's Mica Deposits.

At the recent meeting of the Canadian Mining Institute in Toronto, E. T. Corhill, of the Kingston Mining School, said, in an address on mica mining in Canada, that there were three mica producing countries in the world—India, Canada, and the United States. He said that the deposits in Canada were commercially of much more value than those in the United States, and could, if properly developed, bring in a handsome revenue to the country. The mica deposits of Canada are in Ottawa, Frontenac and Lanark counties in Ontario, and in Northern Peterborough.

THE MONTREAL STEEL WORKS.

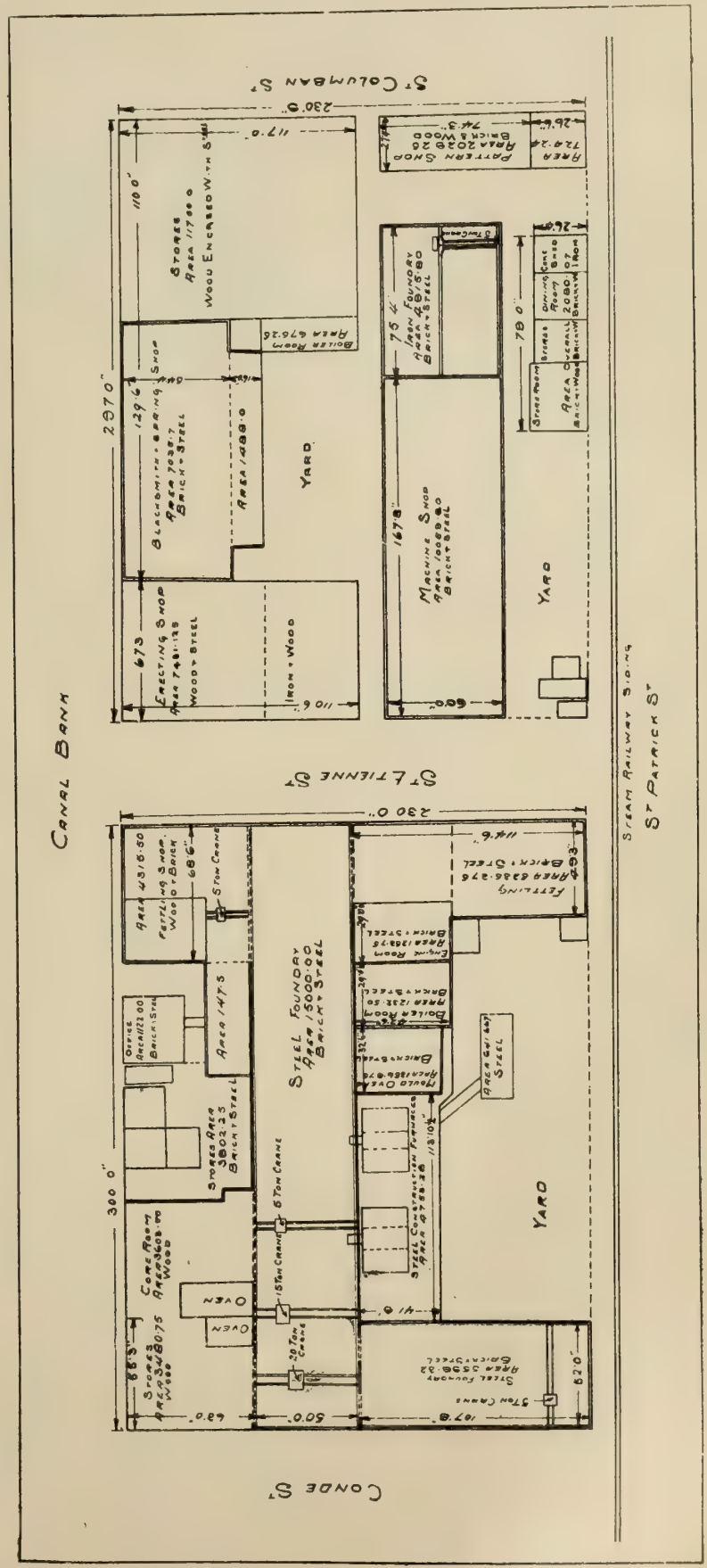
THE Montreal Steel Works, which have recently taken over the property and plant of the Canada Switch and Spring Company, possess to-day one of Montreal's most important factories. The equipment is so complete and the arrangement of the buildings and departments so convenient that many Hardware and Meal readers will be interested in a description of their works which the accompanying plan should make quite clear. The property is most advantageously located as regards shipping facilities and the labor market. Situated in Point St. Charles, the home of the mechanic, the factory is bounded by the Lachine Canal on one side and a railway siding on the other.

The works of this company are divided into three distinct departments, viz., the Steel Castings Department, the Switch Department and Machine Shop, and the Spring Department. The steel castings department occupies the whole of the property between the G.T.R. tracks and the canal bank and Conde and St. Etienne streets or about 1 3-4 acres.

The foundry proper extends down the centre of the whole length of this property and is a large steel and brick building of the most modern construction 50 feet wide by 300 feet in length. It is served by three electric travelling bridge cranes of 25, 20 and 5 tons capacity, respectively, the large 25 ton crane having an auxiliary hoist of 10 ton capacity. These cranes are of the latest type specially designed for steel foundry work with enclosed dust proof motors and all the different parts of a most substantial and simple construction.

It is in this building that most of the moulding and all the casting is carried on, although another steel and brick building on the south side, and forming an L with the main building, is also used for the lighter class of moulding. This building is also served with an electric crane with air hoist. On the same side of the main building are two 18 ton acid open hearth steel furnaces with the necessary gas producers, etc. These furnaces are built from designs furnished by an eminent Pennsylvania engineer and are very rapid in their action, having a total capacity of about 150 tons of steel per day. As a rule, however, they are used separately, one being closed down for repairs while the other is working.

Behind the furnace building is the stock yard where all the necessary material is stored in such a way as to be conveniently selected and graded for the purposes for which it is required.



Ground Plan of The Montreal Steel Works.

Next to the open hearth furnaces, and under the same roof, are the requisite dry stoves for drying the moulds before they are placed on the casting floor. Beyond these again are the boiler room and power house for the entire plant, comprising a Corliss engine and motor

generator set, one steam driven and one belt driven air compressor, etc. The remainder of this side of the property is covered by a two-storey building (50 feet by 115 feet) in which is placed special machinery required in a modern steel foundry, such as cold saws for sawing the heads and gates off the castings, shapers, lathes, etc. Each of these machines is driven separately by an electric motor. The upper storey of this building is used as a pattern storage for customers' patterns.

On the north side of the main building are the sand mixing plant, core rooms, core ovens, pattern rooms, coke storage and cleaning rooms. The latter are furnished with compressed air chipping hammers for cleaning the larger castings; the smaller castings are put into rumblers which are also located in this building. This building is also served by a combined electric and compressed air travelling crane. In connection with this department is a chemical laboratory in which a complete chemical analysis of every heat of steel is made and recorded from day to day. All the material coming into the works such as pig iron, scrap, spring steel, rails, etc., is also subjected to chemical analysis. Physical tests of the steel are also made from time to time on an Olsen testing machine.

In the blacksmith and spring shop, the machinery and testing apparatus are specially designed for the purposes for which they are required. The spring furnaces are equipped with patent stokers which are giving good satisfaction. This department turns out springs of all kinds for steam and electric roads and for the general machinery trade.

The chief output of the machine shop is all kinds of steam and electric railway track work, including switches, frogs, diamond crossings and interlocking material, also street car trucks of different types. Here the machinery is specially selected with the object of securing the greatest output at the lowest possible cost, a great many of the machines being specially designed for the use of high speed tools steel on such material as rails and other high carbon steel. An overhead carrying system operated by compressed air is used throughout these works.

In addition to the above, there is a well equipped pattern shop and ample storage beds and overhead apparatus for loading and unloading material, the whole making a very complete plant.

Canada is still a young country, industrially, and as yet she can not show many industrial establishments whose output will rival in volume that of the immense factories of Great Britain and the United States. But her captains of industry believe in equipping their plants in the most up-to-date manner. A good example of the results of this progressive spirit is the splendid plant of the Montreal Steel Works.

He Secured an Assistant.

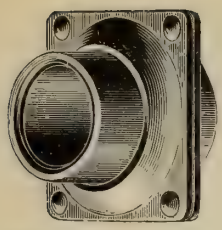
A machine shop proprietor of rare astuteness has decided that every man holding a position of responsibility must have an understudy—some one who can carry on the routine of the job in case of the principal's absence. This arrangement enables the one to originate and institute better methods while the other preserves the working conditions already established. Either is helpful to the other and both are requisite in carrying out the plan. The one may be absent but there is not then a helpless void. Things are kept moving and the system stands sturdily on its foundations. There is nothing unreasonable about such an arrangement. It is nothing more than the extra reamer or drill another length of belting or a can of oil

A man who has slowly and persistently worked his way up the ladder of promotion in that shop told me his story: "One day the proprietor came around and suggested that I get some bright young fellow as assistant. I worked my way up from the bench and I know my own failings. Good jobs are not so plentiful that I must start in to show the boys how to fill my shoes. I didn't warm up to the idea. A couple of months later the old gentleman was round again and said: 'I see you have not got your assistant yet.' Of course I told him of the difficulty of striking the right man, etc., and he looked convinced but weary. Before he went he left me a parting shot: 'Better get one soon or maybe there will not be a place for him to fill.' I got the assistant pretty quick. I consider I can see as far as most people at a really critical time."

The Modern Blast Furnace.

IN the early days of blast furnace practice, the hot gases were permitted to escape at the mouth of the furnace, but in later years the wastefulness of this practice was recognized, and the mouth of the furnace was closed by a massive cast-iron cup-and-cone arrangement, which is only opened for a fresh charge, says Scientific American. In the latest designs there are two cones, one above the other, forming a chamber between them, on the principle of the air-lock, by which arrangement the escape of the gases is entirely prevented. A large steel pipe or flue which curves out at the right near the top of the furnace, conducts the gases downwardly to a big drum or dust-collector, and from this the gas is lead to what are known as the Cowper hot-blast stoves, of which there are four to each blast furnace, with one in reserve. The charging of the blast furnace is accomplished by means of an inclined elevator with one or more steel buggies which travel from the ore pile and coke bins up to the furnace mouth, where their contents are automatically dumped.

One of the most effective improvements in the art of iron making has been the heating of the blast before it enters the furnace. This is done in the Cowper hot-blast stove, a cylinderical wrought-iron tower, about 20 feet in diameter and 80 feet in height. It is lined with firebrick and contains, on the side next the furnace, a large vertical flue, into which the furnace gases pass by way of a valve at the bottom. The rest of the interior of the stove is occupied by a mass of firebrick pierced with innumerable vertical flues extending from top to bottom. The hot gases from the blast furnace are ignited on entering the base of the large flue by admitting air to them by means of a valve, and the hot products pass up the main flue and down through the mass of brickwork, finally escaping to a lofty steel chimney. As soon as the firebrick "checkerwork," as it is called, with which the stove is filled, has been heated to the proper temperature, the gases are shut off and turned into the second stove. The cold blast from the blowing engines is now turned in at the bottom of the first stove, passes up through the heated firebrick and down through the main flue, and finally is led to the circular blast mains which surround the furnace just above the tuyeres. To supply the hot blast for a single pair of the largest furnaces of the Edgar Thompson Works requires a large amount of horse power, the engine house for each two furnaces containing five pairs of huge Allis-Chalmers blowing engines of 4,000 maximum horse power, capable of delivering each about 50,000 cubic feet of air per minute at 25 pounds pressure.



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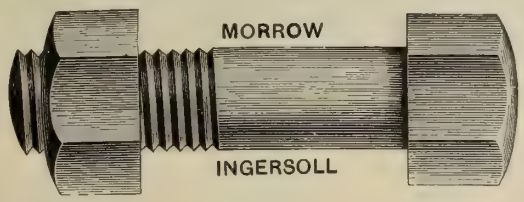

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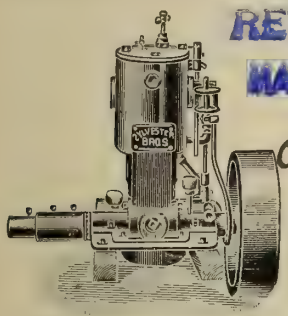

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Machine Tools
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MONTREAL,
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SEATTLE.

ASK YOUR DEALER FOR IT.

MODERN MACHINE SHOP PRACTICE.

By F. S. K., Montreal.

WHILE the past few years have seen an almost entire revolution in industrial conditions, and the trend of modern practice in the direction of increased output and efficiency in all lines; nowhere has the development been more striking, or the improvement more marked, than in the machine shop. Although smaller shops all over the country still continue to some extent their old methods there is a great contrast between them and the larger installations of recent date. Yesterday the machine shop was cramped, very often dark, and without system, which was not at all conducive to best results. Today the place is commodious, well-lighted and systematic, exercising a cheering influence on the machinist, and therefore rendering him capable of doing more and better work for his employer. Then, things were done by rule of thumb. Now everything is reduced to exact mathematical calculations. Tons of material are now handled with less difficulty than was necessary for pounds before.

In accomplishing this, overhead cranes and indoor tracks are leading factors. It is safe to say that without travelling cranes the great shops in existence today would be impossible.

The most striking feature of all, however, is the method of running the machines. Formerly, all machines were run by the power developed by one or more large units, connected by long lengths of shafting throughout the entire shop. This meant the running of the engine or engines all the time, whether the machines were under load or not, and consequently a large amount of waste power. With the shaftings not properly alligned a large amount of power is lost. In an extreme case by means of an actual test, it was found that 80 per cent. of the total power given out by the engine was taken up by the shafting. The present method is to drive the machines by motors having a separate motor for each of the larger machines, and having several of the smaller ones connected to a short shaft, and run by the same means. Thus the motors are run only when the machine is doing work, and no power whatever consumed when it is idle. The electric drive affords small sub-devices of power, and we have a complete solution of using power only when something is to be done with it. One of the greatest advantages of this is the flexibility of installation which it affords. Large tools equipped with motors may be located in any part of the shop which is desirable, and which is most convenient for the work which they are to do, and are not limited to position as are the machines run from line shafting. The motor manufacturer claims (due to the motor installation) a greater economy in power consumption, a greater efficiency in the tools, and a much greater increase in efficiency in the employes themselves. No sooner had the electric motor found its way into the machine shop, than there appeared men who insisted that every machine should have a separate drive. Of course this is an extreme view. The plan which meets with the approval of the best machine shop engineers is to employ individual drives for tools which require motors of 5 h. p. and upwards, and smaller tools requiring less h. p., to be arranged in groups to give a fair load to motors of 5 h. p. or upwards.

Portable tools are another innovation in a machine shop and to them the above rule of power does not apply. Through the agency of compressed air portable tools were used to some extent before the advent of the electric drive; but it is now possible to employ portable tools to an extent never thought of before. With the manufacture of larger and larger machines the difficulty of getting the machine parts into proper place for working them increased in a greater ratio, and the time lost in making adjustment was great. Portable machine tools have come to the rescue and the machine is taken to the work instead of the work being taken to the machine. This has made practicable the making of large machines, such as generators, whose manufacture under other circumstances would be commercially impossible.

We have in Canada the largest locomotive works, recently installed, and the best car shops, now being fitted up, in the world, and in the machine shops of these, travelling cranes, electric drives, and portable tools are striking features.

High speed tool steel, the introduction of which is only just commencing, is another feature of the modern shop, and one which promises a still further improvement in manufacturing. The greatest effect of high speed steel will be towards a complete change in the design of machines and machine tools. Take an engine lathe for instance. The power must be increased, the saddle and side rests must be stiffened, and the feed gear driven. Where the usual practice of 1-32 inch and 1-16 inch feeds now prevails, there would be 1-8 and 3-16 inch feeds. Its introduction will make possible the manufacture of machines from 25 to 33 per cent. of their present cost. Before this has been fully accomplished new designs must be worked out and found to stand severe tests before they are put on the market.

Grinding tools have been wonderfully improved, and rapid strides have been made in the art of grinding during the past few years. Grinding machines made in innumerable types handle efficiently the roughest and the finest work. While the emery wheel and the grindstone have been used for years, the value of the grinding machine for finishing is of comparatively recent adoption.

The use of jigs, templets, false tables, etc., are all being given proper consideration. Machines costing many thousands of dollars are often left lying idle over half the time, while the work is being set up. In many instances this could be done on false tables and the output of the machine greatly increased, with a consequent reduction in the cost of machinery.

The proper routing of material is another matter that has been given serious attention, so that work may go through the shop with the least amount of handling and transferring, as this is one of the first essentials in economic production.

The present method is towards standardization and this is especially true of machine shop details, which heretofore have been taken care of according to the whims of numerous designers.

Professor Unwin has said, "In all producing industries there are operations requiring greater and operations requiring less intelligence; operations requiring greater manual skill and others requiring little manual skill. The subdivision of labor, which has arisen in modern industries, has for its object to economize the intelligence and skill and other special faculties of the workman. The factory should be so arranged that manufacture is carried on by the most advantageous number of processes, each worker doing what he is best fitted to do, and the number of workers in each class being proportioned to the requirement of the process allotted to it." When this is paid attention to the introduction of machinery is greatly facilitated. The further introduction of machinery requires further skill on the part of the operators. So we have at present a great amount of complicated labor saving machinery, the working of which calls for a high amount of intelligence; and the machinist of to-day is no mere drudge but a skillful and intelligent machine operator.

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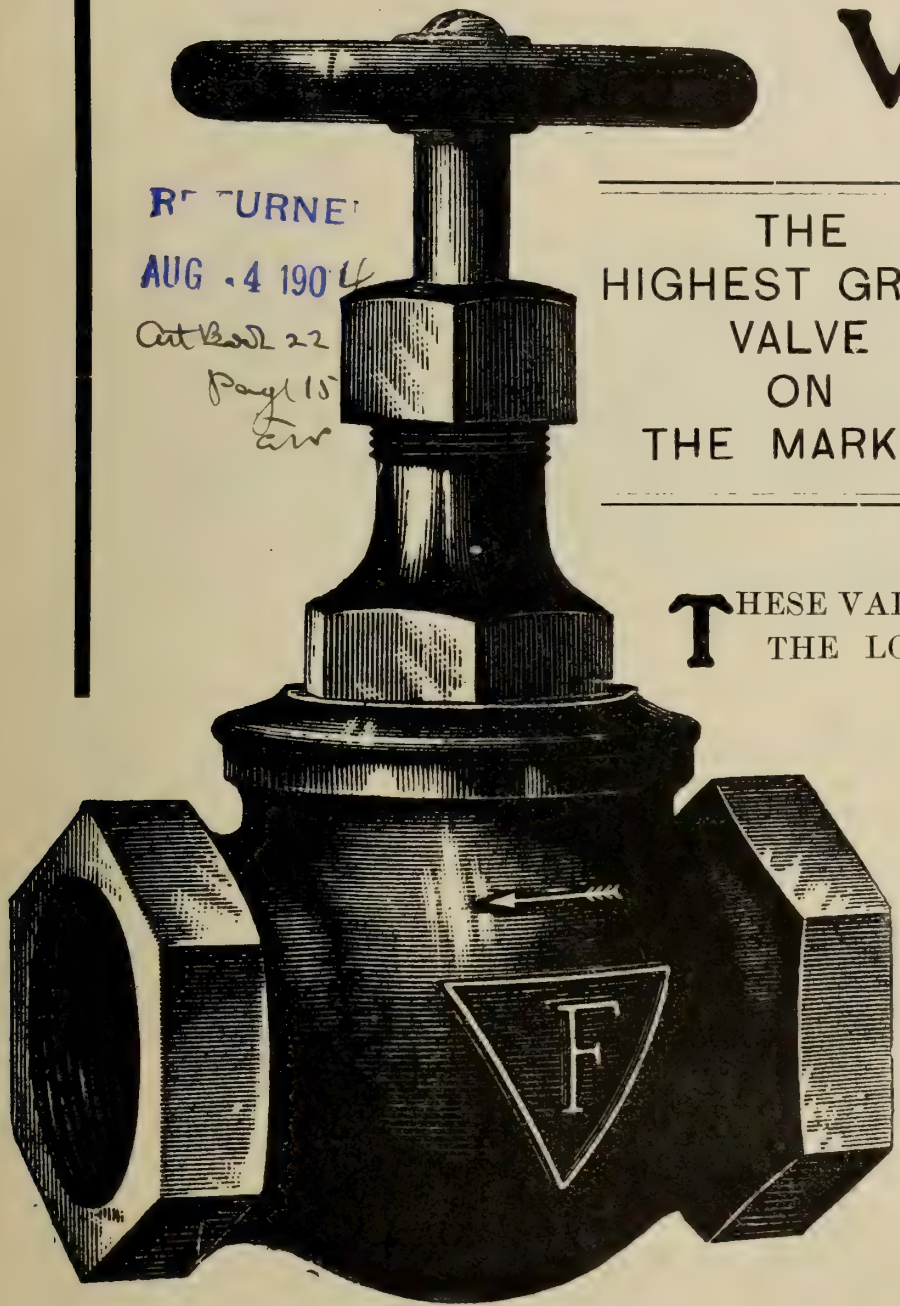

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How is this for a Change?

To change the disc in a Fairbanks valve you simply remove the bonnet, slip the old disc from the end of spindle, substitute a new disc and replace the bonnet. You then have practically a new valve, and the change is made without the use of tools or loss of time. Can you do this with the valves you are now using?

SEND FOR OUR VALVE CATALOGUE

The Fairbanks Company

MONTREAL TORONTO WINNIPEG VANCOUVER

A 14-INCH HYDRAULIC BORING LATHE.

THE machine illustrated herewith, built at the Niles Tool Works, Hamilton, Ohio, by Niles-Bement-Pond Co., is intended to bore gun forgings, marine shafts, and ingots generally. It will take in a shaft 60 feet long, 30 inches in diameter, and bore a hole out of the solid 12 inches in diameter the full length, or 14 inches for short length.

Two boring-bars are used, one at each end, while the work is being held in a hollow spindle or revolving chuck. Two revolving ring steady rests on each side of the centre chuck support the work. The feed pressure required to do such extremely heavy work is so great that it becomes impractical to feed by rack and pinion or screw. For this reason the boring-bars are fed in by hydraulic pressure. The boring-bar itself is clamped in a head by means of hydraulic pressure, in addition to lever and toggle joint. The hydraulic pressure against the piston is 720 pounds per square inch, giving a total pressure of 200,000 pounds against the piston.

It is obvious that an arrangement like this would allow the tool to gouge into the work should the metal be soft, and, generally speaking, would not offer any means of control of the feed. In order to provide for this control, the rear end of the piston, that is, the end projecting backward from the cylinder, is cut as a very steep screw. A nut revolving on this screw has a worm-wheel with very steep pitch cut on its outer

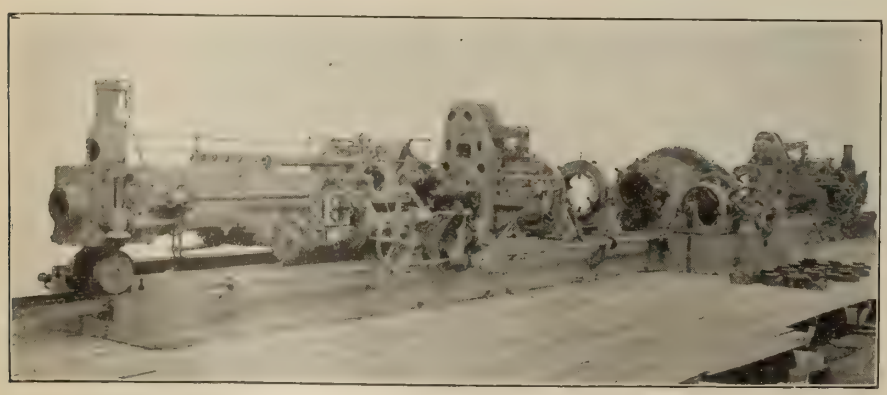

Fig. 1.—Complete Lathe with Near View of the Bar Feeding Mechanism.

circumference. The angles of the screw and the worm are so chosen that the pressure against the piston will be able to revolve the nut, and the movement of the nut will be able to revolve the worm, but a relatively small amount of resistance on the worm will entirely check this movement. This amount of resistance is provided by ordinary feed mechanism taken from friction discs, which have the necessary change-gears, etc., to enable the operator to get any feed desired. It will be seen, therefore, that the hydraulic cylinder furnishes the pressure and the feed mechanism furnishes the amount of feed, but that the feed mechanism is never subjected to the heavy strains due to the exceedingly heavy work to be done on this machine.

Fig 2.—Detail View of One End and the Chuck Driving Mechanism.

The illustration clearly shows the drive of this machine. It is driven by a 100 horse-power Westinghouse motor, 220 volts. A motor of this make and size always allows of some speed variation by means of field control. The range of speed is increased by change-gears which are also clearly visible in the illustration.

The main driving gear, which is bolted on to the hollow spindle or chuck, has 75 teeth, 4 inches pitch, 10 inches face. It is a steel casting, as is also the spindle.

The piece to be bored is chucked by means of set screws shown in the illustration. There are eight set screws, 3 1-2 inches in diameter, on each side of the machine.

The feed is taken from the last driving-shaft, and is transmitted to the two cylinders by means of the long shaft running alongside and in front of the bed. This shaft is supported by drop-bearings and is made in three pieces coupled together. Change-gears and friction discs give a wide range of feeds.

A hand feed is provided for by means of hand-wheel. Before using this hand-wheel, friction discs and feed driving-shaft are disconnected by means of hand-wheel. A 5 horse-power motor, gives a fast motion to a train of gearing, whereas, the feed mechanism gives a slow motion to this train. Clutch-lever throws in either one or the other, and thus gives either a slow feed or a quick traverse of 10 feet per minute to the piston, and, if the cylinder is clamped to the bed, also to the clamping-head, or, if the clamping-head is clamped to the bed, it gives this quick traverse to the cylinder. This quick traverse is really gotten by means of hydraulic pressure in the cylinder, and the small motor only regulates the speed. A hand-wheel gives adjustment to the piston and clamping-head, or to the cylinder should this latter be clamped to the bed.

The parts to be moved being very heavy, it is natural that a great amount of movement of the hand-wheel is required in order to produce a small amount of motion of either the clamping-head or cylinder, and, consequently, if the cylinder is travelling at a rate of 10 feet a minute, by power, this hand-wheel would race at a terrific speed, which would be dangerous to the operator. For this reason, the arrangement of the hand-wheel is made in such a way that this hand-wheel is loose on its shaft or stud if either the quick traverse or feed is thrown in, and is only connected to the mechanism which moves the cylinder when both feed and

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THE LONDON MACHINE TOOL CO.

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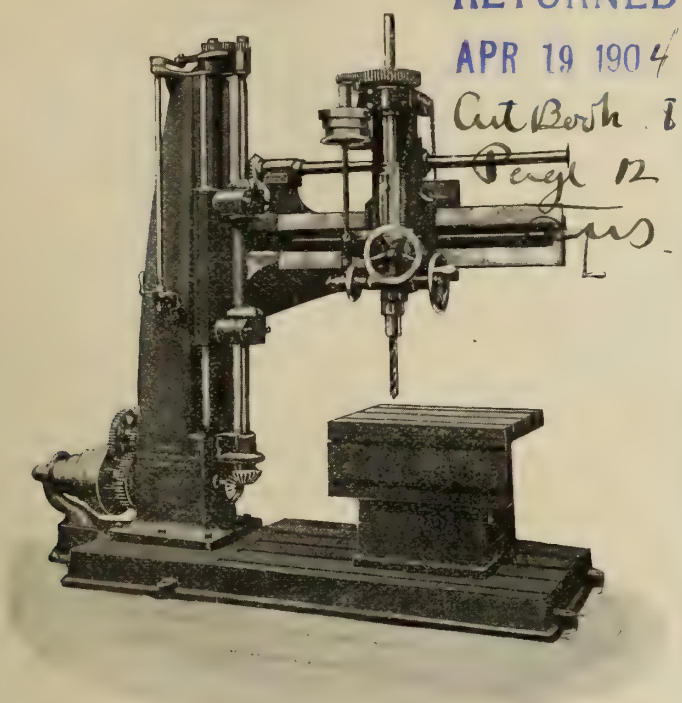

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Announcement.

The Dodge Manufacturing Co. of Toronto, Limited, beg to announce to their many friends and customers in Eastern Canada, that they have opened up a

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for the more ready distribution of their Standard Lines of Transmission Machinery in the East.

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Will receive our usual prompt attention.

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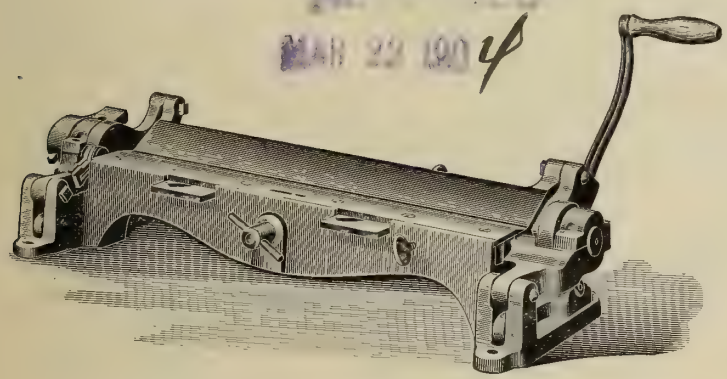

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Adjustable Bar Folder.

STYLE "A."

With new rapid acting gauge.
(One turn moves it 1 in.)

21-in. Code Word Blur.
31-in. " Boathook.

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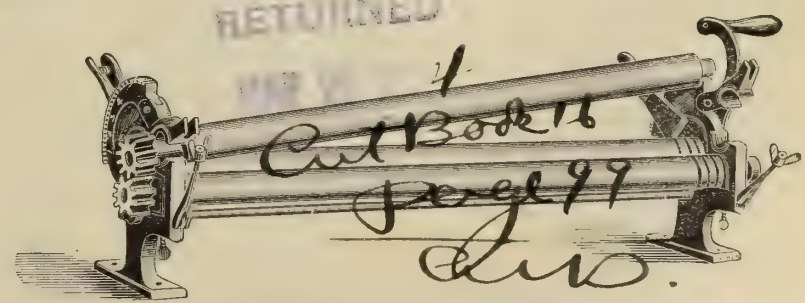

No. 9—SLIP ROLL FORMER.

	Code Word. Steel	Iron.
No. 8—37 in. x 2 in.	Bolled	Accusative.
No. 9—31 in. x 2 in.	Bomb	Accuse.

Cable Address: "TOOLS," HAMILTON, CANADA

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MANUFACTURERS OF

TINSMITHS', CANNERS' and SHEET METAL WORKING TOOLS of all description, PRESSES, DIES, etc., etc.

quick traverse are out of action, thus avoiding all possibilities of danger.

The train of gearing moved by the motor can be connected to the cylinder mechanism, or it can be connected to the shaft, which, by means of suitable gearing, drives a grooved roll, which is not visible in the illustration but which is held in a floating frame inside of the rear part of the cylinder casting. This floating frame carries the hydraulic cylinder, the piston of which is connected to this grooved roll while the cylinder casting is connected to two other rollers under the bar. By admitting water in this cylinder the inner boring-bar is clamped between the rollers, and by moving the grooved roll a quick traverse motion is imparted to this inner bar.

The mode of operating this machine is to force 4 feet of the boring-bar into the work. By that time the clamping-head is up to the work and 4 feet distant from the cylinder. The quick traverse is then brought into play and the clamping-head is pulled back until it comes up to the cylinder. The inner boring-bar is then pushed 4 feet further forward and the boring-bar is once more forced into the work another 4 feet. This alternate action of forcing the bar into the work and drawing the clamping-head back so as to take a new grip is repeated until the centre of the work is reached.

Before setting up new work, whereby, of course, the position of the clamping-head and cylinder may have to be re-located, the following mode of operation is adopted:

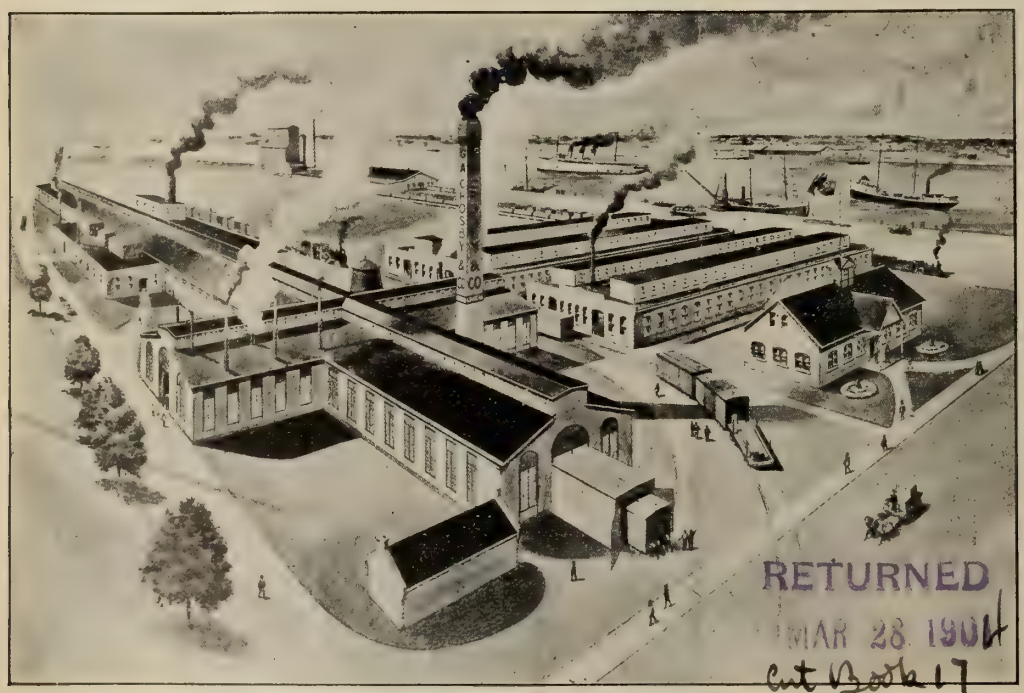
Supposing the cylinder and clamping-head are near the centre of machine and are wanted at the extreme end of the machine; then first clamp the clamping-head to the bed and by means of the quick traverse push the cylinder back 4 feet; then clamp the cylinder to the bed, unclamp the clamping-head, and run it back 4 feet. Repeat this cycle of operations as many times as necessary. The inner boring-bar can, of course, be withdrawn in one operation.

The piping for the different cylinders is at the rear of the machine supported in brackets or rollers where the piping is sliding. There are handles for operating the various valves both on the front and rear sides of the machine.

Make Many Machinery Lines.

G. A. Crosby & Co., of Ontario, Limited, manufacturers of high-grade machine tools and sheet metal working machinery at Point Edward, Ontario, have since starting in business in Canada in May, 1901, built up a business and established a reputation for their product as well as for their progressiveness.

They employ about two hundred men, most of whom are high-priced mechanics who are experts in their different lines, and their shop is fully equipped with all the latest machinery and appliances for rapidly producing high-grade machinery. In addition to their Canadian trade this company have a large foreign trade.



The Works of G. A. Crosby & Co.

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Transmission Rope.

THERE has been much discussion among mill owners and other users of transmission rope as to the relative efficiency of three and four strand rope. Consequently the following circular letter which the Consumers' Cordage Co. have recently sent out should be of interest to the trade. The letters is as follows:

"As we have many enquiries from time to time regarding the relative efficiency of three and four strand rope, we have thought best to give our opinion on the matter, and our reasons for the position we take in always recommending three strand rope in preference to four strand.

"The trade have been imposed upon enough in this matter and we think they are entitled to the facts.

"Three strand rope is laid more closely, has no heart and the strands bear on each other evenly. On the contrary, there is a space left in the centre of four strand rope, which is usually filled up by a heart. The rule in making rope to get at the number of yarns put into the heart is that the heart should contain 1-13th of the total number of yarns in the strands composing the rope. Supposing a four strand rope contained 132 threads, the heart would be equivalent in bulk to 10 threads, while the strands would contain 33 threads apiece. It is readily seen how much inferior in strength the heart is to any single strand, and it is not surprising that when a strain comes upon the rope that the heart is the first to break. After the heart is parted a space is left inside of the rope, one of the strands cuts in, the rope is stranded and after a time goes to pieces. With a three strand rope this does not occur for the strands bear evenly. Furthermore, the strength of four strand rope is much inferior to that of three strand. We give you below tests of three and four strand rope, made by United States Government at the Watertown arsenal.

COMPARATIVE TESTS, PURE MANILA ROPE.

Cir Size.	3 strand.	4 strand.
2¼ inch	6206 lbs.	4633 lbs.
3 "	9800 "	8583 "
4½ "	20873 "	18100 "

"The above is the average of three tests.

"There is no room for question but what three strand rope is stronger than four strand rope, and is also much better adapted for transmission of power because it can be more thoroughly spliced."

MADE IN CANADA

Stitched Cotton Duck Belting

Superior to all others.
FOR
Agricultural Machines, Elevators, Pulp and Paper Mills, Cotton, Woollen, Cement and Saw Mills, Machine Shops and Electric Powers.

MANUFACTURED BY

DOMINION BELTING COMPANY Limited

HAMILTON, CANADA.

USE OUR

"MAPLE LEAF BELT DRESSING"

If CORUNDUM be no better than emery, then emery is no better than iron ore.

If you grant that the United States Government is right when it states that emery is a mechanical admixture of **CORUNDUM** and magnetite or hematite iron ore, you must at once grant the above deduction is logical.

But to use iron ore for polishing or grinding iron and steel would be absurd. If so, why use **CORUNDUM** and iron ore (emery), instead of the pure abrasive **CRAIG MINE CRYSTAL CORUNDUM.**

The **Canada Corundum Company,** Limited

TORONTO, CANADA.

1896

1904

The Machinery Plant at McGill University.

WHEN the visitor enters the engineering building at McGill, he at once feels the academic atmosphere of the place. The wide halls terminating in classrooms, the professors' offices, the reading room and library, all tend to deepen the first impression, as he walks along the first two stories of the main building. Should he be fortunate enough to arrive at the right time, and wander in the direction of the workman building, the buzz and hum of belts and shafting strikes his ears. On entering the different departments one after the other, he is confronted on all sides by young men in blue overalls and smocks, who are busy either doing practical work of some sort, or running the different kinds of machinery. The first impression has now disappeared, and he feels that he is in some large industrial institution, whose products go out to further the commerce of the country. What surprises him most is the large amount of machinery of all descriptions, the right handling of which is a part of the training of the young engineer.

Pattern Shop

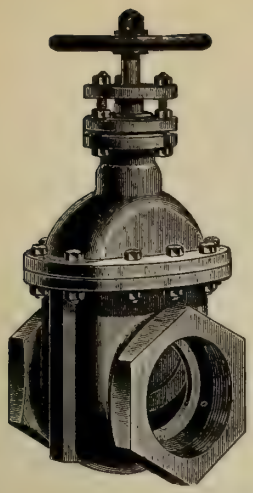
The pattern shop is likely the first place reached, and here he finds students busy at thirty-eight carpenters' and pattern-makers' benches, and running twenty-two wood lathes. Besides these he sees in the room a large pattern-maker's lathe for face-plate work, a circular saw and jig-saw; a band saw; two wood trimmers; a surface planer, a mortising machine; a saw sharpener, and one universal wood working machine. Here the students of the earlier years are learning the sharpening and care of wood work and tools; sawing, planing, and pairing to size; preparation of flat surface parallel strips and rectangular blocks; construction of the principal joints employed in carpentery and joiner work, such as end and middle lap joints; end and middle mortise and tenon joints; mitres and dado and sash joints, as well as dovetailing and scarfing, and the making of joints used in roof and girder work. He is learning wood-turning, and the use of wood-turning tools; the elements of pattern making, allowances to be made for draught, and for contraction in moulding and casting. The preparation of prints and plane core boxes; the construction of pattern and core boxes for pipes, flanges, elbows, tees and valves. These lead up to more difficult exercises in pattern-making, including built up patterns, and face plate work, and gear and wheel patterns.

On going down stairs he finds a large machine shop well equipped with all necessary machinery, which is driven electrically, as are the machines above, all motors taking power from the station in the building. Here there are twelve 18 in. engine lathes; one 18 in. turret lathe, fitted for stud and screw making; one 27 in. engine lathe; one 27 in. surface lathe; one brass finishing lathe; one 36 in. vertical drilling machine with compound table; one universal milling machine with vertical milling attachment, and dividing headstock; one planer capable of taking work up to 24 in. by 24 in. by 5 feet; one 9 in. slatting machine; one 16 in. shaper; one universal grinding machine and centering machine and cutter grinder and tool grinder, and a buffing and emery grinding machine. There are vise benches for eighteen students, with the necessary hand tools, and a marking-off table. The students are busy at many portions, such as chipping, screwing and tapping; use of scribing block and surface gauge, marking off work for lathes and other machines, turning and boring cylinder work to gauge; screw cutting, and preparation of screw cutting tools; use of turret lathe; making flat and curved surfaces on the planing and shaping machines; plane and circular milling, with vertical and horizontal spindles; gear cutting, cutter grinding, drilling and grinding tools.

Continuing his journey, the visitor goes through a side door leading downward to a hall at the end of which are foundry and smith shop side by side. In the foundry are benches, tools, and apparatus for bench and floor moulding and core making, with accommodation for twenty students. A gas fire brass melting furnace, a cupola for melting iron, and the necessary core ovens and core benches give facilities for undertaking iron foundry work, in green and dry sand, and for brass moulding. The shop is served by a hand travelling crane of one ton capacity. Here the students are instructed in the use of moulding tools, preparation of moulding sand, and core making; bench and floor moulding, as well as melting and pouring metal.

The smith-shop opens before him a blaze of glory with its sixteen sturdevant forges in full blast. These are power driven and connected with an exhaust fan, there is a power-hammer, and the necessary equipment of anvils, swage blocks, sets, flatteners and other tools. Provision is made for instruction in soldering and brazing, and for an elementary course in ornamental wrought iron in connection with the architecture course.

Returning to the Macdonald building by another route, the visitor passes through the power station in which are four units. Two 75 kilo-watt direct current generators, each direct connected to a hundred horse power engine and two 30 kilo-watt generators likewise direct connected. In conjunction with this, there is a 300 kilo-watt battery plant, which is charged during times of light load and from it, from time to time, the lights and machinery are run, allowing the engines to be shut down. Adjoining is the boiler room, which contains five distinct type of boilers as follows: One Cornish boiler for heating service rated at 50 h. p.; one locomotive boiler, 100 h. p.; one internally fired tubular boiler 120 h. p.; two



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TRADE **PENBERTHY** MARK.

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No one else will do it.

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BRASS and COPPER
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to your order — any size. Quick Shipments.

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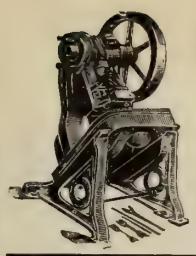

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MONTREAL STEEL WORKS,
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SUCCESSORS TO

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Manufacturers of

STEEL CASTINGS
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SPRINGS, FROGS, SWITCHES, SIGNALS, for Steam and Electric Railways.

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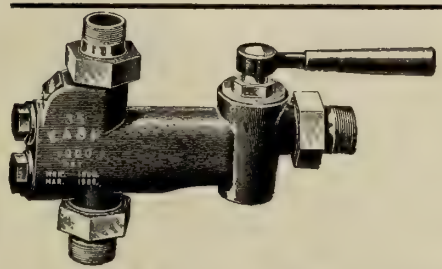

Easy Injector

A DOUBLE-TUBE MACHINE AT SINGLE-TUBE PRICE.

Write for Price List.

CANADA FOUNDRY COMPANY,
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Head Office and Works, - TORONTO, ONT.

District Offices — Montreal, Halifax, Ottawa, Winnipeg, Vancouver, Victoria, Rossland.

The Hamilton Steel & Iron Company
LIMITED

HAMILTON, - CANADA.

OPEN HEARTH

STEEL CASTINGS

OF ANY WEIGHT.

SADLER & HAWORTH

TANNERS AND MANUFACTURERS OF

OAK LEATHER, BELTING, AND LACE LEATHER

OUR GRADES ARE "EXTRA," "STANDARD," "DIAMOND" AND "AGRICULTURAL."

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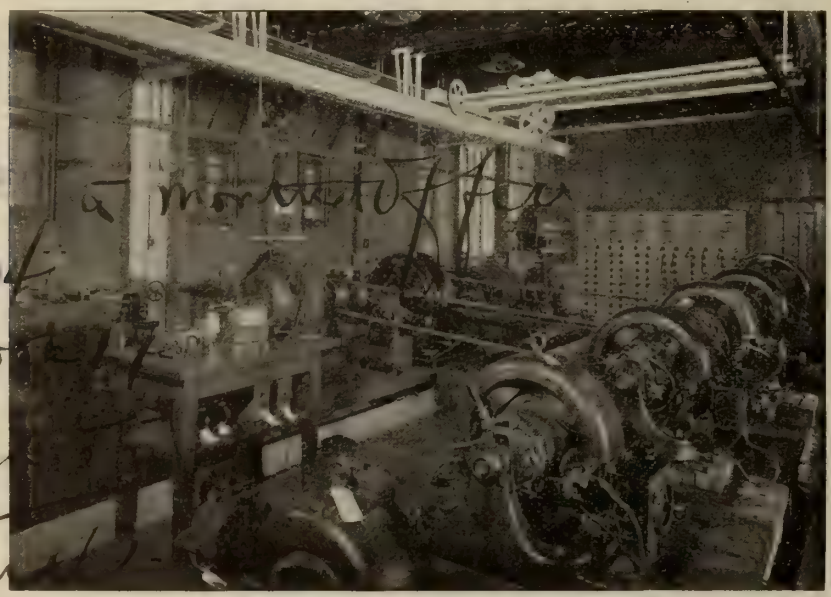
A. P. McDONALD, 157 MAIN ST., WINNIPEG, MAN. FRANK DARLING, MOLSON'S BANK CHAMBERS, VANCOUVER, B. C.

MONTREAL TORONTO

Babcock-Wilcox water tube boilers, each 60 h. p.; one Yarrow water tube boiler fitted in a closed stokehold for working under forced draught rated at 150 h. p. These boilers are provided with the necessary tanks, weighing machines and apparatus for carrying out evaporative tests.

On mounting a narrow stairs the door of the machine shop again comes to view, across from which is the thermodynamic labratory. Here are seen numerous steam and gas machines, the most noticeable of which is an 120 horse power, specially designed for investigating the behavior of steam under various conditions; the cylinders are 6½ in., 9 in., 13 in. and 18 in. in diameter, and the stroke of the pistons is 15 in. The cylinders can be so connected as to allow of working as a simple, compound, triple, or quadruple expansion engine, either condensing or non-condensing, and with any desired rate of expansion. The jackets are so fitted as to permit of measuring independently the water condensed in the cover, barrel, or bottom jacket of each cylinder, and the engine can be worked with any desired initial pressure up to 200 lbs. per square inch. The measurements of heat are made by means of large tanks, which receive the cooling water and the condensed steam. There is an independent surface condenser and air pump. Two hydraulic absorption brakes and an alternative friction brake serve to measure the mechanical power developed.



Alternating Current Dynamo Laboratory.

The laboratory also contains the following machinery: A Robb automatic cut-off engine, having a cylinder 10½ in. in diameter by 12 in. stroke. This engine is specially fitted up for the measurement of cylinder temperatures, and can be run at speeds up to 300 revolutions per minute. An automatic high speed engine by Macintosh & Seymour, having a cylinder 12 in. diameter by 12½ in. stroke. Automatic recording apparatus, registering the load on the brake of this engine, has been constructed and fitted up during the past session.

A hot-air engine built by Woodbury Merrill of Ticonderoga. An Atkinson "Cycle" gas engine, having a cylinder 7 in. diameter by 8 in. stroke, and indicating 6 h. p. An Otto gas engine (built in the workshops of the Department), having a cylinder 8½ in. diameter by 12 in. stroke, and indicating 12 h. p. A "Dake" steam engine of 4 h. p. A two stage air compressor taking 40 h. p., and having cylinders 10 inches and 17 inches in diameter, by 15 inches stroke. The compressor delivers its air into reservoirs placed beneath the floor of the machine shop, and is provided with an intercooler whose capacity can be varied as desired. A high speed horizontal engine having a cylinder 6 in. diameter by 9 in. stroke, and operated by compressed air. A gas-fired preheater for the above engine. A standard 9½ inch Westinghouse air brake pump, fitted for testing and for supplying compressed air for experimental and other purposes. A non-rotative Blake steam pump, having steam and water cylinders 4½ and 2¾ in. diameter and 4½ in. stroke.

The smaller apparatus belonging to the laboratory includes the necessary equipment of weighing machines, brakes, calorimeters, thermometers, etc.

The dynamo laboratory is the next point of interest. This laboratory consists of two sections, one devoted to direct current work, and the other to alternating current work. The former method of driving all dynamos from an overhead line shaft and clutch pulleys has been abandoned and individual motors supplied for each machine. Each motor is provided with suitable series turns and variable shunt, the whole being connected to act with or against the shunt turns, as a compounding or differential effect is desired. The speed of the motors can be varied about 50 per cent. by field rheostat. This gives perfect control of dynamo speed. Current for operating is obtained from six independent sources of supply; one 75 K. W. direct connected unit in the service plant; 3 sets of 25 K. W. hour chloride accumulators and two city supply circuits. All dynamos and motors are mounted on strong testing benches fifteen inches high, with slotted floor, so that any machine can be placed anywhere on the benches and secured in place. Two small travelling cranes over the benches allow machines to be easily shifted. All wiring is done in conduits under the floor, and large sectional switchboards are provided for current distribution about the laboratories. Special testing tables, permanently wired up and fitted with circuit breakers, switches, etc., facilitate the work. Twenty-five commutating machines, generators, motors, boosters, motor-generators, dynamotors, converters, closed and open coil arc machines, varying in capacity from a fraction of a kilowatt to 75 kilowatts, of many different types and makes, are provided for direct current testing. Twelve alternating current machines, including generators, synchronous motors, compensators, and synchronous converters, together with a large amount of stationery and rotary induction apparatus, are provided for alternating current work. Several of the alternating current dynamos are of the inductor type and several different shaped inductors are provided with each machine to give different wave forms. A specially arranged induction motor serves as a frequency changer. The laboratory is also provided with voltmeters, ammeters, and wattmeters of standard make, and of different ranges; condensers, rheostats, standard resistances, etc.

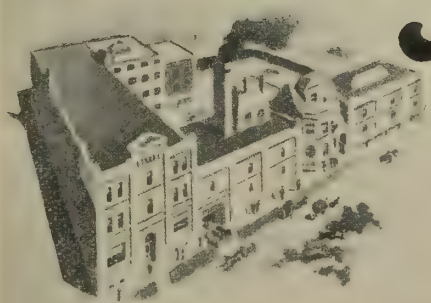
From this to the hydraulic laboratory is but a few steps across the hall, and the visitor is once more amazed at the amount of apparatus. Here the student studies practically the flow of water through orifices of various forms and sizes, through submerged openings, over weirs, through pipes, mouth-pieces, etc.

The equipment of this laboratory includes: A large experimental tank, 30 ft. in height and 25 sq. ft. in sectional area. With this tank experiments are conducted on the flow of water through orifices either free or submerged. By a simple arrangement the orifices can be

THE CANADA METAL Co.

WILLIAM ST. TORONTO. ONT.

LONG DISTANCE TELEPHONE
MAIN 1729



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Half-and-Half Solder	Piano Key Leads
Refined Metal Solder	Fish Net Leads
Angle Bar Solder	Lead Sash Weights
Pure Bar Tin	Battery Zincs
Pure Bar Lead	Cam Leads
Canner's Wire Solder and Electrical Wire Solder	Lead and Block Tin Pipe
	Phosphor Tin

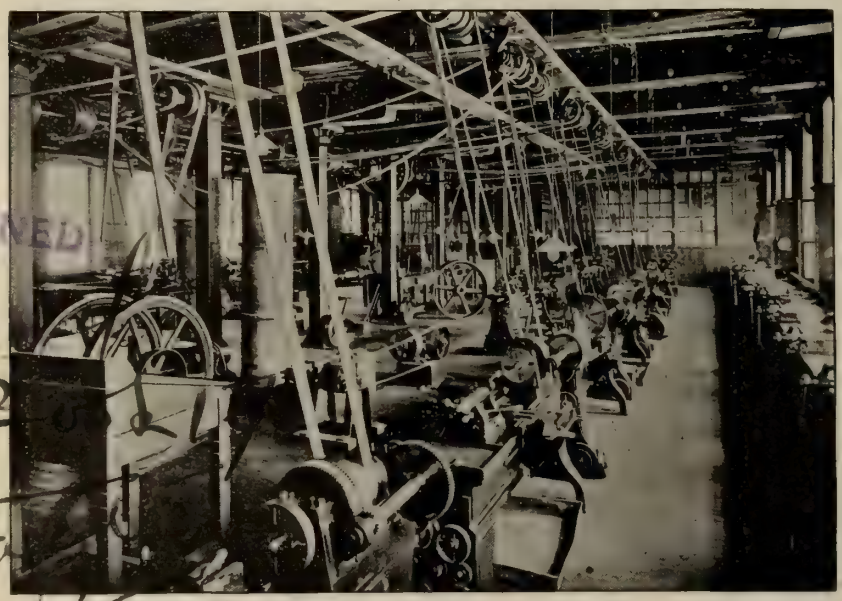
Aluminum in Bar
Linotype, Monoline, Stereotype, Electotype, and Typograph Metals

IMPORTERS

Pig Lead	Tin
Antimony	Zinc
Copper	

rapidly interchanged without lowering the head, and with the loss of only about one pint of water. The indicating and measuring arrangements connected with the tank are exceedingly delicate and accurate, all times being automatically recorded by an electric chronograph, and valuable results have already been obtained. By means of a special connection with the city water supply, the available head of water may be increased up to 280 ft. An impact machine, which renders it possible to measure the force with which water flowing through an orifice, nozzle, or pipe, strikes any given surface, and also the impulsive effect of the water entering the buckets of hydraulic motors. A Rife's hydraulic ram. A jet measurer specially designed for investigating the dimensions of the jet produced in the phenomena known as "the inversion of the vein." With this apparatus it is possible to determine, within .001 inch, the dimensions of a jet in any plane and at any point of the path. Numerous orifices, nozzles, and mouth-pieces. A specially designed stand-pipe, with all the necessary connections for pipes of various sizes for investigations on frictional resistance. The pressures are measured by recording gauges, etc. A flume about 35 feet in length, by 5 ft. in width by 3 ft. 6 ins. in depth. Weirs up to 5 ft. in width, and with a depth of water over the sill varying from nil to 8 inches. A weir-depthing machine, with three adjustable heads, gives the surface depth of the stream at any three points in a transverse section. The velocity of the stream is also determined by means of a double Pitot tube. Numerous hydraulic pressure-gauges. A mercury column 60 feet in height. Gauge-testing apparatus. Various rotary, and piston meters, and a Venturi meter. Apparatus for illustrating vortex motion. Apparatus for illustrating vortex ring motion, and for determining the critical velocity of water flowing through pipes. Five specially built gauging tanks with suitable indicators, each having a capacity of 800 cubic feet, for determining the critical velocity of water flowing through pipes. Also other portable tanks. Transmission and absorption dynamometers. An experimental centrifugal pump, which can be tested with varying heights of suction and discharge. An inward-flow turbine, a new American turbine, an outward-flow impulse turbine, a Pelton, and other motors and turbines.

A door leads from this to the testing laboratory where are found powerful machines that pull bars of iron apart like so much wax, and crush blocks of concrete as though they were sand. The principal experiments carried out in this relates to the elasticity and strength of materials, friction, the theory of structures, the accuracy of springs, gauges, dynamometers, etc. Here are found a Wicksteed 100-ton and an Emery 50-ton machine for testing the tensile, compressive and transverse strength of the several materials of construction. To the former has been added a specially designed arrangement, by which the transverse strength of girders and beams up to 26 ft. in length can be determined. These machines are provided with the holders required for the various kinds of tests, and new holders have also been specially designed and made in the laboratory for investigating the tensile and shearing strength of timber for wire rope and belt tests, etc. Numerous attachments have also been made to the machines, which have already increased their efficiency. The most recent addition is a double-bearing support for transverse testing. An impact machine, with a drop of 30 ft., and with gearing which will enable specimens to be rotated at any required speed, and the blows to be repeated at any required intervals. By means of a revolving drum, a continuous and accurate record of the deflections of the specimens under the blows can be obtained. An Unwin Torsion machine with a specially designed angle-measurer, by which the amount of the torsion can be measured with extreme accuracy. An accumulator, furnishing a pressure of 3,600 lbs. per square inch, which is transmitted to the several testing machines, and ensures a perfectly steady application of stress, an impossibility when any form of pump is substituted for an accumulator. A Blake and a Worthington steam pump, designed to work against a pressure of 3,600 lbs. per square inch. The accumulator may be actuated by either of the pumps, and, if at any time it is desirable to do so, either of the pumps may be employed to actuate the testing machine direct. When in operation the work of the pump and the accumulator is automatic.



Machine Shop

The visitor is bewildered by this time and not able to take in half of what is pointed out around him. He has seen enough for one day without going to the mining building with its well equipped metallurgical, assaying, mining, and ore-dressing laboratories, or to see the liquid air plant in the physics building.

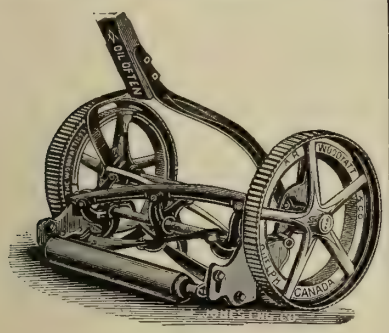
He learns still further, though, before he leaves, that within the past two years there have been built in the mechanical department of the engineering building, a 72 inch surfacing and boring lathe with compound rest; a new rocking grate for locomotive boiler; apparatus for experimenting on efficiency of worm gearing; set of cast steel gauges for machine shop; model to illustrate engine balancing; three surface condensers; 1,000 lb. coal car for boiler room; two hydraulic dynamometers; two draught gauges of special design, and one preheater for 6x9 compressed air engine. There is now building, by the engineering students of the fourth year an automobile. The machine, when completed, will be upholstered in scarlet and white, the colors of the university. The castings for the engine have been purchased from one of the best firms of motor-car manufacturers.

The motor, which will be set up first on the floor of the thermodynamic laboratory, is of 12 horse power and has two cylinders of four and a half inches diameter and with a stroke of five inches. The average speed of the revolutions per minute is 750, with a maximum of 1,200. Gasoline will be the fuel used, and the jump spark ignitor will be employed. A 1,800 pound car will be the capacity of the motor, and the speed is expected to reach thirty miles an hour.

For

Domestic or Export Trade.

Taylor-Forbes Lawn Mowers can never safely be left uninvestigated, for the simple reason that they are the best that human genius has yet devised.



The "Woodyatt"

Patented in Canada, United States and Great Britain.

STATEMENT

—In the construction and design of our Lawn Mowers, the workmanship and quality of materials used are the very latest and best.

—Every part interchangeable and easily duplicated from stock.

—We guarantee every machine made by this company.

—The most varied demands can be supplied from the great assortment of styles we make.

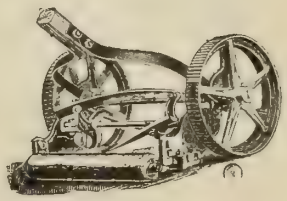
SEND FOR CATALOGUE B.

FULLY ILLUSTRATED.

—Mowers are made in Solid Brass or Bronze when desired.

—Our name being on every machine is a guarantee of quality.

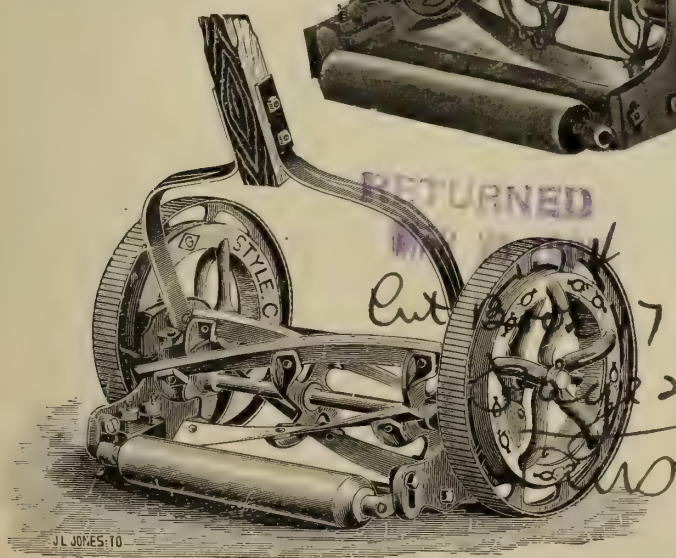
TAYLOR-FORBES CO., Limited
GUELPH, CANADA
Montreal Branch: 9 de Bresoles St.



The "Star"

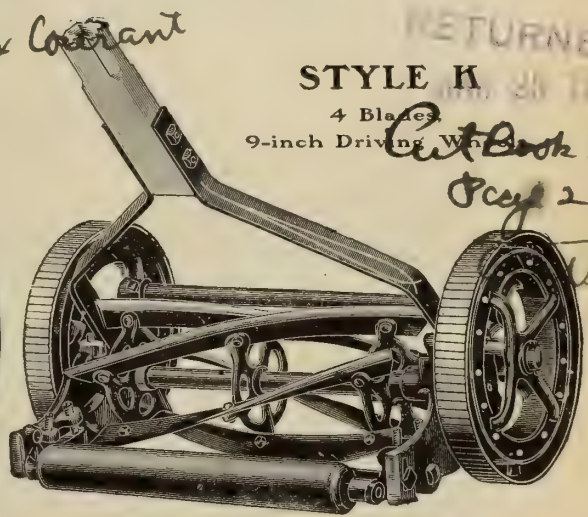
"BROCKVILLE" LAWN MOWERS

STYLE C
10½-in. Driving Wheels.
4 Blades.
Finished in Aluminum and Gold Bronze.



STYLE K
3 Blades.
8½-inch Driving Wheels.

STYLE K
4 Blades.
9-inch Driving Wheels.



FOR BEST VALUE IN

LAWN MOWERS

BUY THE

"BROCKVILLE"

Now in their TWENTY-EIGHTH SEASON.

ALWAYS RELIABLE.

The James Smart Mfg. Co., Limited

BROCKVILLE, ONT. and **WINNIPEG, MAN**

Orders solicited from all dealers and prompt shipment guaranteed

INVINCIBLE

Is the one word which describes best the Gem Safety Razor

Invincible,

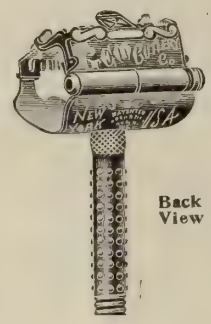
too, as a quick seller, simply because it is positively The Best Safety Razor on the market to-day.

"Invincible

in quality, workmanship and finish" is the estimate which millions of satisfied users have put upon the Gem, because it has stood the hardest test.

The Gem Safety Razor

Brings Business continuously where other Safety Razors fail.



The best proof of this is a trial order for 1904 model. We give Rock Bottom Prices.

OUR SILENT SALESMAN.

12 INCHES HIGH, 12 INCHES WIDE.

Our Catalogue tells a convincing tale. Write for it, mentioning HARDWARE AND METAL.

OUR SILENT SALESMAN
furnished without charge with a small order for Gems.

GEM CUTLERY CO.,

34 Reade Street
New York, U. S. A.

THE MACHINERY MARKET.

Ontario.

Office of HARDWARE AND METAL,
10 Front Street E.
Toronto, March 18, 1904.

THE feeling on the market is optimistic this week. Things continue to look brighter as was reported last week. Travellers are now out on the road again, and enquiries are coming in greater number.

Saw mill machinery and engines and boilers continue to hold the chief attention. Enquiries have been numerous, and several orders have been placed.

There is no change in iron working machinery since last week. The demand keeps steady. Conditions in the electrical machinery market are very light, as reported last issue. Manufacturers are unusually busy for this time of the year, other years the rush of business not coming until very much later in the year. Gas and gasoline engines are holding their own.

Quebec.

Office of HARDWARE AND METAL,
232 McGill Street.
Montreal, March 17, 1904.

IN almost all lines of general machinery conditions are now much brighter than they were a month or two ago. During the first few weeks of the year inquiries were numerous but machinery men were unable to close much actual business. The main reason was a feeling of uncertainty as to the future of the market caused by the slump in the United States. Then came the snow blockade which hindered business of all kinds and buyers who were now recovering confidence in the strength of the Canadian machinery market were forced to delay their orders.

During the last three or four weeks, however, there has been a very marked improvement and the weekly round of the machinery houses has found a growing feeling of optimism.

The chief interest this week seems to be centered in saw mill outfits and supplies. Several houses report three and four sales each in the Province of Quebec and the Eastern and Northern parts of Ontario.

Engines and boilers of moderate horse power are still in splendid request. The inquiries noted for weeks past are now bringing tangible results and actual business during the week has been considerable. The prospects point to a brisk trade for several months.

In wood working machinery there is considerable activity but in iron working machinery and machine tools there is now very little doing. There are at present no very large buyers on the market.

Some interest is manifested in the increased activity in gold mining in Nova Scotia. Mining machinery men are expecting to get some increased business in that province.

General satisfaction is expressed at the satisfactory settlement of the affairs of the Locomotive and Machine Company. The James Cooper Mfg. Co. having also been taken over by American capital, the two large concerns whose affairs were in an unsatisfactory condition are now on a stable basis.

New York.

From The Iron Age, March 9, 1904.

FURTHER purchases of fair sized lots of machine tools by some of the railroad companies have served to make more apparent the improvement in the machinery trade, which has become noticeable during the last few weeks. These orders, coupled with the smaller bookings, make up a fair week's business. Conditions generally are brightening, and throughout Liberty street a more confident feeling prevails toward the near future. The next week, it is said, will bring forth some good contracts, among which is mentioned an important lot of machine tools aggregating more than $50,000 in value.

Probably the most important event of the week concerning power plant equipment matters was the report of further extension of their manufacturing facilities by the Allis-Chalmers Company, Chicago. We are informed from a reliable source that they have secured control of the Bullock Electric Mfg. Company, Cincinnati, Ohio, and that arrangements have been made to utilize the plant at Norwood, near Cincinnati, Ohio, for the production of the new line of electrical apparatus which the Allis Company recently acquired in connection with that now manufactured by the Bullock Company. Since entering the electric field it has become evident that the Allis-Chalmers Company needed an especially equipped plant for this class of work, and in taking over the Bullock works they not only secured modern equipment already installed and a complete force of trained men, but are placed in a position whereby they can make as prompt deliveries as their competitors. While the particulars as to arrangements for the operation of the Bullock plant are not at hand, we understand that a new company are to be organized who will be under the same management as heretofore, but who will be subsidiary to the Allis-Chalmers Company. In this connection it will be interesting to note the recent organization of the Canadian Engineering Company. Despatches from Montreal state that this company have purchased for about $200,000 the plant and property of the defunct Jas. Cooper Mfg. Company at Rockfield, near Montreal, Canada.

The acquisition of the Locomotive and Machine Co., of Montreal, is recognized as an advantage to the American Locomotive Company, in that it is now enabled to save 35 per cent., or $6,000 to $7,000, on engines for Canadian use, on which there is now a duty to that amount. The shops of the acquired company were only completed last Fall, and include a large wharf and pier. The capacity is about 300 locomotives a year. It will be recalled that a large amount of the machinery installed in the new shops was purchased in this country last year.

The Peck Rolling Mills Co.

THE Peck Rolling Mills Co., whose advertisement appears in another part of this paper, are one of the oldest establishments in Canada. For years the business was carried on under the name of Peck, Benny & Co., but a year or two ago a joint stock company was formed under the above name. Mr. T. Esmond Peck, the manager of the company, is a young man who has displayed great energy and ability in the management of the business and he has won the good opinion of the hardware jobbing and retail trade of Canada. This company's iron and horseshoes, nails, etc., are sold all over Canada and under its capable management the company's sales are being largely increased. Old hardware men are well acquainted with this firm and new firms just starting will find the Peck Rolling Mills a good firm with which to do business. Their goods are handled by the jobbing trade and are also sold direct.

We make Electric Fixtures, Sockets and Cut-Outs

Not RETURNED MAR 23 1911 Cut Book 16 Page 9

Munderloh & Co

ELECTRICAL SUPPLIES OF ALL KINDS. MONTREAL.

ELECTRICAL BARGAINS

Vest Pocket Flash Lights, $1.25

Hand Flash Light	$2.50
Larger Size Flash Light	3.30
Telegraph Outfit, complete with battery	4.50
Mechanical Telegraph, no battery	1.90
Electric Bicycle Lamp	3.85
Electric Toy Motor	1.50
Electric Toy Motor, parts	1.40
Electric Scarf Pin, complete	2.20
Electric Light Outfit	1.50
Electric Shocks (great)	1.50
$10.00 Medical Battery	7.50
Door Bell Outfits, from	1.50
Electric House Lamp	3.50
Electric Book Lamp, from	3.50
Electric Belts, $20.00 ones for	6.00
Electric Belts, $5.00 ones for	3.50
Electric Insoles for cold feet	.50

Send for our No. 20 Novelty Catalogue Free.

Describes many other Electric Novelties. All goods guaranteed as represented.

AGENTS WANTED.

Good commissions.

These novelties sell on sight and are easily shown. Everybody is interested in some of them, We want good, live, responsible agents in town or village, big or small. There is an interesting proposition waiting for you. Drop post card for particulars.

NOVELTY DEPT.

The Sayer Electric Co., 12 & 14 Beaver Hall Hill, MONTREAL.

Ebony, Ivory, Coral or Amber Handle, $2.00 per dozen.

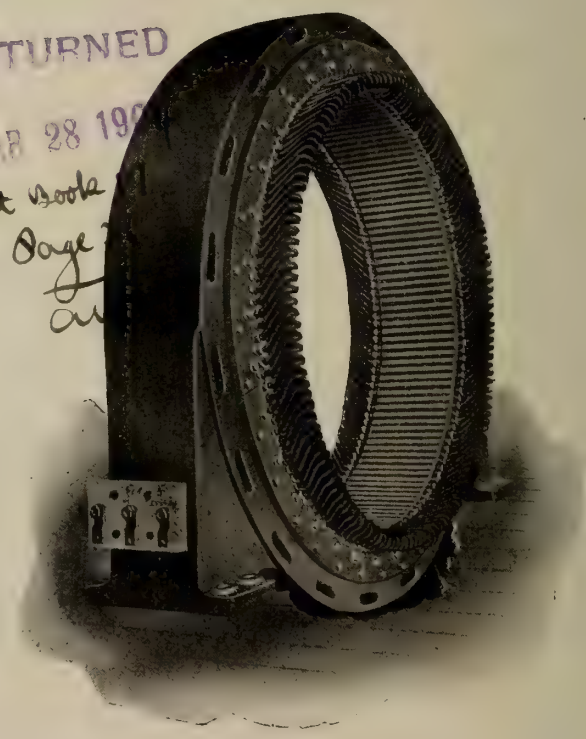
Pearl or Stone Handle, $3.00 per dozen.

The Canadian trade supplied by

RICE LEWIS & SON, Limited, TORONTO.

DAVISON MFG. CO., 112 Front St., Brooklyn, N.Y.

RETURNED MAR 28 19[illegible] Cut Book [illegible] Page [illegible]



Our facilities are complete for making the finest Electrical and Machinery Cuts.

CATALOGUE WORK A SPECIALTY.

Legg Bros. Engraving Co.

5 Jordan Street, - TORONTO.

ELECTRICAL SUPPLIES

A LINE WORTHY OF ATTENTION.

ELECTRICITY has become so much a part of the industrial life of the twentieth century that the hardware dealer does well to keep his mind and eye open for the new inventions, the novelties likely to attract business to his store, and to add to his reputation for progressiveness.

The electrical motor is in general use in small machine shops and in many foundries where electrical power is available, so that many hardware men are well posted as to the care and attention this machine needs.

Electric bells have become so general that in almost every town is to be found a tinsmith or a plumber who has made sufficient study of electricity and electric appliances to be able to instal them.

Apart from such lines as these, however, there is a large field which the hardware trade might devote more attention to than they do at the moment, namely, electrical novelties and supplies of various kinds. There is a good margin of profit in these lines and the demand for them is bound to increase with the years.

—

Extending Their Business Scope.

THE Smith & Hemenway Co., 296 Broadway, New York, made a number of changes in their various properties with which they are identified. Recently they have removed the Schatz Hardware Mfg. Co., of Mt. Carmel, Conn., of which L. P. Smith is president, and J. F. Hemenway treasurer, to Chappaqua, New York, absorbing the large plant of the Acme Ball Bearing Caster Co. One of their latest patterns of casters is built without socket or quill. The bit is inserted into the leg of a piece of furniture by a broad screw, which makes it perfectly firm.

The Schatz Hardware Mfg. Co. are makers of one of the largest line of electrical tools and hardware specialties in the United States, and their latest productions include a No. 707 double head connector, intended for straight telephone, telegraph and electric light wires on one side, and on the reverse side, to be used with the McIntyre splicer. They are also producing a line of baby clamps or connectors. Their facilities will be more than quadrupled in their new plant, as it is equipped with all the modern tools and machinery obtainable.

In addition to the regular line of tools they manufacture, they will make a specialty of sheet metal stampings, or drawn work, polished nickel plated specialties, experimental work, and perfecting of inventions will be also a large branch of their business.

Another addition to the Smith & Hemenway Co. is the Champion Mfg. Co., Rocky Hill, Conn. This company is making a new style of hammer with bell face, and will state that they will make a full line of hatchets, ice tools, can openers and hardware specialties. They have recently acquired the Best Tool Co.'s plant of Boston, who manufacture automatic power breast drill, the auto hand spring winder, and the micrometer surface gauge.

Another acquisition is the Page-Storms Drop Forge Co., Brightwood, Mass., one of the largest makers of engineers' and drop forged wrenches, especially drop forgings of all descriptions from steel, iron, bronze and copper, in the United States.

Anyone interested in any of these factories can apply direct to the Smit Hemenway Co., room 215 Coristine Building, Montreal, Canada, which is their Canadian show-room in charge of Allen C. Jenking. Any courtesies extended to Mr. Jenking will be appreciated by the firm, as well as himself.

—

John Millen & Sons.

JOHN MILLEN & SONS, Montreal, have every confidence in the future of the bicycle trade of Canada. Last year a marked revival was noticed and business for the first three months of 1904 has been more than double that of the corresponding period in 1903. It is evident that since the bicycle has ceased to be a fad its future is assured because it is too useful to be dispensed with. The hardware merchant who is looking for bicycle supplies should write to John Millen & Sons for their new catalogue, which is just being issued. Hardware and Metal is informed that it is to be of a most complete character.

In a recent issue of Hardware and Metal reference was made to the exclusive agency which this firm have secured for Shelby steel tubing. It was pointed out that they are carrying in their Montreal and Toronto warehouses a large stock of about 150 sizes which is quite sufficient to meet the ordinary demands of the trade. Any special orders for sizes not in stock can be filled with little delay by importing from the United States.

As was explained before, the Shelby tubes are made from the very best open-hearth steel, the material being soft and easily worked. It welds as easily as the best iron, but is much more ductile and has a higher tensile strength. The metal is cold drawn and hence is rendered dense, tough and ductile. The cold drawn process gives it an increased tensile strength and produces a tube true in size and gauge. As the tubes are worked cold the danger of surface defects is eliminated. These often occur through the presence of rolling mill scales or other dirt in the fibre of the metal.

The physical properties of the tubes are about as follows :

Tensile strength	50,000 lbs.
Electrical limit	35,000 lbs.
Elongation	35 per cent

New uses for this tubing are being discovered every day. Its use has resulted in a great economy of labor for it can be used for many purposes for which it has been the custom in most shops to undertake the tedious task of boring through the solid steel. It can be used for hollow axles, roller bearings, laundry machine rollers, diamond drill rods, typewriters, hollow shafting, pneumatic tubes, etc. It can be used in all classes of artistic iron work.

John Millen & Sons have received some orders recently for their Shelby steel tubing although they have held the agency only a short time. The railroads have been large buyers as also have been several laundry machine companies.

In one of their advertisements on another page John Millen & Sons are di-

recting attention to their new key cabinets. The hardware trade have long associated John Millen & Sons with the key business. These cabinets contain a very large assortment of keys and they have won a well deserved popularity among the trade.

A Time Recorder for Factories.

THE illustrations show a workman's time recorder to which the attention of Hardware and Metal has been called by Munderloh & Co., Montreal, who are the Canadian agents.

The Time Recorder

It is a device which is now being brought to the attention of the public and, thinking it might be of interest to our readers, illustrations of the device are herewith presented. The points claimed for it are simplicity, accuracy, rapidity of reckoning, and legibility. It is essentially a time recorder which a busy factory superintendent requires on account of the ease with which lateness or absence of operators can be detected.

The absolute necessity of an efficient automatic system for recording the "time" of employes is now as fully established as that of the telephone or electric light. This is proven by the fact that nearly every modern factory is now equipped with a time recording device of some kind.

Competition is constantly increasing in all commercial lines, and hence the strictest economy is demanded in every department of a manufacturing plant. It is, therefore, absolutely necessary that exact and systematic methods be employed in recording and computing employes' time, in estimating the producing ability of each employe, and in determining an equitable basis of wages.

The illustration shows the cylinder around which the time sheet is fastened. When the employe presses his button it automatically rings a clear toned bell and records the exact time on the time sheet. The pressure on the button operates a lever, having a steel pin at the opposite end, which makes an indelible perforation in the time sheet within the recorder. The time sheet is fastened about the vertical cylinder, shown in the illustration, and this cylinder revolves slowly by power transmitted from, and in exact unison with, the clock.

The time sheet is legible and may be checked with great rapidity. The sheet is ruled horizontally into 30, 50 or 100 spaces, according to the number of employes for which the machine is designed, and it is then ruled perpendicularly into hour, half-hour, quarter, and five-minute spaces, each plainly distinguished by its particular color. A glance at the time sheet is sufficient to tell the exact time of a man's record, either coming to work or going.

The cylinder around which the time sheet is fastened is of hard rubber, with nickel-plated mountings, and is very light. Horizontal grooves are turned in its circumference which allow the pin points to pass through the sheet, making clean, round perforations. The cylinder rests on a pointed steel bearing and is revolved by a worm and gear devise at the top connected with the clock movement. The power required to turn it is so slight as not to be perceptible in the action of the clock movement. Two pin points embedded in the cylinder prevent the time sheet from slipping and a shodlder at top and bottam also serve to keep the sheet in place.

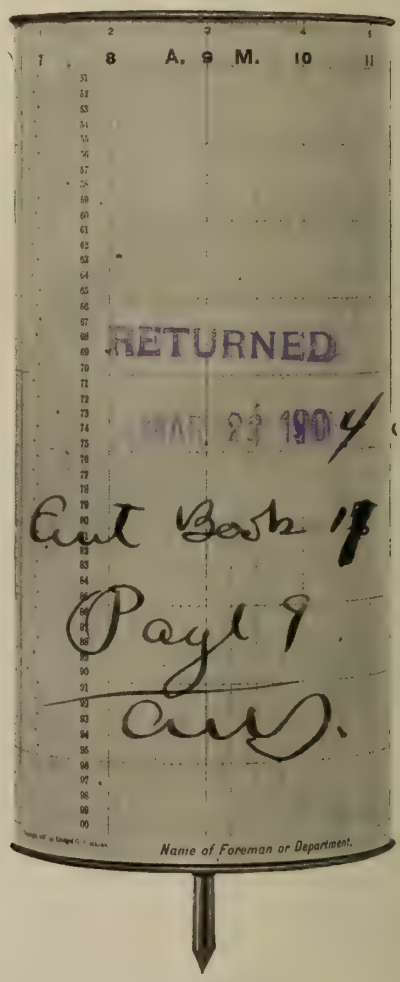
As indicated above, the Simplex recorder is made in three sizes for 30, 50 and 100 people, thus suiting the requirements of nearly all establishments.

Electrical Novelties.

Attention is directed to the advertisement in another column of the Sayer Electric Company of Montreal. Hardware men in increasing numbers are handling electrical goods, and to all such this advertisement will be of interest. There is a profitable trade to be developed in electrical supplies and fixtures of an ornamental nature, as well as in electrical novelties. The Sayer Electric Company are in the front rank of electrical supply houses, and the hardware man who has not a copy of their catalogue should write for one.

Machinery Notes.

The Canadian Engineering Co., Limited, Montreal, have been incorporated with a capital of $10,000.



The Cylinder.

General Manager Miller of the American Locomotive Co., who have secured the works of the Locomotive and Machine Company, of Montreal, announces that all the workmen employed in the acquired works will be Canadian, and that all the supplies for the works will be purchased in Canada. B. T. Shea, general superintendent of the works at Montreal, has resigned his position, and has been succeeded by G. Curry, superintendent of the Rhode Island plant of the American Locomotive Company.

RETURNED
JUL -8 1904
Cat Books 19
Page 91
Etc.

"A Bristling Armament of Bargains—Boeckh's Brushes."

You, as a dealer, appreciate the worth of them because you realize that good goods build business.

REQUISITE FOR

House and Sign Painters,
Varnishers, Kalsominers,
Paper Hangers,
Grainers, Artists,
Decorators, Carriage and
Coach Painters.

BOECKH'S STANDARD BRUSHES AND BROOMS

and

BRYAN'S LONDON BRUSHES

ably illustrate that quality is the true test of cheapness — a trial proves the worth.

Send your name and address for our Illustrated 1904 Catalogue.

UNITED FACTORIES,

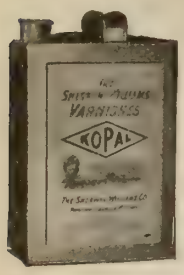
Limited,

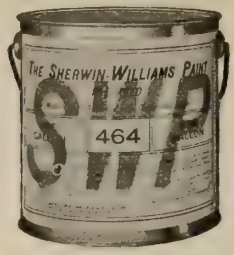
Head Office : TORONTO.

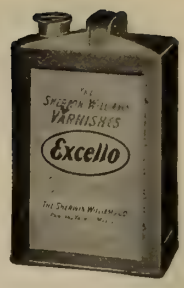
OPERATING :
BOECKH'S TORONTO FACTORIES.
BRYAN'S LONDON FACTORIES.
CANE'S NEWMARKET FACTORIES.

MONTREAL BRANCH ; 1 and 3 DEBRESOLES ST.

LONDON BRANCH ; 71 and 73 DUNDAS ST.







THE SHERWIN-WILLIAMS TRADE WINNING PAINT AND VARNISH SPECIALTIES

STRONG ADVERTISING TO WIN TRADE
GOOD QUALITY TO HOLD IT

ON this page we illustrate a few trade-winning paint specialties—lines that are bringing paint business and paint profit to dealers selling them.

We make good paints and good varnishes for all purposes. We make each as good as it can be made. We do not "boost" one product to the detriment of the others. Each one is good: we take more pains in making our products good than in anything else we do.

The Sherwin-Williams Full Line of Trade Winning Paint and Varnish Specialties enables the paint dealer—no matter where located—to control the paint business of his locality. There is no paint need that it does not cover.

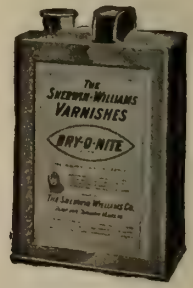
We would like you to know the full meaning of ***The Sherwin-Williams Full Line.*** We would like to show you the profit it means to the dealer. We cannot do it in this small space. A postal card will bring full information by next mail.

THE SHERWIN-WILLIAMS CO.
PAINT AND VARNISH MAKERS.

CLEVELAND, CHICAGO, KANSAS CITY, MINNEAPOLIS, NEW YORK, NEWARK, BOSTON, SAN FRANCISCO, LOS ANGELES, SAN DIEGO, MONTREAL, TORONTO, WINNIPEG, LONDON, ENG.

CANADIAN DIVISION:
HEADQUARTERS AND PAINT AND VARNISH FACTORIES: Montreal.
DEPOTS: Toronto and Winnipeg.

1172



PAINT, OIL AND BRUSH TRADES

THE STATUS OF PREPARED PAINTS.

SOMETIMES the hardware dealer has to face the question whether prepared paints are really better than strictly pure lead and oil. Some painters without making a fair study of the question will argue they can make ready themselves a better quality than the prepared article.

To meet such a difficulty Walter H. Cottingham, vice-president and general manager, writes in the following confident strain to agents of that company in the "S.W.P.," the organ of the Sherwin-Williams Company: "I wonder how many of our agents really believe good prepared paint is better than strictly pure lead and oil.

"I am inclined to think that many of you have not yet been fully convinced. The idea of 'patent' paint still sticks in your mind. You have so often been deceived by fake mixtures that you are distrustful—and I don't blame you, for the fake mixture man claims everything—and more—for his article than the maker of a good product claims for his.

"If it were not for these lying fake mixtures, good prepared paint would be used almost exclusively. It is undoubtedly superior to a paint made of lead and oil only.

"Lead and oil paint is trading on its past reputation. It is not used any more by consumers who have a thorough knowledge of painting. The modern engineer or chemist no longer specifies a paint pigment made wholly of lead. If he did he would betray his ignorance, for it has been proved beyond a question of doubt by thousands of tests made by honest, intelligent minds seeking facts, that lead in itself is not a satisfactory protective coating. It never was satisfactory. Before good prepared paint like S. W. P. was made it was best. It is through its long use that many still think it best. Education is a slow process, and habit is powerful. But in the long run the best article will crowd out the poorer. And this is just what is going on all the time. Lead and oil paint is dying a natural death simply because something better has come to take its place.

"Every man in our organization believes in S. W. P. He believes there is no paint like it. He is proud of it, proud of its success, and determined to make it greater. This is the secret of our growth. And this is the secret of business success—implicit confidence in your goods and enthusiasm in pushing the sale of them. Believe in your stuff or don't sell it. When you do believe in it you can't help but sell it. Merit begets confidence, confidence begets enthusiasm, and ethusiasm conquers the world."

Spring Trade in Brushes.

THIS Spring will no doubt show a largely increased output in all Canadian brush factories, as the demand for brushes is exceptionally brisk. At least the United Factories, Limited, manufacturers of "Boeckh" and "Bryan" brushes, report that it is only through their largely increased capacity they are able to fill orders as promptly as required. They anticipate that this condition will continue for a longer period than usual, owing to the Winter conditions delaying orders from many sections, and when the Winter does break the demand will be greater than in past seasons.

In view of the extra demand and an anticipated scarcity of certain grades of bristles in consequence of the Russo-Japanese war, it is just possible that there may be an advance, though manufacturers hesitate to prophesy that there will be. The hardware trade has ever given the paint brush department proper attention, which is deserving as this is certainly one of the important departments, especially in the Spring season.

A Complete Paint Establishment.

P. D. DODS & CO., Montreal, have been making some extensive improvements in their paint and varnish factory on St. Patrick street in that city. The energetic Mr. Tougas, who is at the head of this long established paint business, is ambitious to have everything about his factory up-to-date. The firm have long been known as prompt shippers, but with the extensive improvements which have been made they should be able to supply their customers even more promptly than has been their custom. The improvements made in the dry color department make it possible to do in two days work which formerly required a whole week.

The whole factory is arranged on a systematic plan so as to admit of the greatest economy of labor. An inspection of the works under the guidance of Mr. Tougas is a revelation to the uninitiated.

The varnish factory is the special pride of the manager. A whole department is devoted to the storage of the gums and the factory is well equipped with the necessary piping to convey the varnish to the different vats which are most systematically arranged. This department throughout is equipped in the most up-to-date fashion and the management pride themselves on their ability to ship promptly.

To Hardware and Metal readers it is unnecessary to introduce P. D. Dods & Co., for they are a well known firm and our readers are acquainted with their advertising. "Island City" paints and varnishes have made a reputation which it is the object of the company to sustain.

China Painting Extraordinary

In Montreal it is quite the proper thing to have your china painted, decorated, and "fired." The other day Mrs. Blank made arrangements by telephone with a celebrated lady decorator to paint and embellish her husband's shaving "mug" which was destined to be an Easter gift. She took the cup to Sherbrooke street, but unfortunately, in mistake, went to the wrong house, saying to the astonished maid who came to the door: "I've brought my 'mug' to be painted."

"Your mug?" queried the cockney servant.

"Yes; my husband's own 'mug.'"

"Well," quoth the maid, "you had better go to Madame Rachel's 'Beautiful-for-ever' shop near the Bone suckers (Bonsecours?) Market!"

ORIGIN AND NATURE OF VARNISH GUMS

Written for HARDWARE AND METAL by Allan J. Munro, of The Canada Paint Co.'s Montreal Staff.

So many of the readers of Hardware and Metal are interested in the handling of varnishes that I have willingly consented to construct some notes that may be of interest. Were I to attempt a list of the uses to which varnishes are put, or even a list of the various descriptions and properties that are called for by the many sided industries of the day, the details alone would be sufficient for a first paper.

I think it may be more acceptable to your readers that these notes should be limited to the more important gums or resins used, their sources, classification and general uses.

COPAL.

Taking first the general name of copal we enter quite a wide field, be-

Allan J. Munro.

cause gums bearing this general name are found in many parts of the world. The term is not restricted to the products of any particular region or series of plants, but is vaguely used for resins, very similar in their physical properties, but differing somewhat in their constitution, and altogether distinct as to their source.

Zanzibar, or East African copal, is by far the most important from a commercial pint of view, and is found in two distinct conditions; raw copal, and ripe or true copal.

The raw copal which is obtained direct from the trees or found at their roots, or near the surface of the ground, is not of much value.

The true or fossil copal is found from three to four feet deep in the earth, over a wide belt of the mainland coasts of Zanzibar. It occurs in pieces varying from the size of small pebbles up to pieces several ounces in weight, and occasionally lumps of three or four pounds have been obtained.

The copal is dug from the ground by the natives and a fair return for their moderate diligence is generally obtainable. The largest proportion of the resin is sent to the European and American markets.

Zanzibar copal, because of its extreme hardness, notwithstanding remarkable elasticity under changing temperature, is used for the very highest class of carriage finishing varnishes, also piano polishing varnishes, the peculiar properties of the gum rendering it specially suitable for exposure and for trying climatic conditions.

KAURI.

For the next in order among the copal class we must turn to New Zealand. Distributed throughout the Province of Auckland, we find the semi-fossil resin "Kauri Gum." It is the product of the once gigantic Kauri pine. Kauri gum is dug up in the open bush land where no vestige of the original tree remains, which shows that it is the product of a prehistoric forest. The gum exuded from the tree and slowly made its way into the ground at its base, becoming gradually buried more and more deeply.

At the present day there are about 12,000 men engaged in digging for Kauri gum. The outfit required is inexpensive, and men who are "driven into a corner" procure a wheelbarrow, spade and tapping rod, and start for the Kauri fields. The digger uses his rod to tap the ground where he thinks gum is likely to be found, and he can immediately tell by the sound produced, when he has struck gum.

Kauri of the highest grade is not as easily secured to-day as it was 30 years ago on account of the great number of diggers engaged in the work, and consequently a large quantity of second, third and fourth grade gum is being dug from swamps and marshy places to eke out the world's increasing demand. The scarcity of highest grade Kauri is shown by the fact that gum worth to-day 35c per pound was bought for 12c per pound 25 years ago.

The demand for Kauri gum was at first second to that for Zanzibar copal, but the greater affinity of linseed oil, manifested after the experts became accustomed to handling the New Zealand article, and the immense quantity that appeared to be available, ran up the consumption beyond any figures previously dreamed of; indeed, I suppose the existence in lump quantities, of a gum so easy of manipulation has done much to extend the use of varnish. Kauri is to-day used in the manufacture of interior varnishes of all descriptions.

AMBER.

For many years the Baltic coast has been the chief source of supply of amber. It is found in the form of thin plates or nodules, disseminated in the sands and clays. After heavy storms considerable quantities are found thrown up on the coast at the localities where it is regularly excavated, and the assumption is that deposits crop up in the shallow water near the shores, from which pieces become detached during the violent commotion of the water.

The district of Samland, in Eastern Germany, is the chief amber mining centre, and supplies almost entirely the markets of the world. Small quantities are also found on the Swedish and Danish coasts, and occasionally pieces are picked up along the shores of Sussex, Norfolk and Essex in England. Quite recently a report has become current that this valuable gum has been found in paying quantities on the shores of one of our Canadian lakes.

Amber is not used so extensively to-day by varnish manufacturers as it was some years ago; there are, however, violin varnishes on the market, guaranteed to consist wholly of amber, and it is occasionally used in the manufacture of high-class coach varnishes. It is unexcelled for hardness and smoothness of surface. Tobacco users know for what purpose the finest pieces of amber are used.

SHELLAC.

Shellac is produced in the East Indies in a most interesting manner. The resinous juice is drawn from the tree through

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THE PAINT

RETURNED APR 7 1904

he handles for the coming season is an important matter with the dealer, now that the Spring rush is on.

The vital point is whether he has the brand that will bear out all the statements he makes concerning it and bring repeat orders to his store, or whether he has an inferior brand that will remain on his shelves for the season, or if it is sent out, drive away custom by proving itself unsatisfactory.

For thirty years we have been manufacturing paints, and in our

"ANCHOR" and "ENGLISH"

brands we offer a ready-mixed paint that is unapproachable.

They are the only brands manufactured in Canada that contain the world's standard white lead—BRANDRAM'S B.B. GENUINE. For years the merits of this white lead have been known. It is, without question, unequalled for whiteness, fineness and body, and will cover more surface than any other white lead paint.

The introduction of this white lead into Anchor and English liquid paints, combined with our experience, skilled workmen, and modern factories produces a paint that is better than any other on the Canadian market. A trial will convince the most skeptical.

We have a few advertising schemes we would like to lay before you.

"Send us a Post Card, and let us tell you all about them."

"There is Nothing Better than the Best."

RETURNED APR 7 1904

Henderson & Potts, Limited,
HALIFAX.

Henderson & Potts Co., Limited,
MONTREAL.

RETURNED APR 7 1904

BRANDRAM BROS & CO
BRANDRAM'S B. B. WHITE LEAD
REGISTERED TRADE MARK
MANUFACTURERS LONDON ENGLAND

punctures made by insects. These insects become covered with the juice, which soon dries on them, and under this resinous covering the larvae of the insects are developed, consuming the resin as they grow, and finally piercing the covering to escape. These burrowings are reddish brown in color, and constitute the shellac, which is at its best just before the larvae escape and should be collected at that point. The process reminds one of our ubiquitous potato bug and the development of its larvae under the leaf, which first shelters it, and then furnishes its food.

When collected, the shellac is put through a puryfying process respecting which the printed reports vary materially. One thing is sure that the astute Parsees have found out that there is such a thing as resin, and their generous use of the bright American article has, in these recent days, caused much dismay.

Shellac is used principally in the manufacture of knotting varnishes and lacquers for metal, wood and paper. I fear it is used also for undercoating wood where a more elastic substance might be substituted with advantage.

DAMAR.

Damar gum is the product of an East Indian pine and is collected mainly in the Straits Settlements. Equipped with large vessels the natives make incisions in the trunk of the tree near the ground, to stimulate the flow of resin, which exudes in the form of a thick liquid, and running into the vessel placed to receive it, soon solidifies into a transparent yellowish cake. East Indian damar is found on the market in the form of nodules or tears, of various sizes, and is used in making paper varnishes and enamels.

MANILA.

In the same district of India is also found a useful gum of the copal species, but softer and of less value than the copals already referred to. For interior varnishes of the second class, the gums known under the general name of Manilas, are of great utility. These gums are capable of such varied treatment, that a great variety of varnishes are made from them. Indeed, articles that may be handled, and which were of old time glossed with amber, are today finished in good style from a Manila solution.

The increasing knowledge of experts, now calls into requisition for various purposes, gums from nearly all parts of the world, but especially from South African ports, east and west, and from Brazil. The variety of gums constantly appearing on the markets, lends interest to the labors of the expert, whose business it is to ascertain their several uses, and it is safe for the consumer not to make any affidavit as to the antecedents of the varnish which he may be inclined to praise for its excellence.

Henderson & Potts' Factory.

IN a visit to the Montreal factory of Henderson & Potts, a Hardware and Metal representative found that although these works have only been established two years, the thirty years' experience of the firm in Halifax have enabled them to develop the most modern and economical system for the bringing to the highest standard their product as well as their method of production. Their new sample room is well worthy of a visit from anyone interested in mixed paints, etc.

A feature of the display is the attractiveness of their packages. On the west wall of the showroom mixed paints rise tier above tier, gallon cans on the bottom grading to 1 lb. handy color cans at the top. Above their "Anchor" handy varnishes are shown and still higher 1 lb. tins of wood filler in paste form. Continuing along the shelves "Anchor" aluminum paint is shown making an exceedingly pretty display with its blue label, printed in aluminum. Below this carriage gloss paints and farmers' wagon paints are tastefully arranged.

In the centre of the display is seen "Anchor" brand of ready mixed paint, with its red and yellow label. Some time ago a hole was punched in this label, and now the color of the paint contained in the can is shown. Last year Henderson & Potts placed another brand on the market, the same as "Anchor" liquid paint, called "English," both paints being the same quality; containing Brandram's B. B. genuine white lead.

Henderson & Potts are the only firm in Canada who manufacture this celebrated brand of white lead. It is unnecessary to say anything in its praise as it is so exceedingly well and favorably known.

The English label in black and white, with its Brandram's gold trade mark in the centre, bearing a number and showing the color, together with the "Anchor" brand, makes a striking display, and when one considers the high standard of quality to which they are kept it is easily seen why they are such favorites. Above the paint exhibit, oil and varnish stains are shown, and further along the shelves marine paints, distemper colors and cycle enamels.

Along the top shelves of this wall are alternate pyramids of Japanese enamels and hat enamels, and in the centre a very striking pyramid of Japanese enamel cans lying on the side, showing their painted tops, a feature adopted by Henderson & Potts years ago. With their bright and pleasing colors this pyramid makes a display that catches they eye immediately one enters the room.

Anchor hat enamel also have their tops painted in this manner, so one is able to tell at a glance what the contents are like.

Along the southern wall is a cabinet containing bottles of dry colors in every imaginable shade, all of which are manufactured on the premises, surmounted by three busts painted with Anchor gold and bronze paints.

On either side of this cabinet, "Anchor" and "Gold Medal" varnishes are shown. The "Gold Medal" varnish with its handsome lithographed cans making a pyramid that immediately appeals to the eye. Marbleine wall tints are also shown along this wall, put up in strong, neat 5 lb. packages. Along the floor are pyramids of 25 lb. irons containing colors in oil, white lead, putty, etc.

The shelving is stained with light oak oil stain, and the uprights in different colors of varnish stains. The amount of advertising matter shown was a revelation to our representative, comprising as it does framed cards, slat signs, color cards and folders of every description, lithographed tin signs, posters, weather-proof signs, booklets, etc. They also have a handsome little button, bearing a Union Jack and an Anchor, which they send to anyone.

At the different exhibitions where they have exhibited their goods, Henderson & Potts have captured three gold medald, one silver medal, one bronze medal, and two diplomas.

Standard Tinware Co. Enlarging.

The Standard Tinware Company of Montreal, who have long been known among the trade as manufacturers of paint cans, have decided to enlarge the scope of their business. They are making extensive additions to their factory to enable them to manufacture piece ware and Japan ware. Their reputation for manufacturing only the best quality of cans should be of value to them in their efforts to secure trade in these new lines.

LINSEED OIL

Raw and Boiled

"GUARANTEED PURE"

MANUFACTURED BY

Canada Linseed Oil Mills, LIMITED,

MONTREAL.

☞ **BARRELS WANTED!!**

We are open to **buy good, sound, oak** Linseed Oil, Turpentine, Varnish, and Machine Oil Barrels.

If You Buy

Varnishes **Paints**
Japans **Colors**
Lacquers **Glues**
Stains **Bronzes**
Fillers **Chamois**
Sponges

WRITE TO

R. C. JAMIESON & CO.

LIMITED

MONTREAL

AGENTS FOR ASPINALL'S ENAMEL.

Ark Brand Paint

Has pleased thousands, it will please you. There is no higher quality of paint made. It will resist the action of the weather better than any other known mixture.

Ark-Brand Paint is made specially for outside work, it will not check, chalk, nor blister, and is guaranteed to give the user perfect satisfaction or money refunded. Read what our Beaverton customer says :

Beaverton, Dec. 26th.

Messrs. The Francis-Frost Co., Limited, Toronto.

Dear Sirs,—During the past seven years we have handled Ark-Brand Paint, and during that time we have not had a can returned as bad. We have handled higher and lower priced paints beside them, with the result that Ark-Brand Paint proves the best. Its sale is always on the increase.

Yours truly, CAMERON & CAMERON.

You cannot do better than put in a line of Ark-Brand Paint.

WRITE US TO-DAY FOR FULL PARTICULARS.

The Francis-Frost Co., Limited

TORONTO, ONT.

Canadian Distributing Agents for Grippin's Crack Filler and "Muresco" Wall Finish.

THE
CANADA PAINT
COMPANY.
CANADA PAINT Co
AMBERITE
VARNISHES
SUN VARNISH
STAG BRAND
170
LIQUID
PAINTS
THE CANADA PAINT CO LTD
KING EDWARD.
PURE LIQUID COLORS
CANADA PAINT
PRISM BRAND
FLESH
No 31
THE CANADA PAINT CO
ELEPHANT
39
LIQUID PAINTS
THE CANADA PAINT CO

Paint and Oil Markets

Quebec.

Office of HARDWARE AND METAL,
232 McGill Street.
Montreal, March 18, 1904.

THE congestion on the railroads is somewhat relieved and there is a little more movement in paints, oils and varnishes. Merchants are now calling for immediate shipment and the paint houses are doing all in their power to meet the demand. The goods are congesting their warehouses and they are very anxious to ship. Everything therefore depends on the weather and the railroads.

White lead continues to move steadily without any stiffening in local prices, although dry white lead in primary markets is much higher. The liquid paint trade has made very serious inroads in recent years into the white lead business and orders for prepared paints are steadily increasing in volume. We quote:

Ground White Lead—Best brands, Government standard, $4.50; No. 1, $4.25 to $4.40; No. 2, $4 to $4.10; No. 3, $3.67 1-2 to $3.77 1-2; No. 4, $3.30 to $3.40, all f.o.b. Montreal.

Dry White Lead—$4.25 in casks, and in kegs $4.50.

Dry White Zinc—Pure dry, in casks, 6 1-4c; in 100-lb kegs, 6 3-4c; No. 1, zinc, in casks, 5 1-4c; in 100-lb kegs, 5 3-4c.

White Zinc—(ground in oil)—Pure, 25-lb irons, 8c; No. 1, 7c; No. 2, 6c.

Putty—We quote: Bulk, in barrels, $1.50; in 25-lb tins and irons, $1.85; bladdered putty in barrels, $1.75.

Orange Mineral—Casks, 7c; 100-lb kegs, 7 1-4c; smaller quantities, 8 1-4c.

Red Leads—Genuine red lead, in casks, $4.25; in 100-lb kegs, $4.50; in less quantities, $5.50 per 100 lb. No. 1 red lead, casks, $3; kegs, $4.25, and smaller quantities, $5.25.

Litharge—Ground, casks, 5c; in less quantities, 5 1-2c; flake litharge, casks, $5; smalls, $5.50 per 100 lb.

Linseed Oil—Raw, 1 to 4 barrels, 48 to 49c; 5 to 9 barrels, 47 to 48c; boiled, 1 to 4 barrels, 51 to 52c; 5 to 9 barrels, 50 to 51c. Delivered in Ontario between Montreal and Oshawa at 2c per gallon advance.

Turpentine—Single barrels, 92 to 93 1-2c; 2 to 4 barrels, 91 to 92 1-2c. Standard gallon of 8.6 pounds.

Benzine—25 to 26c.

Shellac Varnish—Pure white, $2.75 to $3.50; pure orange, $2.65 to $3.40; No. 1 orange shellac, $2.35 to $2.50.

Mixed Paints—$1.20 to $1.40 per gallon.

Castor Oil—8 3-4 to 9 1-4c in wholesale lots, and 1-2c additional for small lots.

Canadian Paris Green — Barrels, 14 1-4c; arsenic kegs, 14 1-2c; 50 and 100 lb drums, 15c; 25-lb drums, 15 1-4c; 1-lb packages, 16c; 1-2-lb packages, 18c; 1-lb tins, 17c. Terms 2 per cent. discount for cash in 30 days or 90 days net.

English Paris Green—Barrels, 14 1-4c; arsenic kegs, 14 1-2c; 50 and 100 lb drums, 15c per lb; 25 lb drums, 15 1-2c; 1-lb paper boxes, 16c; 1-lb tin boxes, 17c. Terms, 2 per cent. 30 days; 90 days net.

Ontario.

Office of HARDWARE AND METAL,
10 Front street east.
Toronto, March 18, 1904.

A material improvement over recent week is reported. Orders which have been held back by the freight blockade are now being rushed forward, the railways now accepting freight to all sections of the province. A somewhat stronger tone is manifest in all lines except turpentine, which has eased off somewhat in the South and is expected to decline in this market before long. Shellac has been weak for some time, but is now firmer, on advance of 1 to 1 1-2c taking place in New York this week. Locally there is no change. Paris green is steady in price but is not selling readily. White lead stiffened materially during the week and the principal dealers insist that $4.65 is the lowest price they are now paying. Linseed oil has been reduced 2c by one of the larger houses, with only a slight trade doing in it. We quote as follows:

White Lead—Ex-Toronto, pure white lead, $4.65; No. 1, $4.20; No. 2, $3.90; No. 3, $3.50; No. 4, $3.25 in packages of 25 lb and upwards; 1-2c per lb extra will be charged for 12 1-2-lb packages; genuine dry white lead, in casks, $4.50.

Red Lead—Genuine in casks of 560 lb, $4.25; ditto, in kegs of 100 lb, $4.50; No. 1, in casks of 560 lb, $3.75 to $4; ditto, in kegs of 100 lb, $4.25.

White Zinc—Genuine, French V.M., in casks, $6 to $6.25; Lehigh, in casks, $6 to $6.25.

Shingle Stain—In 5-gallon lots, 60 to 85c per gallon.

Paris White—90c to $1 per 100 lb.

Whiting—60 to 65c per 100 lb; Gilders' whiting, 75c.

Shellac—Pure orange, in barrels, $2.50 to $3; white, $2.50 per gallon; No. 1, $2.37 1-2, including price of can.

Linseed Oil—Raw, 1 to 2 bbls, 48c; boiled, 51c; 3 to 5 bbls, raw, 47c; boiled, 50c; 6 to 9 bbls, raw, 46c; boiled, 49c; delivered, Toronto, Hamilton, London and Guelph. One firm is quoting raw, 1 to 4 bbls, 47c; boiled, 50c; 5 to 9 bbls, raw, 46c; boiled 49c; 10 bbls and over, open; ex-Toronto, 2 per cent. off 30 days.

Turpentine—Single bbls, 92c; 2 to 4 bbls, 91c; 5 bbls and over, open Toronto, Hamilton, London and Guelph, with 2c extra for delivery outside. One firm quotes: Single bbls, 91 1-2c; 2 to 4 bbls, 90 1-2c, delivered; 5 bbls and over, open, ex-Toronto with 2 per cent. off 30 days. For less quantities than barhels, 5c per gallon extra will be added, and for 5-gallon packages, 50c and 10-gallon packages, 80c will be charged.

Glues—Broken sheet, in 200-lb bbls, 8 to 8 1-2c per lb; cabinet glue, in bbls, 11 1-2 to 12c; emery glue, in bbls, 17c; bookbinders', ground, 10 1-2c; finest American, white, 19c; No. 1 American white, 15c per lb.

Putty—Common, $1.65; pure (linseed oil) bladders in barrels, $2; bladders, in 100-lb kegs, $2.25; bulk in barrels, $1.75; bulk, less than barrels and up to 100-lb, $2.

Plaster Paris—New Brunswick, $2 per bbl.

Liquid Paints—Pure, $1.20 to $1.40 per gallon; No. 1, $1.10 per gallon.

Barn Paints—65 to 70c per gallon.

Castor Oil—English, in cases, 7 1-2 to 8c per pound, and 8 1-2 to 9c for single tins.

English Paris Green — Petroleum bbls, 13 1-4c; arsenic kegs, 13 1-2c; 50 to 100-lb drums, 14c; 1-lb packages, 15c; 1-lb tins, 16c; 1-2-lb tins, 18c.

Canadian Paris Green (present delivery)—Petroleum bbls, 13 1-4c; arsenic kegs, 13 1-2c; 50 and 100-lb drums, 14c; 1-2-lb tins, 18c.

Window Glass.

MONTREAL.

There are no changes to report, and we again quote as follows: First break, 50 feet, $1.70; second break, $1.80 for

The HOBBS MANUFACTURING CO. LIMITED

LONDON - - CANADA

IMPORTERS **Sheet Window Glass, Muffled and Cathedral Tints, Ornamental Figured Glass, Polished British Plate, Rolled Plate Glass, Prismatic Sheet Glass.**

MANUFACTURERS

Church and Cathedral Leaded Windows, Domestic Art Stained Glass,

Bevelled Plate and Mirrors, Ceiling and Finger Plates, Memorial and Portrait Windows, Chipped, Obscured and Enamelled, Mitred and Sand Cut, Paper Weights and Advertising Signs, Electro Glazed Art Glass and Ornamental Prismatic Glass.

ELECTRO GLAZED ART GLASS

Not a cheap imitation of copper plate, not a dull flat finish, but Electro Glazed with a solid deposit of copper and a bright, clear, polished copper finish.

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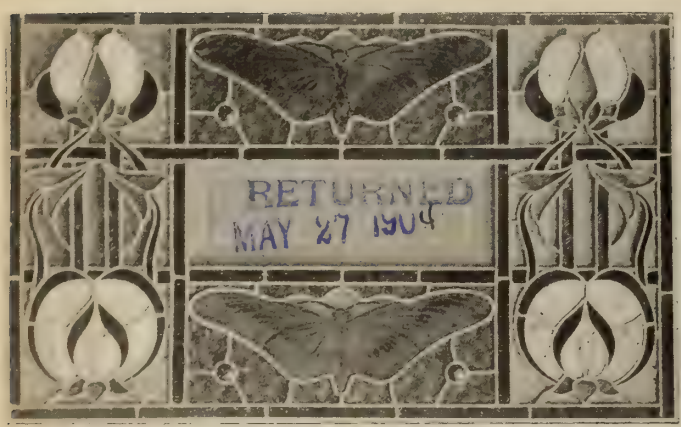

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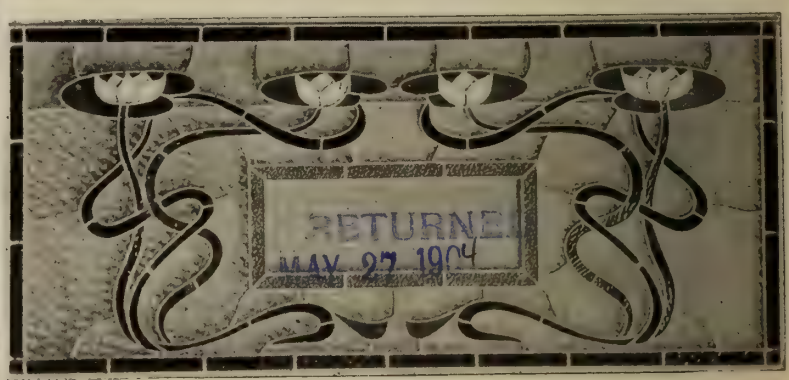


No. 527

No. 525

WE CARRY A LARGE STOCK OF WINDOW GLASS. QUALITY THE BEST. PRICES ARE RIGHT. WE MANUFACTURE AND IMPORT EVERYTHING IN GLASS REQUIRED FOR BUILDINGS.

WRITE FOR CATALOGUE AND PRICES

McArthur, Corneille & Co.

MONTREAL

Glue and Gelatine

An extensive assortment, to suit all requirements.
WILL BE PLEASED TO SUBMIT SAMPLES AND PRICES

MANUFACTURERS AND IMPORTERS OF . . .

White Lead, Oils and Colors, Prepared Paints, Window Glass, Varnishes, Etc.

SELLING AGENTS IN CANADA

For the GENUINE
Imperial French Green
of JOHN LUCAS & CO., PHILADELPHIA.

And CELEBRATED
English Varnishes
of CHAS. TURNER & SON, LONDON.

Please mention HARDWARE AND METAL when writing.

WANT A PROFIT MAKER?

—'TIS—

LUCAS

IMPERIAL FRENCH GREEN

(DRY AND IN OIL)

¶ Its imitation has been attempted in Canada as well as in other countries.

¶ But with poor success.

¶ See that you get the real article, and you will have a "special" that will build business.

Correspondence Solicited.

JOHN LUCAS & CO.

PAINT MAKERS

NEW YORK PHILADELPHIA CHICAGO

ESTABLISHED 1848.

In the Northwest

STERLING FOR INSIDE WORK PURE PREPARED FOR OUTSIDE WORK PAINTS

——that great cradle of a new nation, where many homes are being reared, there is a paint being sold that is building a good name for hardware dealers.

STERLING PAINT

is a true friend of the man that sells it. It serves the buyer to his complete satisfaction. It endures in storm and sun. It brings no discredit to maker or seller. You can have the agency for your section and we'll help you sell the paint after you buy it. Write us for our proposal.

THE GRANT-HAMILTON OIL CO. LIMITED

MAKERS OF STERLING PAINTS — TORONTO.

50 feet. First break, 100 feet, $3.25; second break, $3.45; third break, $3.95; fourth break, $4.20.

TORONTO.

A fairly active movement from stock is reported. Prices are easy, the extra discount of 15 to 20 per cent. now being quoted by all in the trade. We quote: Star, first break at $3.10 per 100 feet and Double Diamond, first break, at $5.10. Discount 15 to 20 per cent.

PREPARE FOR SPRING.

FOLLOWING up the articles published in previous numbers of Hardware and Metal, in which we have pointed out several reasons why concentrated lye is not only a hardware line, but a profitable one and deserving of more attention than it usually receives at the hands of the average hardware merchant, we now wish to call the attention of the trade to the fact that the time for the Spring housecleaning will soon be here, when every housewife in Canada will require the goods, it being used largely for this purpose. Many of them will require other articles such as brushes, pails, stepladders and the various other things, that are used in the "Spring clean up"; and hardware merchants should see that they have a sufficient stock of concentrated lye on hand to meet the demand, which is always heavier in the Spring than at any other time of the year, owing, as stated, to the large quantities used for housecleaning, removing old paint, spraying trees, etc. A little effort on the part of the man behind the counter in directing the attention of his customers to the enormous saving of time, trouble and hard work to be effected by the use of this "universal cleanser" will result in largely increased sales, and consequently, increased profits. Make a good display of lye in your store and call the attention of your customers to it. Let them know lye can be bought in a hardware store. Remember it is used every day by people who are buying goods from you.

A STRIKING ADVERTISEMENT.

A station like the Herald Mercury,
New lighted on a Heaven-kissing hill.

—Shakespeare.

THE striking advertisement of the Canada Paint Company, Limited, on another page, depicts Mercury, the swift, ready messenger of the gods. Mercury is the god of merchandise and trade. The figure bears an arc light and is typical of the illumination and brightness wherever the Canada Paint Company's colors and varnishes are used.

The advertisements of this company never "harp upon one string." Variety is the predominating note. They swing from grave to gay, from prose to poetry; always readable, generally enjoyable and frequently full of valuable information. Their announcements do not savor of the big bass drum or the wide mouthed horn.

Professional "Ad" writers, as our Yankee friends call them, are not employed by the Canada Paint Company. The advertisements are suggested and written by the regular members of the staff in Montreal and Toronto.

The Canada Paint Company were amongst the first advertisers in Hardware and Metal, and the steady continuance of their announcements proves that they have been mutually beneficial.

FYFFE SCALE CO.

The Fyffe Scale Company, of Montreal, are well known to the trade as they have been in business for 38 years. They make all conceivable kinds of scales and during their long business experience have established an enviable reputation among their customers. Readers will notice their advertisement in another page.

TRADE
NOBLES & HOARE
NH
LONDON
MARK

Nobles & Hoare.

CORNWALL ROAD STAMFORD STREET.

LONDON, ENG.

Manufacturers of

HIGH-CLASS VARNISHES ONLY

Which can be obtained direct from the works or from the principal Color Dealers in Canada

It is put up in the following sized packages:

1 Gallon Can
½-Gallon Can
¼-Gallon Can
1 Pint Can
½-Pint Can

See that our brass seal is on each package.

"ELASTILITE VARNISH"

It possesses the peculiarity of combining the good qualities o both an inside and an outside varnish, while being entirely free from their faults.

It brushes easily, flows freely, dries well; is as durable as the best coach body varnishes, and has a brilliant finish which lasts. It will not crack, chip, turn white, bloom, crawl, nor pit. It is designed for either interior or exterior use on buildings, doors, furniture, bath rooms, boats, carriages, and in fact anything and everything you wish to beautify or preserve by varnishing where a natural lustre finish is required.

As it thoroughly closes the pores of wood and metal against disease germs, it is especially suitable for

Hospitals, Public Buildings, Sanitariums,

and wherever sanitary conditions are to be considered.

If you have "ELASTILITE" and "OROLITE" in stock you need keep no other varnishes, as all kinds of finishing can be done, and done perfectly, with these two brands.

THE Imperial Varnish & Color Co., LIMITED.

TORONTO, - - CANADA

HOUSE AND FLOOR PAINTS

There is one prepared paint above all others for covering property, durability, color-keeping, weather-proof and brilliance—

NEW ERA PAINT.

Send for Quotations.

For Floors, Piazzas, Steps and kindred surfaces, where the wear is severe, there is a paint that has no real competitor. It is

GRANITE FLOOR PAINT

In gals., half-gals. and quarts.

Send for Prices.

For Colors, Paints and Varnishes we solicit your business. We build our trade on the worth of our product. Send for Catalogue.

THE STANDARD PAINT & VARNISH WORKS CO., Limited, - - WINDSOR, CANADA.

A Reason or Two

Why every dealer should stock **CHURCH'S COLD WATER**

ALABASTINE

Because it has an established reputation—always working to the satisfaction of the user—and possesses every advantage necessary or desirable in a material for wall-tinting and decorating.

Because by a thorough system of advertising **everybody that reads** knows about **ALABASTINE,** and when in want of anything to fix up walls, calls for it as naturally as for any staple in the hardware, dry goods or grocery line.

Because of its convenience, and its permanent and sanitary features, Mr. M. B. Church, the original inventor of **ALABASTINE** and now President of this Company, was the first to produce a practical wall-coating adapted for use in **cold water,** a process that is patented in Canada and other countries, that has forced the manufacturers of hot water preparations, at the risk of patent infringements, to imitate his example.

ALABASTINE is for sale by Wholesale Hardware and Paint Dealers everywhere. Also by

THE ALABASTINE CO., Limited, PARIS, ONT.

VARNISHES AND JAPANS

McCASKILL, DOUGALL & CO.

Manufacturers **MONTREAL**

Standard Railway and Carriage Varnishes

Standard Boat and Spar Varnishes

—Won't turn white from the effects of water and sun

Standard Piano, Furniture and Decorative Varnishes

Zanzerine Transparent Wood Finishes and Varnishes

Architectural Varnishes

OFFICES:

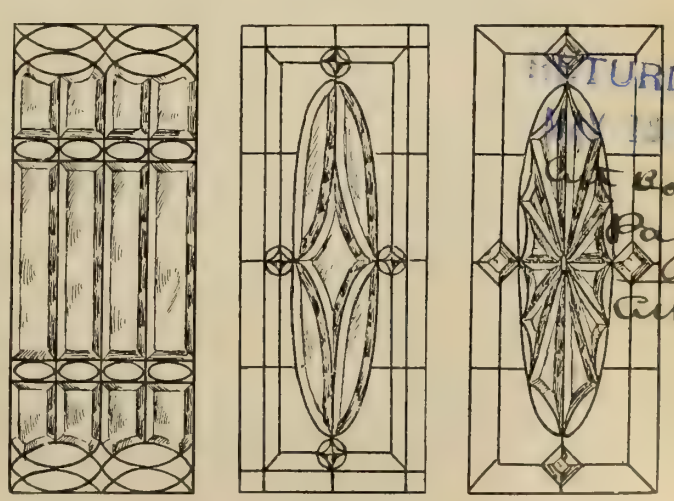
161 Summer St., BOSTON, Mass., U.S.A.

30 St. John St., MONTREAL

Special in

Bevel Plate Door and Window Panels

Show This to Your Customers.



106. 107. 108.

$1.50 per ft. Less than 3 sq. ft. 10 per cent. additional.
14 Different Designs.

LUXFER PRISM CO.,

100 King St. W., TORONTO.

RETURNED
MAY 1 1904
Cut Book
Page 9
Cus

SPECIALTIES FOR THE OFFICE.

ONE of the growing concerns of Canada is the Office Specialty Mfg. Co., Limited, with executive offices in Toronto, and branches in the principal cities from Halifax in the east to Vancouver in the west.

The aim of this company has been to make the slogan "Made in Canada" represent a desire for the highest excellence, and the public are gradually being educated to realize that the home made article can rank with the best of goods of foreign manufacture.

The line of office furniture and filing devices made by the Office Specialty Mfg. Co. is of the highest grade, both in workmanship and finish, and does more in a practical way to assist the "Made in Canada" campaign than could be done in any other manner.

The business needs of to-day require that men shall have their business so thoroughly systematized that they can at a moment's notice place their hand on any information or record which they may require, and new systems are being constantly evolved for the purpose of saving time and labor in this respect.

The most notable of these is the system of card indexing, which can be adapted to any line of business for keeping record of stock, costs, quotations given or received, list of customers for circularizing purposes, or in fact for keeping any business record. The Office Specialty Mfg. Co. has made a special study of this system and predicts great things for it in the future.

Though the home trade has been given most attention yet the export trade has not been neglected, as is evidenced by the large quantity of goods shipped to Europe, New Zealand, and Australia. The company has been compelled to enlarge its factories to keep pace with the steady flow of orders, the accompanying cut showing the magnitude of the works at present. The offices of the company at Toronto have also been remodelled and enlarged, and the firm is prepared for the largest year's business it has ever had.

Plant of The Office Specialty Mfg. Co.

CHANGE IN AGENCY.

WE have been advised that Walter Grose has been compelled to resign his position as representative of the Gurney, Tilden Co., for the Province of Quebec and the Maritime Provinces, to enable him to devote more of his time to the interests of the Ontario Lantern and Lamp Co., of Hamilton, who are adding several new lines to their business, including incandescent lamp reflectors, shade rings, sockets, reflector lamps and lanterns. They are now producing 1,500 Shelby and Brilliant lamps daily for which the demand is rapidly increasing and their new catalogue will show a variety of 18 different patterns in tubular and other lanterns in ton, brass and copper plated, quantities of which are being exported to Australia, New Zealand and South Africa. The entire output of this company is sold through the jobbing trade in the large cities.

The Gurney, Tilden Co. have appointed Nicoll & Barr, Room 114 Coristine Building and 38 Dock street, their representatives in the territory formely covered by Walter Grose.

GASOLINE ENGINES AND LAUNCHES.

While in Lindsay a few days ago the Hardware and Metal representative was shown through the works of the Sylvester Mfg. Co., Lindsay, Ont. After examining the implement shops he visited the gasoline engine and launch department, where a strong showing was made.

The Sylvester Co. manufacture a full line of gasoline engines, from 1½ to 16 horse power, stationary, 8 h. p. to 16 h. p. portable, and 1½ h. p. to 6 h. p. marine. The simplicity and ease of operation are evident from their construction.

The materials used in these engines are of the choicest procurable, all parts of the engine being made at the factory, (excepting crank shafts, which are imported), thus ensuring close personal inspection and careful attention being given to each part. The launch department is situated a short distance from the main factory, on the banks of the river, where all boats are tested. The productions of the comuany in this line are certainly a credit to any firm, having a model which has speed as well as strength, and beautifully finished throughout. The company build launches is sizes from 18 to 25 ft., fitted with their engines. The popularity enjoyed by the Sylvester Co. on account of their engines and launches giving entire satisfaction, is demonstrated by the orders received by the firm, necessitating their large force of mechanics kept continuously busy.

The Sylvester Co. carried off the highest award for 1902-3 at the Toronto Industrial Exhibition, also at London exhibition, last vear, which speaks volumes for the company's efforts in building engines and launches. As the season will soon be open for the gasoline engine and launch trade, the trade are referred to the firm's advertisement on another page. Write for their catalogue, which will fully explain their productions.

NEW FIRM FOR CALGARY.

The Gurney Standard Metal Co., Limited, Calgary, N. W. T., have been organized to carry on a jobbing business in stoves, furnaces, radiators, plumbers' supplies, scales, etc. The president of the company, which opened for business March 1st, is W. Roper Hull, Calgary; the vice-president, Edward Gurney, president of the Gurney Foundry Co., Toronto. The managing director is A. P. Horsman, late manager of the J. H. Ashdown Hardware Co., at Calgary, while W. Gilies, accountant, has been appointed secretary-treasurer of the company.

RETURNED
MAY 25 1904

R. E. THORNE, 768 Craig St., MONTREAL

Wholesale Agent and Importer

Dry Colors, Ochres, Bronze Powders, Aluminum Powder, Schlag Metal, Bronze Liquids and Varnishes.

Toronto Office—29 Melinda St.

GENUINE

PRATTS ASTRAL LAMP OIL

Sold in all countries and recognized as the highest grade oil manufactured.

WHOLESALE ONLY.

THE QUEEN CITY OIL COMPANY, Limited,
TORONTO, ONT.

Hill's Warranted Pure White Lead

COVERS WELL AND WEARS WELL.

Senour's Hard-Drying Floor Paint, Dries Hard over night.

Eastern Depot for Church's Cold Water Alabastine. Full line in stock. Orders filled promptly.

Harland & Sons, Fine Coach and House Varnish.

WINDOW GLASS—PLAIN AND FANCY.

Wm. Hill, 327 St. James Street, Montreal

GLASS WAREHOUSES:

1 in Quebec—at Montreal.
3 in Ontario—at Toronto, Ottawa, London.
1 in Manitoba—at Winnipeg.

5

Service and Prices are Better Because of This.

HAVE YOU AN ORDER?

Consolidated Plate Glass Co., Limited

TORONTO MONTREAL LONDON
OTTAWA WINNIPEG.

G. F. STEPHENS & CO., Limited

MANUFACTURERS OF

READY MIXED PAINTS, made with Manitoba Pure Linseed Oil, Hard Drying Floor Paints, Enamels, Colors in Oil and Japan, Liquid and Paste Wood Fillers, Carriage Paints, Blackboard Slating, Oil and Varnish Stains, White Lead, Putty, etc., etc.

IMPORTERS AND JOBBERS OF

Brushes, Varnishes, Dry Colors, Painters' Supplies, Window, Plate, and Ornamental Glass.

170, 172, 174, 176 Market St., Winnipeg, Canada.

BRANCH AT CALGARY, ALTA.

"Island City" Paint and Varnish Works

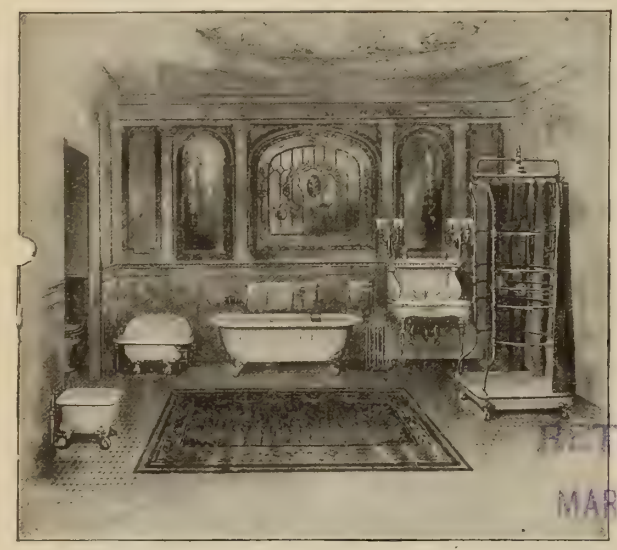
Our "Island City" Enamel Paints are the best in the market—17 artistic shades.

Our "Island City" Aluminum, Gold and Silver Paints can be used with great satisfaction on Furnaces, Radiators, all sorts of Furniture and Ornaments that require renovating.

P. D. DODS & CO., Proprietors, Montreal, Toronto, Vancouver.

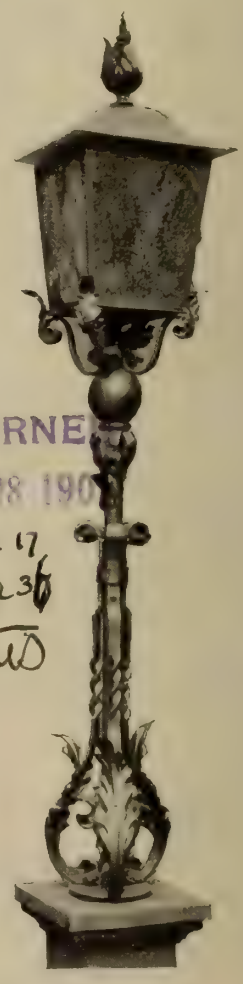
The Spring Time Harvest is Here.

There will be more building than ever this year, and that means a lively demand for plumbing, heating and lighting appliances. You can surely capture the business of your section if you carry our lines which include everything for which there is a demand, and which you can sell at prices that will make the sales.



Plumbing Equipment.

Our "Morrison" Silent, low-tank combination is without an equal. High and low tank combinations, Bath Tubs of all kinds, Lavatories and every plumbing appliance our specialty.



We carry a most complete line of **Gas and Electric Light Fixtures.**

Our stock patterns meet almost every demand, but we can make special designs to order. Prices on this line are most inducing.

Morrison Gas Arc Light.

Heating Appliances.

We have a superior and comprehensive line of these goods and make everything in valves, steam fittings and heating appliances Instantaneous water heaters are one of our leaders.

Get after business, and win by pushing our lines now.

The James Morrison Brass Mfg. Co., Limited

TORONTO, = ONT.

Write us about "Remanet," the modern pipe covering, best non-conductor.

HEATING AND PLUMBING

PLUMBING GOODS IN THE HARDWARE STORE

HEALTH is so needful to personal comfort and national progress that there is every reason for the precautions that are being taken in the principal towns and cities of the country to ensure the observance of hygienic principles in plumbing work, whether it be in the installation of a closet system or the laying of a drain.

These precautions necessitate that any man who desires to engage in plumbing contract work must be equipped with a wide knowledge of its needs, theoretical as well as technical.

Any man who equips himself with the needs of the business may look forward to a large expansion in his plumbing trade, especially in the towns, during the next decade or so. Waterworks systems are being installed almost everywhere; and a demand for plumbing conveniences is the inevitable sequence of waterworks. In the country, too, many of the wealthier farmers are putting in windmills and private waterworks systems.

The question then, is, what share of this is to come to the hardware dealer? The answer must rest with the dealer. If he is prepared to equip himself with the necessary knowledge or to secure the service of a partner or an employe so equipped he is in the strongest possible position for such work. His hardware business necessitates his being on the alert for news of building operations and in looking for contract work such as eavetroughing, roofing, as well for the sale of building material and supplies so he is right on the ground for plumbing and heating work.

Some hardware dealers are not game to go to the trouble of studying the plumbing business or to the expense of employing an expert plumber, but have secured quite a connection in the trade. They have made arrangements with local plumbers to do no contract or repair work but to carry the supplies, giving a liberal margin to the plumber and keeping up the price to the public.

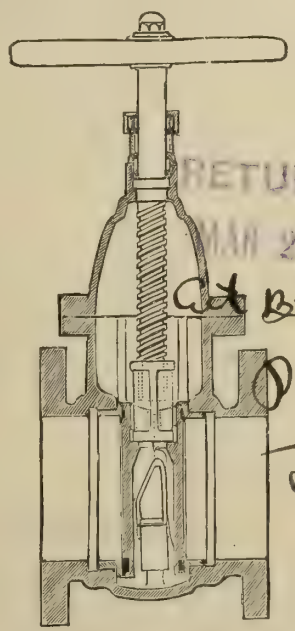
There is money in plumbing supplies for the retailer, and in many towns the hardwareman is the proper person to get this trade.

The "American" Wrench.

The Joseph F. McCoy Co., 157 Chambers street, New York, are manufacturers of the "American" brand of wrenches. These are made of exceptionally strong and durable machinery, grip the pipe firmly, yet releases hold easily on account of the inserted or back jaw being smooth, and they do not slip, crush or mutilate the pipe. They are packed in slide cover wood boxes, ½ dozen in box. Any Canadian house interested in wrenches would do well to write for full particulars regarding the terms on which it is to be offered on the Canadian market.

Water Works Supplies.

THE Fairbanks Company, whose Canadian headquarters are at 747-749 Craig street, Montreal, with branches at Toronto, Winnipeg and Vancouver, have recently added to their stock water works supplies in the shape

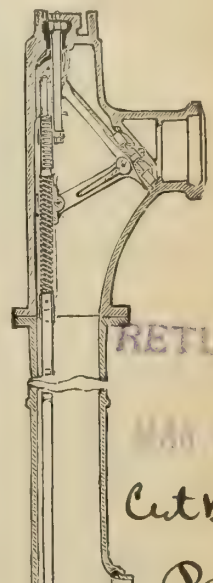


Shirley Gate.

of P. & C. hydrants and Shirley Gate Valves, which are herewith illustrated.

The distinguishing feature of the Shirley gate valve is that it is spherical in shape, and all its surfaces being rounded there are no corners for the water to get into. This is acknowledged by experts to be the right lines on which to build a valve for water. The Shirley valve is bronze mounted, has its gates faced with bronze and also has bronze seat rings which are faced, making a bronze to bronze contact and entirely preventing any rust or corrosion where the gate of the valve comes in contact with the seat.

The valve has a double gate in the preparation of which much ingenuity has been expended, special pains being taken to remedy such defects as experience has shown often to be associated with valves having a double gate. This gate is arranged so that in opening one half starts ahead of the other, therby tending to equalize the pressure of the water upon the gate of the valve and allowing it to be opened with much greater ease than if the gate was solid, or if both parts of gate started at once.



Hydrant.

Another feature in the construction of the gate is the manner in which it is brought against the seat rings, this being done by means of a rocker and a wedge shaped piece placed between the two halves of the gate. Immediately the valve is closed they are forced squarely against the seat rings eliminating much of the wear incidental to a valve having a wedge shaped gate. A free open space is left between the two parts of the gate and there is no possibility of cramping the spindle or of the space becoming filled with scale and mud.

The P. & C. hydrant bids fair to be a strong competitor in the hydrant market since it has several points of advantage.

As will be seen by referring to the cut, this hydrant has a straight barrel

secured through their Winnipeg branch the contract to furnish the hydrants and valves for the water works about to be constructed at St. Boniface. The con- barrel were built in curpes. ...One of the most important points in connection with the hydrant is the positive action of the drip valve which is not actuated by a spring but is worked by the operating rod itself. The rod has a fine thread which closes the drip valve tight when the hydrant is opened, and opens the drip valve when the hydrant is closed. As the drip valve is at the bottom of the hydrant all the water is allowed to run out and moreover no dirt, pebbles, roots or other foreign matter can obstruct it. The valve is left free at all times to perform its duty and there is no possibility of the hydrant freezing. The valve discs are all made of solid rubber and the seats are bronze. As the operating rod and, in fact, all working parts, are made of bronze, no rust or corrosion of those parts can take place.

The Fairbanks Company have recently and an unobstructed water way right through from the in-take to the hose nozzle, which gives a greater force to barrel were built in curves. One of the tract was secured because the purchasers recognized the advantages described above. They were also influenced by the ease of access to the working parts of the hydrant in case any repairs should be necessary. It is not necessary to dig up the hydrant to make repairs for the working parts can be taken out by removing the cap. The Fairbanks Company will furnish further information to any readers who ask for it.

Building Notes.

A new Methodist church will be erected in Berlin, Ont.

A four frame house terrace will be erected on Sargent and Langside streets, Winnipeg, this season.

Fulljames & Holmes are erecting two new frame dwellings on Bannatyne avenue, Winnipeg, this Spring.

The Zion church congregation of Winnipeg, are going to erect a new church on Pacific avenue with a seating capacity of 1,200. The architect is J. Chisholm.

Geo. Persichini is going to erect a new brick apartment block on Cumberland avenue, Winnipeg.

A terrace of three dwellings is going to be erected on Smith street, Winnipeg, by Philip Marrin. The dwellings will be of solid brick and will be three storeys. The architect is Jas. Chisholm.

The Glebe Presbyterian Church, Ottawa, are erecting a $23,000 church on Carling avenue and Lyon street.

A leading builder and contractor of Galt, Ont., says that if building material does not go up in price there will be a greater building boom this season than Galt has seen. He says that many enquiries are being received, and if no set back occurs there will be many houses put up this season.

MacKENZIE, MILNE & CO., Limited
SARNIA, ONT.
IRON PIPE and CASING
FOR
WATER, OIL, GAS AND SALT WELLS,
SIZES up to 10-in. always in stock.

AMERICAN PIPE WRENCH

SOMETHING NEW.

They grip the pipe firmly and release hold more readily than any other pipe wrench on account of the inserted or back jaw being smooth, and do not slip, crush or multilate the pipe.

JOSEPH F. McCOY CO., Selling Agents, 157 Chambers St., New York

J. H. HANSON
422 and 424 St. Paul Street, MONTREAL.
Representing
William Buck Stove Co., Limited. Stoves and Furnaces.
The B. Greening Wire Co, Limited, Wire Goods of every description.
Jobbers and Importers, Hou e Furnishing Lines, Enamel Ware, Bird Cages.
The Eclipse Office Furniture Co., Limited, Snow Shovels, etc.
Also Manufacturers of
High-Class Refrigerators and Plumbers' Cabinet Ware.
CORRESPONDENCE SOLICITED.

The Bowmanville Foundry Co.
BOWMANVILLE, ONT. Limited
Grey Iron Castings, of all kinds.
Stove and Piano Trimmings,
Brass, Copper and **Nickle-Plating**

Jacketed and Cased Cans for Shipping
Paint and Spice Cans
Lye Tins . .
Oil Cans Round and Sq are . .
Jam Tins . .
Caustic Drums Lead and Paint Irons

TELEPHONE MAIN 1729.
Standard Tinware Co.
Manufacturers of
Tinware of all kinds.
Sheet Iron and Steel Ware, Japan Stamped Ware.

100 and 102 Nazareth St.
MONTREAL

S. S. KIMBALL
Manufacturer of
Champion Fire and Burglar-Proof Safes
VAULT DOORS. CASH CARRIERS.
TOBOGGANS AND BICYCLES.
Agent for Dr. Leavitt's

Dehorning Clippers,
Massey-Harris Bicycles, etc.
SECOND-HAND BICYCLES AND SUNDRIES AT BEST PRICES.
24 Years Established at
577 Craig Street, MONTREAL.

Iron Pipe and Fittings, Valves, Tools, Plumbers' Supplies.

You will save money by getting our prices.

ONTARIO LEAD and WIRE CO., Limited

TORONTO, CANADA.

P-H—Pipe that is Pipe

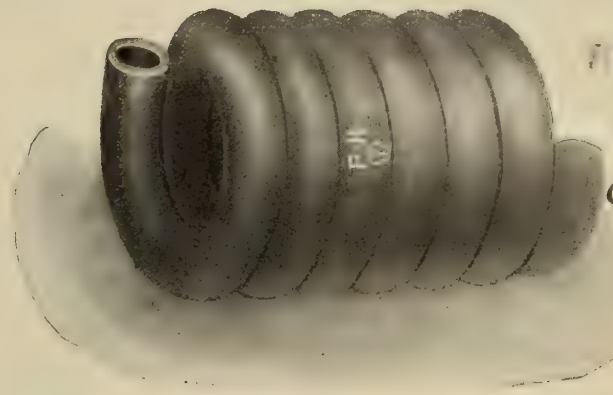
1/4 and 3/8

At the Request of many of our friends who have hitherto been unable to secure a satisfactory grade of ¼ and ⅜ Pipe we decided to manufacture these sizes, and now carry in stock a full line of both. Each length bears our registered Trade Mark and is fully up to our celebrated P-H Standard of ⅜ P-H Pipe.

If your Jobber does not carry this material, write us and we will see that you get it.

Page-Hersey Iron & Tube Co., LIMITED

GUELPH, CANADA.



This Pipe was taken at random from our stock and was bent cold. The inside diameter of the coil is but two inches.

Zero Valve and Brass Mfg. Co.

292-294 Seneca St.,
412-416 Chicago St.,

BUFFALO, NEW YORK.

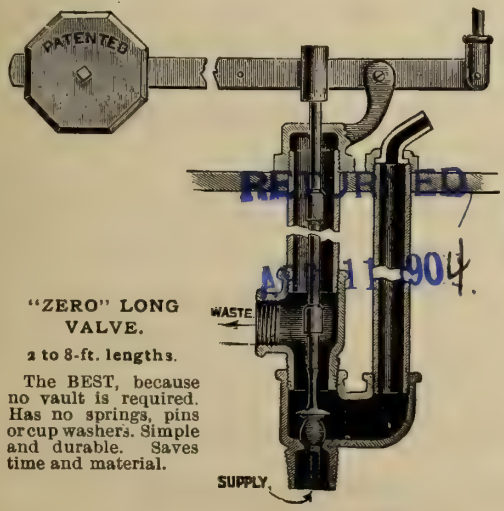
Manufacturers of

VENT CAPS,
VALVE HANGERS,
BRASS FLOOR DRAINS,
SWING SEAT HOPPERS, AND
PLUMBERS' BRASS WORK.

BRASS RAILINGS of all descriptions. (We installed 1,800 ft. in Power House at Niagara Falls.)

ANTI-FREEZING
WATER CLOSETS, HYDRANTS,
STREET WASHERS
AND WATER CLOSET VALVES.

If the closet is outside, use our LONG VALVE and save $5.00 to $10.00.



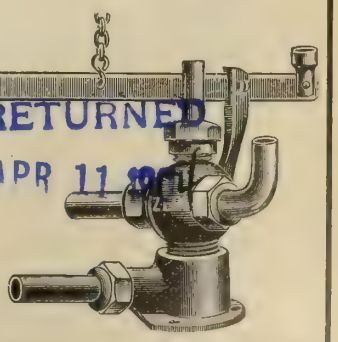
"ZERO" LONG VALVE.

2 to 8-ft. lengths.

The BEST, because no vault is required. Has no springs, pins or cup washers. Simple and durable. Saves time and material.

Our OVAL FAN WASH HOPPER.

Sanitary—durable—cheap.

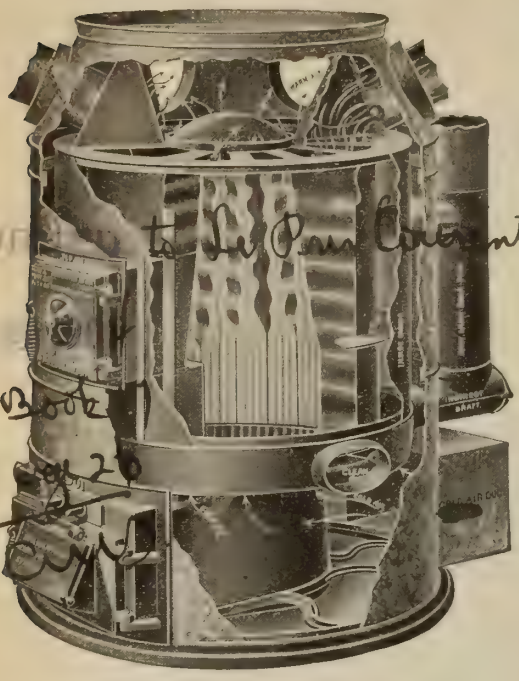


THE OLD ORIGINAL "ZERO" VALVE.

Imitated, but not equalled.
All Brass. Full ¾-in. waste.
OUR VALVES NEVER FREEZE.

Send for catalog.

A GREATER HEATER THAN HAS BEEN.



NOTE PARTICULARLY:—
How Fire-Pot is formed.
How distant rooms are warmed.

MADE IN FIVE SIZES.
Capacities—5,000 to 100,000 cubic feet.
Kelsey Booklet mailed on request

KELSEY Corrugated Warm-Air GENERATOR (Pat'd.)

A Heat-Maker } for the Home,
A Fuel-Saver } Church and School.

3 times as much heating surfaces }
3 times as much air capacity } as any other device with same size of fire pot.

KELSEY Construction assures
ECONOMICAL, EFFICIENT, HEALTHFUL HEATING.

PRACTICAL HEATING MEN AGREE that the KELSEY leads in following important features: MORE HEAT WITH LESS FUEL—LARGER VOLUMES OF WARM AIR—FREEDOM FROM GAS AND DUST—DISTANT ROOMS PROPERLY WARMED — ALL ROOMS EVENLY WARMED AT ALL TIMES — NO HEAT RADIATED IN CELLAR—COOL SMOKE PIPE—SATISFIED CUSTOMERS.

KELSEY DEALERS do not have to compete in the "Just as Good" Class.

24,000 PLEASED KELSEY USERS.

THE JAMES SMART MFG. CO., Limited,
WINNIPEG, MAN. BROCKVILLE, ONT.

IRON

Bars in Flats, Rounds, Squares, Ovals, Half-Ovals, Half-Rounds and Bands. Also Wrought Washers.
GOOD QUALITY. PROMPT SHIPMENT.

London Rolling Mill Co.
Limited,
LONDON, CANADA.

STEEL

RETURNED
JUL 12 1905
To Owner
and Book 37
Page 67

TRADE
PENBERTHY
MARK.

GENUINE

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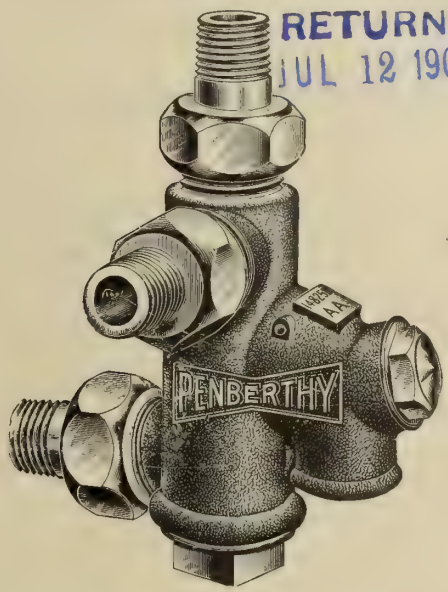
Works High
From 150 lbs.
To 160 lbs.



Works Low
From 22 lbs.
To 25 lbs.

Automatic Injector

Made in Canada

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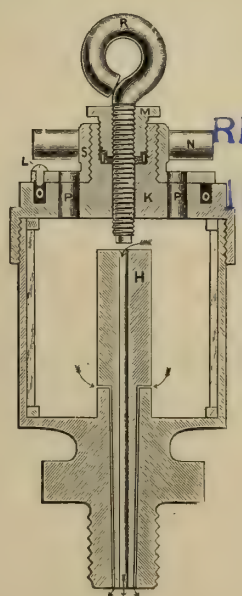

"SAFETY"
CRANK PIN PLUNGER OILER
With Double Feed and Automatic Shut-off

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"SATURN"
PLAIN COMPRESSION
GREASE CUP

3 of 30
Different Styles

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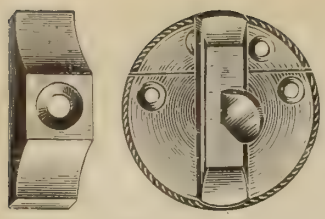
"SLIDE TOP"
PLAIN GLASS OILER
With Regulator

MANUFACTURED BY

PENBERTHY INJECTOR CO., Limited, Windsor, Ont.



JONES & BARCLAY,

BATH ROW, BIRMINGHAM, ENG.

CAST and STAMPED BRASSFOUNDERS

HINGES, CHAIN CASTORS,
PICTURE FITTINGS.

If you have the goods;
We can Sell Them.

COLTART & CAMERON CO., Limited,
WINNIPEG.

Manufacturers
and Shippers of Hardware
Specialties.

LOOKING TO THE WEST FOR TRADE?

COMMUNICATE WITH

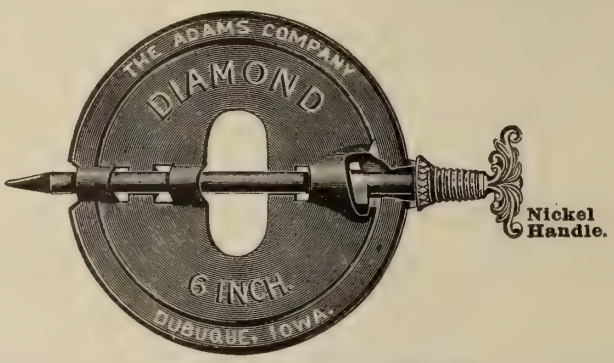
COLTART & CAMERON CO.,

Manufacturers' Agents and Warehousemen, Limited

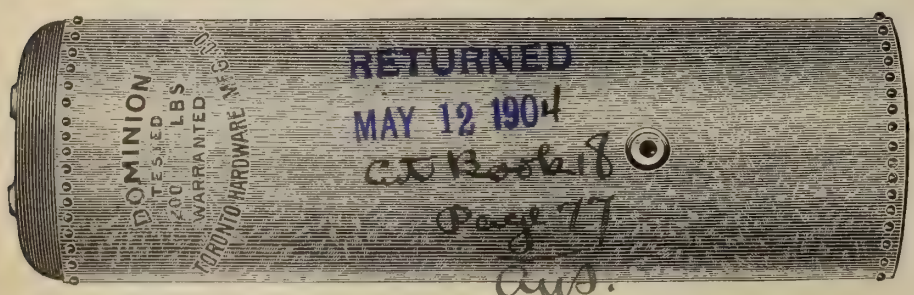
WINNIPEG, CAN.

DIAMOND STOVE PIPE DAMPER.

U S Patent June 25th 1895 Canadian Patent December 14th, 1893.



Made by
THE ADAMS COMPANY, Dubuque, Iowa, U.S.A. TAYLOR-FORBES CO., Limited, Guelph, Ont.



Toronto Hardware Mfg. Co.,

MANUFACTURERS OF

Galvanized Range Boilers,

Cast Iron Soil Pipe and Fittings,

Sinks, Brackets, Bell Traps, Etc.

Send for Catalogue and Price List.

402 DUFFERIN ST., TORONTO.

COVERT MFG. CO.

West Troy, N.Y.

Auto Screw Jack

Harness Snaps, Chain, Rope and Web Goods, etc.

FOR SALE BY JOBBERS AT MFRS. PRICE.

PRIEST'S CLIPPERS

Largest Variety, Toilet, Hand, Electric Power

ARE THE BEST.

Highest Quality Grooming and Sheep-Shearing Machines.

WE MAKE THEM.

SEND FOR CATALOGUE TO
American Shearer Mfg. Co., Nashua, N.H., USA

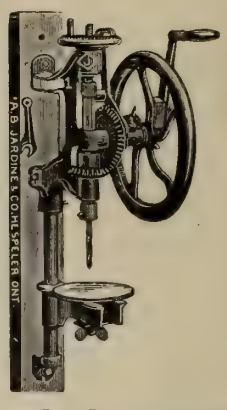
. . FULL STOCK . .

Salt Glazed Vitrified

Double Strength Culvert Pipe a Specialty.

THE CANADIAN SEWER PIPE CO.

HAMILTON, ONT. TORONTO, ONT.
ST. JOHNS, QUE.



TRADE MARK J REGISTERED

Blacksmiths' Hand Drills.

The very best.

A. B. JARDINE & CO.

HESPELER, ONT.

In manufacturing wrapping papers you have to think of the use to which they are put. Our brown and manilla wrapping papers are

FULL COUNT
FULL WEIGHT
AND
FULL STRENGTH

CANADA PAPER CO.

Limited

Toronto, Montreal and Windsor Mills Que.

Wholesale Hardware Trade in the West

By Cora E. Hind.

IN no line of trade is the divergence of the West and East more marked than in that of hardware. Lying 1,500 miles from any manufactures the Winnipeg hardware confronted with the problem of providing, while the cheap water rates were in force, a stock of goods that would carry them over the period when navigation should be closed. From its first inception the hardware jobbing trade meant an unusual outlay of money not only in stock but in buildings.

In something less than thirty years Winnipeg has emerged from the state of having no wholesale hardware houses to having the very finest and largest in the Dominion of Canada, and with very few rivals in the big cities to the south of the line. It is an everyday story for Eastern hardware jobbers to stand somewhat aghast at the enormous buildings for this business that have been erected in the past few years and yet there are already others under way that will out-top those already built by at least a storey.

The energy and enterprise that has built the wholesale hardware trade of the West is represented by men that are still considered young men even in the West.

Geo. D. Wood & Co.'s Wholesale Warehouse.

GEO. D. WOOD & CO.

One of the oldest established and largest wholesale hardware houses in the West is that of Geo. D. Wood & Co., as the beginning of their business in the West was the sending of a stock of hardware by Wood, Vallance & Co., of Hamilton, to the then little known post of Fort Garry or Winnipeg, away back in the "sixties," when Alex. Begg succeeded in firing the merchants of Hamilton with the grand opportunities for trade on the banks of the Red River. From that small beginning the house has grown first to a branch of the Hamilton house, later to a separate company and lastly to the enormous warehouse represented in the cut. From bottom to top this great warehouse is full of shelf and heavy hardware, and in addition an enormous track warehouse is also found necessary to care for the stock required at this point.

This house has still interests in common with the one in Hamilton, but is in all respects a purely Western house and controls the trade from Port Arthur to the Rockies. In erecting the present home of the firm care was taken to provide ample space for bar iron, in which a tremendous trade is done, and the iron house on the ground floor is one of the finest in the whole of Canada. George D. Wood, head of the Winnipeg house, is one of Winnipeg's best known citizens. Though never going in for public life he has taken a keen interest in the welfare of the city and has contributed his full share to its schemes of

Warehouse of The J. H. Ashdown Co., Limited.

philanthropy and beneficience. In erecting the new premises one of the departments that received the greatest personal care from Mr. Wood, were the offices for the large working staff. They are well lighted, well ventilated and commodious, so that the employes may be able to accomplish the maximum of work at the minimum expenditure of energy.

THE J. H. ASHDOWN CO., LIMITED.

To mention the hardware trade in Manitoba and not speak of J. H. Ashdown would indeed be Hamlet with Hamlet left out. There is no man in the West more frequently quoted to the rising generation as an example of what diligence and enterprise can accomplish than the head of the present company, "The J. H. Ashdown Company, Limited."

Mr. Ashdown came to the West sometime in 1869. Begg, in his "Ten Years in Winnipeg," says of him: "James H. Ashdown arrived in Winnipeg shortly before the rebellion, and started a small tinsmith's shop on Post Office street. Unfortunately for him, however, he became mixed up in the troubles of the country, and was held for some time in durance vile, a prisoner at Fort Garry, during his sojourn in which his shop remained closed to the great loss of the owner. After his release Mr. Ashdown bought out one Moser—a tinsmith who left for the States—and by strict attention his business and hard work began to build up a good trade." This attention to business and hard work have characterized Mr. Ashdown from that day to this, so that perhaps in this country of great possibilities it is not surprising that the small shop on Post Office street should have grown to the stately wholesale warehouse represented in the cut, to a retail house almost as large as the wholesale and to a number of branch retail businesses in various towns throughout the West. The formation of the concern into a limited company is only a few years old, and up to that time J. H. Ashdown was the moving spirit that kept in touch all the ramifications of this vast business. Apart from his own business Mr. Ashdown has taken an interest in both civic and political matters, but the greater portion of his leisure time has been devoted to the development of the Y. M. C. A., and he has also been a warm friend of "The Children's Home." One wholesale warehouse is so like another in its stock that it would be tiresome to describe them. It might be mentioned, however, that this house carries stoves in addition to hardware of all kinds.

The Marshall Wells Co. and Merrick, Anderson & Co.

MILLER, MORSE & CO.

Miller, Morse & Co. is another of the well established hardware houses. For many years they have occupied comfortable and convenient premises on Princess street, but they have found these too straightened for their growing business. Last year they procured a track frontage immediately in the rear of their present quarters and extending from street to street. On this they erected an iron house one storey and basement, fronting on Bannatyne avenue, and it is understood that this coming season they will erect a seven storey warehouse on the balance of their lot with frontages on Adelaide street and McDermott avenue. Messrs. Miller, Morse & Co., are both comparatively young men and appear to devote themselves entirely to the development of their business interests.

THE JAMES ROBERTSON CO., LIMITED.

The James Robertson Company, Limited, have been in the wholesale hardware trade in the West for many years. They occupy premises on Pacific avenue east, but these have been erected for a number of years. The stock carried is that of general hardware and metals, and the present manager is W. C. Reaman.

THE MARSHALL WELLS COMPANY.

The Marshall Wells Hardware Company is the last one to join the ranks of hardware houses in the Canadian West. For about twelve years the Marshall Wells Company, of Duluth, sent representatives through the Canadian West, and finding the outlook good it was decided to form a Manitoba house. An entire new company was formed and a handsome warehouse erected on Bannatyne avenue east. Although there is American capital in the company it is in every other respect distinctly a Western Canadian house, and controls trade from Fort William to the Rockies. The warehouse erected three years ago, though five storey in height, has already grown too small for the growing business, and plans are now under way

SPRING HARDWARE

GEO. D. WOOD & CO.,

WINNIPEG, - MANITOBA.

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Aus.

WOOD, VALLANCE & CO., Hamilton, Ontario.

TORONTO OFFICE, 94 Bay St.

WOOD, VALLANCE & LEGGAT, Limited, Vancouver, B. C.

Iron, Steel, Nails, Barb Wire, Plain Wire, American Wire Field Fence,
SOLE AGENCY, MANITOBA and N.W.T.
Building Paper, Glass, Paints, Oils, Churns, Spades and Shovels, Harvest Tools, Axes, Saws, Cordage, Builders' and Contractors' Supplies,

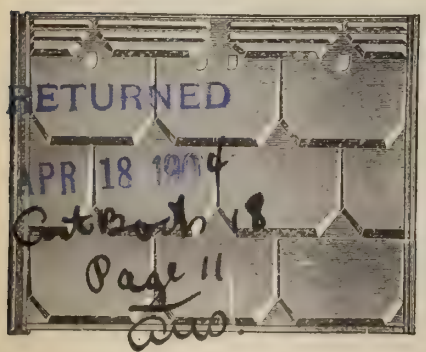
Mechanics' Tools, Screen Doors and Windows, Hollow Ware, IXL Cutlery, Rodgers' Cutlery, Boker's Cutlery, Ammunition, Guns, Rifles, Revolvers, Traders' Supplies, Refrigerators, Woodenware, Tin and Granite Ware.

LETTER ORDERS RECEIVE PROMPT ATTENTION.

FIREPROOF BUILDING MATERIALS.

"Manitoba" Steel Siding has been used upon almost every grain elevator in Manitoba and the Territories.

"EASTLAKE" STEEL SHINGLES.



Fire, lightning, wind and weather proof, ornamental, durable and cheap.

The standard roofing for all kinds of buildings.

We carry a complete stock of "Eastlake" Shingles and "Manitoba" Siding in the "Medium" grade.

Full Information Cheerfully Furnished Upon Application.

MERRICK, ANDERSON & CO.
WINNIPEG.

to erect a seven storey warehouse. The house carries a full line of shelf and heavy hardware, iron and steel and lumbermen's and miners' supplies and stoves. W. G. McFarlane has managed the house since its opening in Winnipeg. Mr. McFarlane is one of the young men who has grown up in the hardware business in the West, having at one time travelled for J. H. Ashdown & Co., and afterwards for the Marshall Wells Co., before the Winnipeg company was formed. He is among the youngest managers of large wholesale concerns in the West and incidentally is an ardent curler.

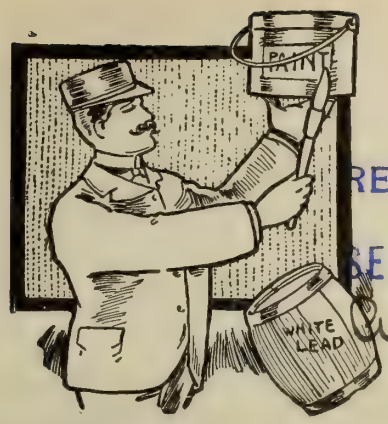
THE M'CLARY MFG., COMPANY.

This company opened a branch here as early as 1882 in a small warehouse on Point Douglass avenue, and afterwards an up-town showroom. Three years ago the company built a fine warehouse 55x135, and four storeys high. Last year they found it necessary to add two additional storeys, and now carry a very large stock of stoves, enamel ware, tinware, metals, galvanized iron, Canada plates and tinsmiths' supplies. The Winnipeg branch is still in charge of Mr. W. J. Driscoll, who opened for the company here in 1882, and this house controls all the business of the company from Port Arthur to the Rockies.

MERRICK, ANDERSON & COMPANY.

This house is rather unique in the hardware business in that Merrick & Anderson act as manufacturers' agents for some dozen or more allied of kindred trades. The house has been established in Winnipeg since 1882, and there are no two better known men in the West than George A. Merrick and T. A. Anderson. A few years ago they erected for themselves a fine warehouse on Bannatyne avenue east, the building having a frontage of 77 feet by a depth of 90, and

Winnipeg Home of The McClary Manufacturing Co.



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HERE'S YOUR TRADE if you want it.

Paints pay well, because they sell well and sell quickly.

Paints pay well if you have "paints that pay."

Paints that pay are high-grade paints. To make it short

RAMSAY'S PAINTS

always the best—always ready to help you to a paint trade.

Ramsay's Paints get publicity in newspapers, on billboards and in hundreds of ways.

They are known in your town. Have you got them?

A. RAMSAY & SON **MONTREAL** | **EST'D 1842** | **THE PAINT MAKERS**

THE BEST MINE IN THE WORLD

We are Miners and Manufacturers of

DRY COLORS

all shades

90 to 95 per cent. of peroxide of iron.
Goods sold pure.

No chemical uses. Sold in good and strong barrels, all lined with paper.

ENQUIRIES SOLICITED

The Champlain Oxide Co.

Three Rivers, Quebec, Canada.

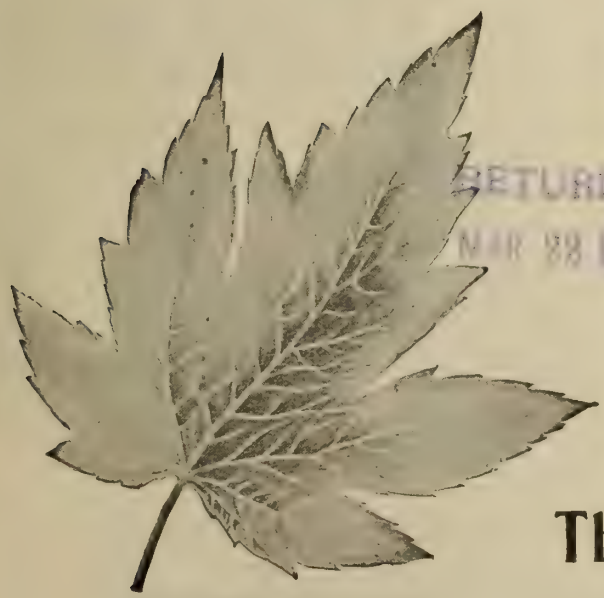
Color Works:
Champlain, P.Q.,
Canada.

Office:
26 Des Forges St.,
Three Rivers.

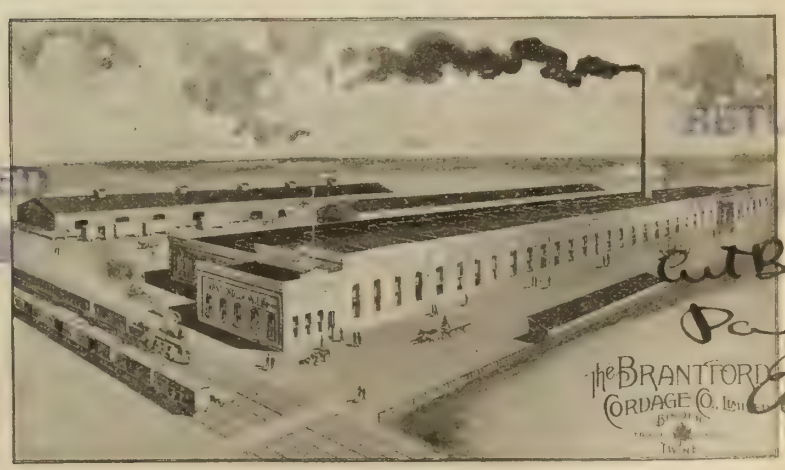
"THE 4 MAPLE LEAF BRANDS"

GILT EDGE ---650 ft.
GOLD LEAF ---600 ft.
SILVER LEAF---550 ft.
MAPLE LEAF---500 ft.

Best in Quality
Product of Canadian Industry.
Growing in Popularity.



REGISTERED TRADE MARK.



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The Brantford Cordage Co., LIMITED.

Brantford, - Canada.

being five storeys and a basement. The lines represented by this house include "Grand Jewel" stoves, "Monarch" malleable steel ranges, furnaces, scales, paints, stamped and enamelled tinware, steelware of all kinds, building paper, jute and cotton bags, pumps, sewing machines and many other lines.

In addition to the houses that may be considered exclusively Western, Caverhill, Learmont & Co., and the James Smart Manufacturing Company have branches here. The Gurney Stove Company has a large warehouse here and nearly all of the well-known Eastern stove manufacturers are well represented, but this article has only sought to deal with what may be termed truly Western wholesale houses for hardware and kindred lines.

Nearly all the houses mentioned have excellent track facilities and are modern in the full sense of the term. All are doing well and there are no men in the West that are more highly valued for the pioneer work they have done than the wholesale hardware merchants.

PERSONAL MENTION.

Mr. Geo. Caverhill, of Caverhill, Learmont & Co., is in Atlantic City, N.J.

Mr. Archie MacFarlane, of A. MacFarlane & Co., Montreal, was in New York this week on business.

Mr. Gordon Seybold, of the Seybold, Sons & Co., Montreal, left on Tuesday morning for a business trip to Ottawa and other points in Ontario.

Mr. Stanley, of Stanley Rule and Level Co., New Britain, Conn., and Mr. Peck, the sales manager of the company, were in Montreal last week visiting the hardware trade.

Mr. Henry J. Fuller, manager of the Fairbanks Company, Montreal, left this week for a month or six weeks' visit to Winnipeg and Vancouver to inspect the company's warehouses in those cities.

Mr. R. J. Soden, who has recently been appointed sales agent for the West for the Nova Scotia Steel and Coal Co., was in Montreal last week in the interests of his firm. Mr. Soden is visiting Toronto this week.

Mr. Henry Stromberg, of Jaffe & Sons, Manchester, Eng., who has been in Canada consulting with Mr. Alexander Gibb of Montreal, agent for his firm, and visiting the Canadian trade, has returned to England.

Mr. George E. Drummond, of Drummond, McCall & Co. Montreal, president of the Canadian Manufacturers' Association, left for England last week. Mr. Drummond will represent the Canadian Manufacturers' Association at the dinner of the London Chamber of Commerce on March 25th. This is a gathering of great importance at the present stage of the English fiscal fight and no doubt President Drummond's remarks will attract great attention. He will explain the attitude of the Canadian Manufacturers' Association towards the Chamberlain tariff proposals.

IMPROVING THEIR RANGE.

THE Western Foundry Co., Wingham, Ont., are determined to keep the good wishes of the trade as well as the Canadian public. They write under date of March 11, as follows:

"We are entirely re-dressing our Crown Huron range for this year and feel sure that after you have seen a sample that you will pronounce it to be the finest range ever produced for the money. We might state that the improvements which we are adding will not in any way affect or alter the interior construction of the range, as this we found to be so perfect as to be beyond improvement.

"It has been our experience since placing the 'Crown Huron' upon the market that 'in nine cases out of ten' it has sold itself while standing on the dealer's floor. Thus requiring practically no effort on the part of the salesman to consummate the sale, its characteristic dignity of design, uniformity of oultine, smooth perfect castings, and well finished appearance, immediately capturing the purchaser's eye.

"Being desirous, however, of keeping well in advance of our competitors, we have made such improvements in its exterior appearance that will make it, if possible, a more popular and better seller than ever, and we fell confident that it is destined to become in a very short time the leading range on the Canadian market.

"It is 'up to' every live and energetic dealer, therefore, who is desirous of securing the most modern and up-to-date as well as moderate priced range on the market, to immediately secure for himself the agency for the 'Huron' line and thus have upon his floor goods with which he can meet any and all competition.

"We take this opportunity of also advising you that we are making extensive additions to our line of patterns, embrasing a full line of coal and wood heaters, and which when completed will be the newest and most modern line of heaters on this market.

"Not belonging to any association or trust, we are in a position to assure you that our prices will be such as to enable you to command the trade in your vicinity.

"It is our aim and intention to be represented in every town throughout Canada, and we hope, therefore, to have the pleasure of receiving an application from you for the agency of our line."

$2 FOR THIS SMALL SUM THE $2

MANUFACTURER and SUPPLY MERCHANT

may keep posted on new openings for trade.

The CANADIAN CONTRACT RECORD

reports weekly all projected building and other construction works throughout Canada as well as new business enterprises.

Send your name and address with $2 for a year's subscription to

Canadian Contract Record

$2 TORONTO and MONTREAL $2

Buy the Best.

HERCULES

Sash Cord.

Star Brand Cotton Rope
Star Brand Cotton Clothes Lines
Star Brand Cotton Twine

For Sale by all Wholesale Dealers.

TRUCKS

for Warehouse and Factory.

Save You Money
Do Men's Work
Draw no Salary

Our Trucks are guaranteed satisfactory. Turn in their own length.

MADE IN CANADA.

H. C. Slingsby for Canada.

Factory, Ontario Street, Temple Building, MONTREAL.

Want Ads.

In this paper cost 2 cents per word first insertion, 1 cent per word subsequent insertions. Contractions count as one word, but five figures (such as $1,000) may pass as one word. Cash remittance to cover cost **must in all cases** accompany orders, otherwise we cannot insert the advertisement. When replies come in our care 5 cents additional must be included for forwarding same. Many large business deals have been brought about through advertisements of 20 or 30 words. Clerks can be secured, articles sold and exchanged, at small expenditure.

MacLEAN PUBLISHING CO., Limited
Montreal and Toronto.

SOLID STEEL SCISSORS

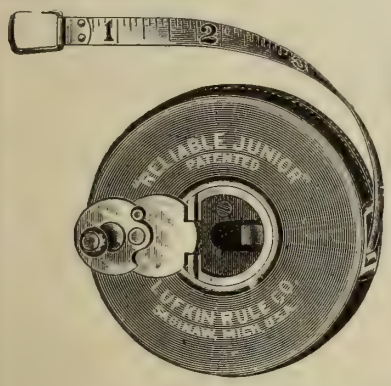
Made in Canada and fully warranted.

You will save money and give your customers better satisfaction by placing your cutlery orders with

BAILEY CUTLERY CO., Limited

BRANTFORD, ONTARIO.

Razors, Shears, Scissors, Tinners' Snips and Butcher Knives.



LUFKIN MEASURING TAPES

Steel, Metallic, Linen, Pocket, Ass Skin, Pat. Leather, Bend Leather, Etc.

ARE THE BEST AND MOST POPULAR TAPES IN THE WORLD.
YOUR STOCK IS NOT COMPLETE WITHOUT THEM.

LUFKIN RULE CO., Saginaw, Mich, U.S.A.

New York City Branch—280 Broadway.

For sale by ALL PROMINENT CANADIAN HARDWARE JOBBERS.

DON'T TAKE OUR WORD

only: Write to some of our agents. They will tell you what they know and their experience. It is **their** word that should persuade you.

Colonial Poultry Food
Colonial Stock Food

are priced as follows:

Colonial Poultry Food:

Packed in 3 and 6-doz. cases
1-lb. cartons.

Retails at 25c. per pkge.;
costs $1.25 per doz.

Colonial Stock Food:

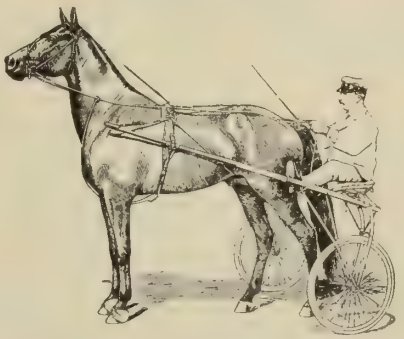
6-doz. 10c. pkgs., @ .75 doz.
3-doz. 25c. " @ 2.00 "
Holds almost 3 lbs
2-doz. 50c. pkgs., @ 4.00 doz.
Holds 6 lbs.
25-lb. Pails, - @ 1.30 each.
Retails for 2.25.

These prices are far below what other foods of less worth are sold at. Others spend much money—which is taken from the dealer—on costly and ineffective advertising. We give the dealer better advertising and better prices.

WRITE US FOR THE AGENCY

THE COLONIAL STOCK FOOD COMPANY
TORONTO.

DAN PATCH, 1.56¼



World's Champion Harness Horse.

COLDWATER, ONT
HARDWARE & METAL,
TORONTO.

Dear Sirs:—Your favor of the 29th January to hand re International Stock Food. I have only had their agency for about three months, and must say I have had great results and the best of satisfaction from International Stock Food.

International Stock Food not only pleases the merchant who sells it, but also makes a customer for me at every place where I put the goods in. International people know how to advertise so well that I have scarcely any effort in selling their food, as the farmer understands exactly what he wants from the way the firm advertises direct to the farmer. I have never handled a line of goods that gave me better results. Yours truly,

(Sgd.) H. M. BORLAND.

INTERNATIONAL STOCK FOOD

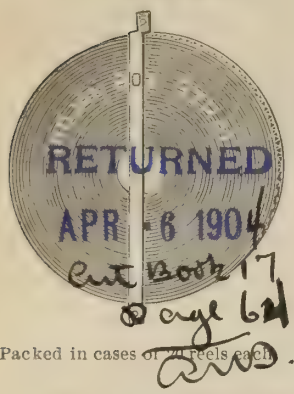
INTERNATIONAL STOCK FOOD will prove the best specialty line you ever handled, being a ready seller and netting you a large per cent. of profit. Over 40,000 dealers are to-day handling these goods, among them being many hardware men. We are anxious to increase the number of our agents, and would like to have you drop us a card so that we can furnish you with full particulars of our Special Dan Patch Lithograph Offer.

Address at once

INTERNATIONAL STOCK FOOD CO.,
TORONTO, CANADA.

A LARGE COLORED LITHOGRAPH OF DAN PATCH FREE TO ANY READER OF THIS PAPER.

Made in 4 widths, 1in.in½, ⅝, ¾ ad



Packed in cases of 20 reels each.

IMPROVED TROJAN BOX STRAP

A continuous band, **not riveted strips of sheet steel like others on the market.** So far ahead of other lines that it is in a class by itself.

Also plain TROJAN HOOP IRON. Made in different widths and gauges. Put up on coils of about 2,000 ft. each. Packed 500 lbs. to the barrel.

NO WASTE. STRONG and HANDY.

GET SAMPLES AND PRICES.

J. N. WARMINTON,

43 Scott St., TORONTO. 207 St. James St., MONTREAL.

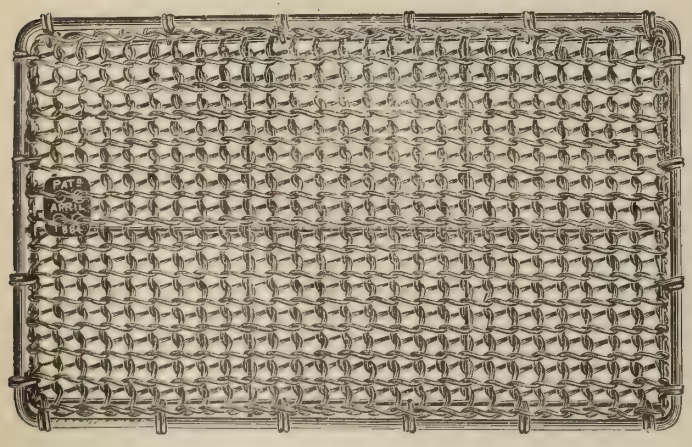
American Steel & Wire Co.

New York Empire Building
Montreal N. Y. Life Building
Chicago The Rookery

BARBED WIRE GALVANIZED PLAIN WIRE
PLAIN TWIST CABLE FENCING

Telegraph and Telephone Wire; Mattress, Broom, Weaving Wires of every description; Rail Bonds, Bale Ties, Special Wires for all purposes, Springs, Horse Shoes, Wire Rope, Cold-drawn Steel Shafting.

Wire Door Mats



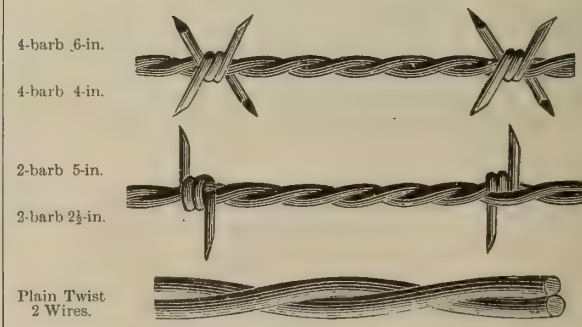
The most durable, cleanest and perfect sanitary Mat made.
Has been on the market for 20 years.
All sizes and shapes made to order.
For stock sizes see catalogue.

THE B. GREENING WIRE CO.
LIMITED.
HAMILTON, ONT. MONTREAL, QUE.

FENCING

MANUFACTURED BY

Dominion Wire Manufacturing Co.
LIMITED
MONTREAL AND TORONTO.



Coiled SPRING Galvanized Fence.

BRIGHT and GALVANIZED FENCE STAPLES,
1¼ to 2 INCHES.

ANNEALED WIRE
FOR BALING

HAY — PULP — PAPER — RAGS — SHINGLES—ENC

BUY DOMINION GOODS

SATISFACTION GUARANTEED.

75c.

What I charge retail for silver-plating a half-dozen teaspoons.

I give the retail hardwaremen a better price than this.

Get business from your customers for us both.

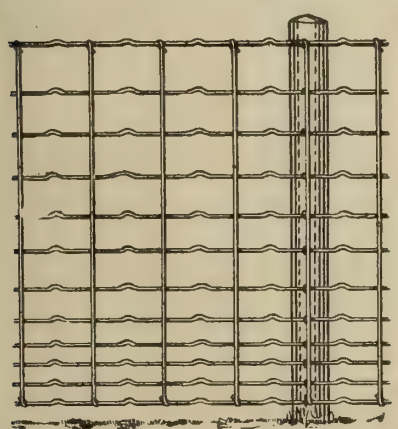
D. SUTHERLAND
Electro-Plater,
112 Church Street, - - TORONTO

WIRE NAILS
TACKS
WIRE

Prompt Shipment

The ONTARIO TACK CO.
Limited
HAMILTON ONT.

Electrically Welded
WIRE FENCING



THE NEATEST, STRONGEST AND MOST DURABLE WIRE FENCE IN THE WORLD.

All made of No. 9 best galvanized Steel Wire, without any twists, locks, or other fasteners for cross wires, on which snow and ice can lodge, and thus hold moisture and cause rust.

And the cheapest fence in the world, according to weight of metal used.

All stay wires only twelve inches apart, and meshes must retain uniform shape, as wires cannot slip from proper position,

Large discounts allowed off List Prices.

Price lists forwarded on application to

Dominion Fence Co., Limited,
17 Toronto St., TORONTO.

IRONSIDE FOR IRON

Our Specialties are **British** and **Foreign Iron** and **Steel, Metals, Bars, Plates, Sheets, Bolts** and **Nuts, Tin Plates, etc.**

We are sole Licencees for **Page's Patent Wire Stretcher** and also for **Ironside's Paten Wire Cutters.**

We Publish Monthly a "CANADIAN METAL PRICE LIST," giving quotations in Dollars and Cents, (C.I.F.) also "WEEKLY MARKET REPORT."

Let us have your name and address for "PRICE LIST" and "MARKET REPORT."

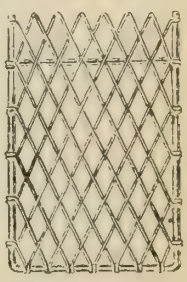
IRONSIDE, SON & CO., 16 Water Lane, Great Tower St., E.C., **London, England**

SPRINGS
FLAT—SPIRAL OR VOLUTE
INTERESTING CATALOG MAILED ON APPLICATION
THE WALLACE BARNES CO.
BRISTOL CONN.

WE MANUFACTURE A COMPLETE LINE OF

Wire and Iron Work,

Wire Window Guards,
Iron Fencing, Cresting,
Stable Fittings,
Fire Escapes, etc., etc.



New general catalogue now ready—You should have it for reference.

DENNIS WIRE & IRON CO.
LONDON, ONT.

DILLON HINGE STAY FIELD FENCE

Sold to the trade only.

CAVERHILL & LEARMONT, Agents
at Montreal and Winnipeg.

Manufactured and sold by
OWEN SOUND WIRE FENCE CO., Limited
Owen Sound, Ont.

Improved Potts Iron.

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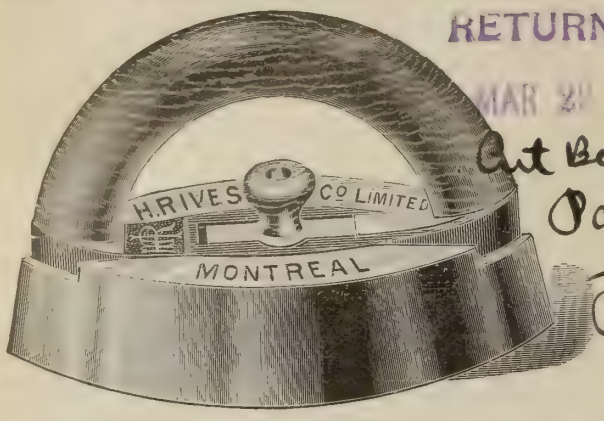


This Iron is the most finely finished Potts Iron made.
The only Iron **ground perfectly true**

NO. 50 IS FULL NICKELED, TOP-SIDE AND BOTTOM
NO. 55 IS FINELY POLISHED IN LIKE MANNER

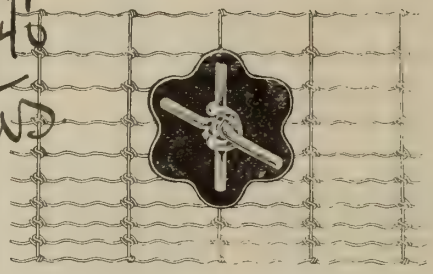
—MADE SOLELY BY—

THE H. R. IVES COMPANY,
LIMITED
Montreal.

For sale by by all Hardware Houses. Prices same as old Pattern.

Sells at Sight
THE FARM FENCE
That Your Customers Want.

THE IDEAL



Woven Wire Fencing

is made to last and give good service. Is strictly up-to-date, and is the best value to be had in wire fencing.
Every style for every purpose in either heavy or light fencing.
THE LOCK CANNOT SLIP AND WILL NOT RUST.
Unexce led for strength, durability and service.
Write for catalogue showing fencing and gates, with prices and discounts.
COILED-SPRING WIRE, best quality, shipped promptly.

THE McGREGOR-BANWELL FENCE CO.,
WALKERVILLE, ONT. Limited

MERRICK, ANDERSON & CO., WINNIPEG,
Sole Agents f r Manitob a and N.W.T.

MADE IN FOUR WIDTHS.
¼ inch, ⅝ inch, ¾ inch and 1 inch.
PATENTED IN ALL COUNTRIES.

WE STRAP THE WORLD!

Cary's Universal Box Strap

A CONTINUOUS Metal Strap with a series of raised bosses along the edges, to strengthen same and protect nail heads. Put up in coils of 300 feet each, and packed 20 coils in a case. On each coil we put our patent metal reel frame, making it a complete reel.

MONTREAL HEADQUARTERS: **E. F. DARTNELL, 180 St. James St.**
BELL TELEPHONE MAIN No. 2382.

ROGERS' HARDWARE STORE
TORONTO JUNCTION, ONT.

Shelf and Heavy Hardware
White Lead and Oils,
Mixed Paints and Glass,
Plumbers' Goods.

Sporting Goods
Lacrosse, Golf
Baseball, Cricket and
Bicycle Supplies.

Souvenir Stoves and Ranges
Tinware,
Graniteware,
House Furnishings.

"WE EITHER CARRY IT IN STOCK, WILL GET IT FOR YOU, OR IT ISN'T MADE."

SALTER TYPEWRITER

MANUFACTURED BY

Geo. Salter & Co., West Bromwich, **ENGLAND**

Visible Writing, Permanent Alignment, Automatic Ribbon Reverse, The Best Manifolder, The Best Stencil Cutter.
Price, £14:14:0, Complete.

SALTER TYPEWRITER CO.

HEAD OFFICE—27 Martineau Street,

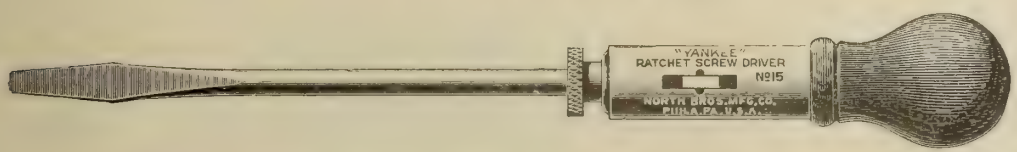
AGENTS WANTED

BIRMINGHAM, ENGLAND

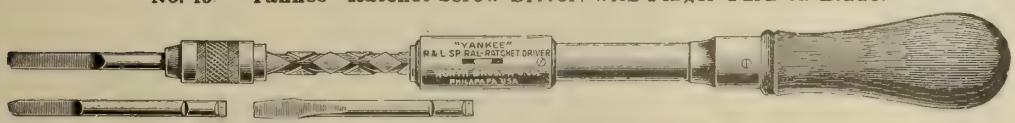
Other Tools are very good Tools, but

"YANKEE TOOLS"

ARE BETTER

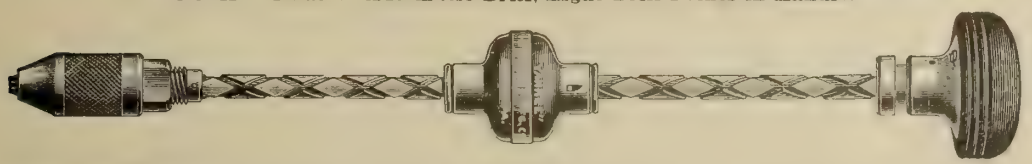


No. 15. "Yankee" Ratchet Screw Driver, with Finger Turn on Blade.

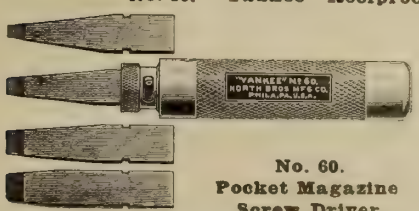


No. 30. "Yankee" Spiral-Ratchet Screw Driver, Right and Left Hand.

No. 41. "Yankee" Automatic Drill, Eight Drill Points in Handle.



No. 50. "Yankee" Reciprocating Drill for Iron, Steel, Brass, Wood, etc.



No. 60. Pocket Magazine Screw Driver.

Our "YANKEE" Tool Book tells all about them. Mailed free on application. . . . . .

Manufacturers also of

LIGHTNING, GEM and BLIZZARD Ice Cream Freezers.

Toy Freezers, Ice Shaves and Ice Chippers.

Fluting Machines, Hand Fluters.

Sold by Leading Jobbers in Canada.

NORTH BROS. MFG. CO.,

Philadelphia, Pa., U.S.A.

The Toronto Silver Plate Co. Limited

SILVERSMITHS AND MANUFACTURERS OF

ELECTRO SILVER PLATE

OF EVERY DESCRIPTION

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MAR 28 1904

No. 013, Baking Dish.

Not in the Trust.

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MAR 28 1904
Cut Book 17
Page 39.
and

No. 0224, Fern Dish.

RETURNED
MAR 28 1904

No. 525, Tureen.

We are starting out the new year with a great number of new lines, both in Hollow Ware and Flatware. Our travellers are now out with illustrations and samples of same.

FACTORIES AND SALESROOMS:

West King Street, TORONTO, CANADA.

E. G. GOODERHAM, Managing Director.

MARKETS AND MARKET NOTES

QUEBEC MARKETS.

Office of HARDWARE AND METAL,
232 McGill Street.
Montreal, March 18, 1904.

Hardware.

THE freight blockade is now lifted and the railways are accepting consignments for points on both main and branch lines. After the long delay the railroads have more business than they can handle and in all probability it will be some weeks before a return to normal conditions can be expected. Wholesale houses complain that owing to the congestion of traffic they can not get supplies from the United States. Miles of freight cars are stalled at Buffalo and other points and it will be several weeks before supplies will be obtainable. Wholesale houses say that orders received this week are equal to the corresponding week in 1903 but there is not a sufficient increase to compensate for the slackness of a few weeks ago. Many jobbers have come to the conclusion that a good proportion of the trade lost during the snow blockade is lost for good.

There are few changes to report. Proof coil chain is being sold a trifle cheaper but as there is no agreed price it is impossible to quote. Wooden tubs are about 5 per cent. higher. Sashcord has been advanced again.

Sap Spouts—These are in splendid demand this week. The price is $6.75 per 1,000. Cook's sugar bits are selling at 50 per cent. off list.

Churns—Inquiries for churns are numerous and there has been considerable business during the last few weeks. The discounts on "Favorite" are 40 and 15 per cent. f.o.b. Montreal and 30 and 10 per cent. f.o.b. factory.

Poultry Netting—Some shipments are being made this week but the greater number of orders received have been for April delivery. Business is still brisk. Prices remain firm at former quotations. Discounts are, for 2-inch 19-gauge standard extras are 60 and 5; for 2-inch 16-gauge, the discounts are 55 and 5 per cent.

Galvanized Poultry Netting Staples—In steady request at the following prices: Sizes 5-8, 3-4, 1, 1 1-8, 10-lb boxes, $12.50 list; 25 and 50-lb boxes, $12.25 list; 100-lb boxes, $12 list. Less 57 1-2 per cent.

Bed Staples—The discounts on lists of B. Greening Wire Co. and Montreal Rolling Mills Co. is 57 1-2 per cent. The discounts on the Dominion Wire Company's list are 25 and 2 1-2 per cent.

Blind Staples—The discount is 40 per cent.

Boxwood Rules—Discounts range from 52 1-2 to 50 per cent. off list.

Hardwood Step Ladders—As noted last week, prices are not uniform and it is impossible to quote with exactitude, but there has been a general advance of about 20 per cent.

Wooden Goods—All lines of woodenware are firm in price. Some lines of wooden tubs have been advanced about 5 per cent.

Heavy Screw Hooks and Hinges—The price of size 12 inches and upwards has been fixed at $3.25 per 100 lbs, which is a decline of 25 cents; the price of 6, 8 and 10-inch sizes is $4.25, which is a decline of 25 cents per 100 lbs.

Lawn Mowers—The demand continues steady at the following unchanged prices: With 8-inch wheel, sizes 12, 14 and 16, $2.65 each; with 9-inch wheel, size 12, $3; size 14, $3.12 1-2; size 16, $3.25 each; Philadelphia pattern, size 12, $3.25, size 14, $3.50; size 16, $3.75 each; High Wheel, size 12, $4; 14, $4.25; 16, $4.50; 18, $4.75; 20, $5.25 each.

Garden Hose—Like other lines of lawn goods, garden hose is in excellent request this week. The discounts are: Trade, 75 per cent.; Western, 65 and 10 per cent.; White, 40 and 10 per cent.; Maroon, 40 and 10 per cent.; cotton, 60 per cent.

Harvest Tools—The discount is 60 per cent.

Spring Hinges—In steady request at the following prices: No. 5, $17.25 per gross; No. 10, $18 per gross; No. 20, $10.50; No. 120, $20; No. 51, $9.25; No. 50, $27.50.

Game Traps—The discount on "Victor" is 72 1-2 per cent. and on "Hawley and Norton" 60 and 2 1-2 per cent. An occasional order is still being received.

Wire Nails—There is some inquiry for Spring shipment. We quote again as follows: $2.40 per keg carlots, and $2.45 per keg in small lots f.o.b. Gananoque, Montreal, London, Hamilton, Toronto, Brantford, and St. John.

Cut Nails—Prices are steady but there is very little business. We quote $2.30 per keg f.o.b. Montreal, Toronto, Hamilton and St. John.

Fence Staples—Prices are as follows: $3 per 100-lb keg for galvanized, and $2.80 for bright; 25 to 50-lb packages, 25c extra.

Pressed Spikes—The discount is 25 per cent.

Horseshoes—Trade is very quiet. Prices are as follows: Iron shoes, light and medium pattern, No. 2 and larger, $3.56; No. 1 and smaller, $3.90; snow pattern, No. 2 and larger, $3.90; No. 1 and smaller, $4.15; light steel shoes, No. 2 and larger, $3.80; No. 1 and smaller, $4.05; featherweight, all sizes, 0 to 4, $5.35; toe weight, all sizes, 1 to 4, $6.60. Shoes more than one size in a keg, 10c per keg extra f.o.b. Montreal only.

Horsenails—We quote: C brand, 40, 10 and 7 1-2 per cent. off; other brands 55 to 57 1-2 per cent. off.

Screen Wire Cloth—The price is $1.50 per 100 square feet.

Galvanized Coil Spring Wire—There is a little more activity this week. Prices are as follows: Nos. 6, 7 and 8, $3.20; No. 9, $2.70; No. 10, $3.30; No. 11, Carlots 5 cents less. Freight prepaid in $3.35; No. 12, $2.95; No. 13, $3.10. les sthan car lots to extent of 25 cents and in car lots to extent of 20 cents. For following factory points freight is equalized: Montreal, Hamilton, London, Welland, Windsor, Stratford.

Galvanized Wire—There is a further improvement in business this week. Prices are still as follows: No. 5, $3.65; Nos. 6, 7 and 8, $3.10; No. 9, $2.45; No. 10, $3.15; No. 11, $3.20; No. 12, $2.60; No. 13, $2.70; No. 14, $3.70. In carlots f.o.b. Cleveland, No. 5, $2.15; Nos. 6, 7, 8 and 9, $2.10; No. 10, $2.15; No. 11, $2.20; No. 12, $2.25; No. 13, $2.35; No. 14, $2.45. In less than carlots, 12 1-2c extra per 100 lbs will be charged.

Barb Wire—We quote as follows: $2.75 per 100 lbs f.o.b. Montreal and $2.50 f.o.b. Cleveland. Carlots of 15 tons, $2.40 f.o.b. Cleveland.

Smooth Steel Wire—This line is in moderate demand. We quote the following prices: Bright and annealed, $2.50 per 100 lb f.o.b. Montreal, Toronto, Halifax, London, Hamilton and St. John. Net extras per 100 lb are now as follows: Coppered wire, 60c; tinned wire, $2; oiling, 10c; spring wire, $1.25; best steel wire, 75c; bright soft-drawn, 15c; hay-baling, 20 to 25c.

Annealed Hay Wire—As was noted in our last issue, annealed hay wire and annealed and oiled wire are now sold at list prices plus the usual extras. This is equivalent to an advance of about 25 cents per 100 lbs on hay wire.

Fine Steel Wire—There is only a moderate enquiry. The discount is 25 per cent, with net extras as follows: 1 and 2-lb hanks, 25c per 100-lbs; 1-1-lb hanks, 37 1-2c; 1-4-lb hanks, 50c.

Brass Wire—The market is quiet. The discount is 60 per cent.

Copper Wire—There is very little doing. The discount is 60 per cent.

Rivets and Burrs—In excellent demand at the following unchanged discounts from list prices: Best iron rivets, section carriage and wagon box, black rivets, tinned do. coopers' rivets and tinned swede rivets, 60 and 10 per cent.; swedes iron burrs are quoted at

55 per cent. off; copper rivets with the usual proportion of burrs, 45 per cent. off and coppered iron rivets and burrs, in 5-lb carton boxes are quoted at 60 and 10 per cent. off list.

Bolts and Nuts—The discounts remain as follows: Carriage bolts, common ($1) list, 3-16 and 1-4 diameter, 60 per cent.; carriage bolts, common ($1) list, 5-16 and 3-8 diameter, 55 and 5 per cent.; carriage bolts, common ($1) list, 7-16 diameter and up, 55 per cent.; carriage bolts, full square ($2.40) list, 60 per cent.; carriage bolts, Norway iron ($3) list, 60 per cent.; machine bolts, 3-8 diameter and under, 60 per cent.; machine bolts, 7-16 diameter and larger, 55 and 5 per cent.; plow bolts, 55 and 5 per cent.; blank bolts, 55 and 5 per cent.; belt ends, 55 and 5 per cent.; sleigh shoe bolts, 70 per cent.; coach screws, cone point, 70 per cent.; nuts, square, all sizes 4c per lb off; nuts, hexagon, all sizes, 4 1-4c per lb off.

Washers, 45 per cent. off.

Screws—We again quote the following discounts: Round head bright, 82 1-2 per cent.; flat head bright, 87 1-2 per cent.; brass, round head, 75 per cent.; brass, flat head 80 per cent.

Shot—There is a small sorting trade. We quote: Ordinary drop shot, A.A.A. to dust, $6.50 per 100 lb; chilled, Nos. 1 to 10, $7 per 100 lb; buck and seal, $7.50 per 100 lb; ball, $8 per 100 lb. Trade discount 17 1-2 per cent. f.o.b. Montreal, Toronto, Hamilton, London, St. John N.B., and Halifax.

Cordage—Sash cord has been again advanced. Manila and sisal rope are firm at the recent advance. We quote: Pure manila, 15c; British pure manila, 12 1-2c; sisal, 12c; double lathyarn, 11c; single lathyarn, 10 1-2c; Russian tarred spunyarn, 13 1-2c; jute rope, 3-8-in in diameter and upwards, 9c; cotton rope, 20c; cotton twine 24c for 3 and 4 ply. Cotton bedcord, 90c to $1.70, according to length. Sash cord 30 to 31 1-2c; cotton candle wick, 22 to 24c.

Building Paper—We quote: Tarred felt, $1.85 per 100 lb; 2-ply ready roofing, 90c per roll; 3-ply, $1.15 per roll; carpet felt, $2.25 per 100 lb; dry sheathing, 40c per roll; tar sheathing, 50c per roll; dry fibre, 55c per roll; tarred fibre, 65c per roll O.K. and I.X.L., 70c per roll; heavy straw and sheathing, $35 per ton; slaters' felt, 65c per roll.

Cement—Trade is beginning to show some activity. Some heavy stocks of German cements were brought in last year before the imposition of the surtax. It is stated that on one at least of the principal German makes the Germans have advanced the price only 10 cents per barrel. We quote: Canadian cement, $1.90 to $2.25; German, $2.25 to $2.40; English, $2.15 to $2.25; Belgian, $1.70 to $1.95 per barrel, ex store, and American, $2.20 to $2.40 ex cars.

Firebricks—Trade is showing some slight improvement. Quotations are English, $16 to $22 per 1,000; Scotch, $17 to $22.

PLUMBING GOODS.

Spring business is now in full swing. The Grand Trunk Railway is again taking goods for the West and several good orders have been received. Lead pipe and soil pipe and fittings are moving out briskly at unchanged prices. There is a good demand also for iron pipe.

Lead Pipe—This is going even better than last week. Composition sells for 8c and ordinary 7c. The discount is 35 per cent.

Soil Pipe and Fittings—Some nice orders have been received from Western houses, and trade is improving rapidly. We quote the discounts as follows: Light soil pipe, 3 to 6-in, 50 and 10 per cent.; medium and extra heavy soil pipe, 2 to 6-in. 60 per cent.; extra heavy soil pipe, 8-in, 45 per cent. Light fittings, 2 to 6-in, 50 and 10 per cent.; medium and extra heavy fittings, 2 to 6-in, 60 and 5 per cent.; extra heavy fittings 8-in, 45 per cent.

Iron Pipe—Prices are unchanged. The market continues active. We quote: Standard pipe, per 100 feet, in length under 19 feet—black, 1-8-in, $2.30; 1-4-in, $2.30; 3-8-in, $2.55; 1-2-in, $2.85; 3-4-in, $3.65; 1-in, $5.20; 1 1-4-in, $7.35; 1 1-2-in, $8.95; 2-in, $12.55. Galvanized—1-4-in, $3.20; 3-8-in, $3.45;

Take time to read this issue of Hardware and Metal carefully; when you write advertisers remember that they desire to know where you saw their advertisement. Mention this paper.

1-2-in, $3.90; 3-4-in, $5; 1-in, $7.20; 1 1-4in, $10.05; 1 1-2-in, $12.20; 2-in, $16.85. In the above the discount on 1-8, 1-4 and 3-8 in black and 1-4 and 3-8 in galvanized is 12 1-2 per cent.; and on 1-2 to 2, inclusive, in black and galvanized is 15 per cent. Extra heavy pipe, plain ends, are quoted per 100 feet as follows: Black, 1-2-in, $4.20; 3-4-in, $5.25; 1-in, $7.55; 1 1-4-in, $10.55; 1 1-2-in, $12.75; 2-in, $17.60. Galvanized—1-2-in, $5.25; 3-4-in, $6.65; 1-in, $9.55; 1 1-4-in, $13.25; 1 1-2-in, $16; 2-in, $21.90. The discount on all sizes of extra heavy pipe is 12-12 per cent.

Solder—The price of wire solder is 18 1-2c, and of bar 18c.

METALS.

The blockade of freight at Buffalo has been broken, and Canadian houses are now receiving deliveries of their goods. In most lines the metal market is active, and in spite of the delay throughout the Winter months, many firms expect to see an exceptionally good season. The demand from country points is not large at present, but stocks for the most part have run very low and it is thought that merchants must require large quantities of goods. Prices have remained steady and unchanged during the week. Copper has been the most interesting feature, though there has been no change in the price. The tone of the copper market is, however, very firm, under a brisk demand, and it is quite probable that prices will be higher. Pig lead is also still firm, but the market is not active. Tin is again weaker, but the price is unchanged. There is a good movement in heavy goods.

Pig Iron—The market is firm. Prices are steady and will likely remain at the figure quoted below until the opening of navigation. The price of Summerlee is $20.25 to $20.75 per ton.

Bar Iron—There have been rumors of a further decline in the market but the manufacturers state that they are maintaining the following prices: Merchants' bar, $1.75; horseshoe iron, $2; forged iron, $1.95.

Black Sheets—This market continues to improve, and a fairly good trade is doing. Prices are steady as follows: 28-gauge, $2.35; 26-gauge, $2.30; 22 to 24-gauge, $2.25; 19 to 20-gauge, $2.30, and 80 to 10-gauge, $2.40.

Steel—The market is quiet and steady. We quote: Sleighshoes, $1.90; tire, $1.95 to $2.10; spring, $2.75 to $2.95; toe calk, $2.55; machinery (iron finish), $2.45; square harrow, $2.45.

Tool Steel—There is some improvement in the demand, but the market is still far from active. We quote: Black Diamond, 8 to 9c; Sanderson's, 8 to 9c, according to the grade; Jessop's, 13c; Jonas & Colver's, 10 to 20c; "Air Hardening," 65c per lb; Conqueror, 7 1-4c.

Sheet Zinc—Trade continues fair. The price in cask lots is $6.15 to $6.25. In smaller quantities $6.50 is charged.

Galvanized Iron—There is a good demand for delivery after navigation opens. Quotations are as follows: 28-gauge, Queen's Head, $4.30; Gorbal's "Best Best," $4.30; Apollo, 10 3-4 oz, $4.30; Fleur-de-Lis, $4; Comet, $4; Bell brand, $4. In less than case lots 25c extra.

Tinplates—There has been no change in prices. We quote: Cokes, $3.75; charcoals, $4.

Terne Plates—The price is not now being shaded. Ternes for shipment at the opening of navigation are quoted slightly less. The present quotation is $6.75.

Ingot tin—This has again weakened, but not sufficiently to change the price on this market, which remains at 32 to 32 1-2 for small lots.

Ingot Copper—Should the present good demand for ingot copper continue there is likely to be some scarcity. The market is now very firm, and prices are expected to go higher. We quote: 13 3-4 to 14c per lb.

Antimony—The market is firm at 8c per lb.

Coil Chains—Deliveries of chain which was held at Buffalo are now being made. We quote: No. 6, 10c; No. 5, 9c; No.

PORTLAND CEMENT

CANADIAN, ENGLISH, GERMAN and BELGIAN.

FIRE BRICKS, FIRE CLAY, ENAMELLED BRICKS, all colors. BUILDING BRICKS.

SEWER PIPES, CULVERT PIPES, WHEELBARROWS, FOUNDERS' and CONTRACTORS' SUPPLIES.

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OAKEY'S 'WELLINGTON' KNIFE POLISH

The original and only Genuine preparation for Cleaning Cutlery 6d. and 1s Canisters.

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DESERONTO, ONT.

Manufacturers of

CHARCOAL PIG IRON

BRAND "DESERONTO."

Especially adapted for Car Wheels, Malleable Castings, Boiler Tubes, Engine Cylinders, Hydraulic and other Machinery where great strength is required; Strong, High Silicon Iron for Foundry Purposes.

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BRAND

Foundry Pig Iron.

Made from carefully selected Lake Superior Ores, with Connellsville Coke as Fuel, "Midland" will rival in quality and grading the very best of the imported brands.

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4, 8 1-2c; No. 3, 7c; 1-4-in, $6.10; 5-16-in, $4.70; 3-8-in, $4; 7-16-in, $3.80; 1-2-in, $3.70; 9-16-in, $3.55; 5-8-in, $3.35; 3-4-in, $3.30; 7-8-in, $3.25; and 1-in, $3.20 with 10c allowance on carlots.

Canada Plates—These continue firm both here and in England. There is no quotable change, and prices are: 52s, $2.30; 60s, $2.40; 75s, $2.55; full polished, $3.60 and galvanized, $4 to $4.10; galvanized 60s, $4.25 to $4.35.

Pig Lead—This is still quite firm, though as yet no advance has been made here. We still quote $3.30 to $3.45, according to quality.

Zinc Spelter—The price is 6c.

Scrap Metals—The market has been quiet. Copper has advanced 1-2c per lb, and is firm at 10 1-2 to 11c. Old rubbers are weaker slightly. We quote: Heavy copper and wire, 10 1-2 to 11c per lb; light copper, 10c; heavy red brass, 10 to 10 1-4c; heavy yellow brass, 8 1-2c; light brass, 5 1-2c; lead, 2 1-2c; zinc, 2 3-4 to 3c; iron, No. 1 wrought, $10 to $12; machinery scrap, $14 to $15; stove plate, $12; mixed country rags, 65 to 75c per 100 lbs; old rubbers 6c per lb.

HIDES.

Prices in hides remain the same. There are plenty of receipts but the quality is not considered of the finest. We quote as follows:

No. 1 beef hides	0 08 0 08½
No. 2 "	0 07 0 07½
No. 3 "	0 06 0 06½
Lambskins	0 75
No 1 calfskins	0 11

ONTARIO MARKETS.

Office of HARDWARE AND METAL,
10 Front Street E.
Toronto, March 19, 1904.

Hardware.

AFTER the most severe Winter, both as to amount of snow and degree of cold, and after one of the most exasperating Winter seasons for both wholesale and retail hardware the Spring trade may be said to have opened this week. The railways are now taking freight to all parts of Ontario and in addition to the orders which came in weeks ago for delivery in March the wholesale trade are now getting orders for immediate delivery from every district. Outdoor work of all kinds has been prevented by the severe weather and while much of this will probably not be done in the Spring a great deal of it will be necessary. This, in addition to usual Spring trade, should keep the trade busy for weeks; in fact it seems reasonable to expect a continuance of activity up to next Fall. All Spring lines, such as fencing, builders' hardware, rails, etc., are moving in large quantities, while a fair number of orders are received for Summer lines, such as screen doors, lawn mowers, etc. The past Winter has been one of the poorest in the history of the trade in horsenails. In bolts, nuts, rivets and burrs the freight blockade has been particularly irritating and from the first of March to date jobbing houses report trade in

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DOMINION

is a guarantee of quality wherever used.

A. C. LESLIE & CO.

IRON, STEEL and METALS,

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You should handle McDougall Pumps.

They are business-bringers.

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McDougall Pumps —Made in Canada

The R. McDougall Co., Limited

GALT, ONTARIO.

Latest Report on B.K. Morton & Co.'s

"B C" DRILL STEEL

From LE ROI MINING Co., Limited
ROSSLAND, B. C.,
Rossland, Sept. 7, 1903.

Messrs. B. K. MORTON & CO.,
Gentlemen:—

I have great pleasure in stating that your "B C" DRILL STEEL has been in use in this mine for about one year, and has given entire satisfaction. In competition with American brands of steel it has more than held its own

J. H. MACDONALD,
Foreman Blacksmith.

B. K. MORTON & CO.

SHEFFIELD, ENG.

Agents for British Columbia:
E. G. PRIOR & CO., Limited, Victoria.

Canadian Rep.
D. W. CLARK, P.O. Box 520, Toronto.

NOVA SCOTIA STEEL & COAL CO., Limited

NEW GLASGOW, N.S.

Manufacturers of

Ferrona Pig Iron

And SIEMENS MARTIN

OPEN HEARTH STEEL

these lines exceedingly active. Prices are steady throughout. In lathyarn our prices last week were 1-2c, the correction being made this week. No changes are reported by the wholesale houses.

Lawn Mowers—Business is opening up nicely, prices continuing steady at the following basis of prices: Woodyat, 10 1-2 inch wheel, $8.50; Star, 9 inch, $7; Daisy, 8 inch, $5.75; Philadelphia, 7 1-2 inch, $7; Ontario, 7 1-2 inch, $15.80; King Edward, 12 inch, $9.50 (14-inch cut in above). D. Maxwell & Sons, 10 1-2 inch, $7.50 to $10; 9 inch, $5.50 to $6.25; 8 inch, $4.90 to $5.50. Discount 50 per cent.

Screen Doors—Prices are somewhat uncertain as manufacturers have been unable to get together and some cutting is reported. We quote as follows per dozen: Commont, two or three panel, walnut, 4 inch, $6.50; yellow and green stained, $6.75; in natural colors oil finish, $8.75, with 20c less for 3-inch style.

Screen Wire Cloth—Prices are steady at $1.50.

Spring Hinges—An improved trade is reported with prices steady as follows: No. 5, $17.25 per gross; No. 10, $18 per gross; No. 20, $10.50; No. 120, $20; No. 51, $9.25; No. 50, $27.50.

Galvanized Wire—A larger volume of business is reported. We quote: No. 5, $3.65; Nos. 6, 7 and 8, $3.10; No. 9, $2.45; No. 10, $3.15; No. 11, $3.20; No. 12, $2.60; No. 13, $2.70; No. 14, $3.70. In carlots f.o.b. Cleveland, No. 5, $2.15; Nos. 6, 7, 8 and 9, $2.10; No. 10, $2.15; No. 11, $2.20; No. 12, $2.25; No. 13, $2.35; No. 14, $2.45. In less than carlots, 12 1-2c per 100 lbs extra charged.

Barb Wire—Trade is moving briskly. Our quotations are again as follows: $2.75 per 100 lbs f.o.b. Toronto, and $2.50 f.o.b. Cleveland. Carlots of 15 tons, $2.40 f.o.b. Cleveland.

Coiled Spring Wire—The market is steady. We quote the following prices: No. 9, $2.70 per 100 lbs, freights equalized with factory points at Montreal, Hamilton, London, Welland or Walkerville and allowance to other points up to 25c; carlots, $2.65, freight allowance to 20c.

Wire Nails—A good trade is now reported with prices unchanged at $2.45 per keg f.o.b. Toronto, with carlots $2.40.

Cut Nails—A United States exchange comments that lower cost of cut nails as compared with wire nails has stiffened business in cut nails greatly. It is interesting to note, therefore, that no such influence is noted here, the relative demand for cut nails being unchanged. Prices are now steady at $2.30 per keg f.o.b. Toronto and Hamilton.

Horseshoes—A fair movement is recorded. Prices show no change. We quote as follows: Iron shoes, light and medium pattern, No. 2 and larger, $3.80; No. 1 and smaller, $4.05; snow pattern, No. 2 and larger, $4.05; No. 1 and smaller, $4.30; light steel shoes, No. 2 and larger, $3.95; No. 1 and smaller, $4.20; featherweight, all sizes, 0 to 4, $5.50; toe weight, all sizes, 1 to 4, $6.75. If shipped from factory 15c less.

Horsenails—The market is still quiet. We still quote discounts as follows: "C" brand, 40, 10 and 7 1-2 per cent.; other brands, 55 to 57 1-2 per cent.

Screws—A fair trade is doing. Prices are steady. We quote as follows: Flat head bright, 87 1-2 per cent. discount; round head bright, 82 1-2 per cent.; flat head brass, 80 per cent.; round head brass, 75 per cent.; round head bronze, 70 per cent.; flat head bronze, 75 per cent.

Rivets and Burrs—Prices are firm but there is no change. A big business for this season has been done during the last three weeks. We again quote as follows: Iron rivets, 60 and 10 per cent. discount; iron burrs, 55 per cent.; copper rivets, with usual proportion of burrs, 45 per cent.

Bolts and Nuts—A good run of orders at firm prices is reported. Prices are steady: Carriage bolts, common $1 list), 3-16 and 1-4-inch, 60 per cent.; 5-16 and 3-8-inch, 55 and 5 per cent.; 7-16 and up, 55 per cent.; carriage bolts, full square ($2.40 list), 60 per cent.; carriage bolts, Norway iron ($3 list), 60 per cent.; machine bolts, 3-8 and less, 60 per cent.; 7-16 and up, 55 and 5 per cent.; coach screws, cone points, 66 2-3 and 10 per cent.

Cordage—A fair movement continues with prices steady. We quote: Pure manila, 15c; British pure manila, 12 1-2c; sisal, 12c; double lathyarn, 11c; single lathyarn, 10 1-2c; double shingleyarn, 11c; single shingleyarn, 10 1-2c; sashcord 'Hercules,' 30 to 33c; 'Star,' 36 to 38c; cotton rope, 3-16-inch and up, 20 1-2 to 22c; 5 32-inch, 25 to 27c; 1-8-inch, 25 to 28c; cotton twine, 3-ply, 23 to 24c; 4-ply, 27 1-2 to 28c; calking cotton, 16c; cotton waste, colored, 6 3-4c; white 10 to 12c.

Woodenware—A fair trade is doing at steady prices. We quote as follows per dozen: Washboards, Victor, $1.35; Crown, $1.45; Improved Globe, $1.60; Standard Globe, $1.70; Original solid Globe, $2; Superior Solid Back Globe, $2.15; Jubilee, $2.10; Pony, 95c; Diamond King (glass), $3.10. Tubs, No. 0, $10.50; No. 1, $8.50; No. 2, $7.50; No. 3, $6.50. Pails No. 1, 2 hoops, $1.75 and 3 hoops, $1.90. Matches, Sure Light, parlor, 500s, $3.50; Flashlight, parlor, 1,000s $5.75; Kodak sulphur, 65s, $3.80.

Building Paper—Orders continue liberal and a more regular delivery is furnished by the railroads. Prices are steady. We again quote the following prices: Tarred felt, $1.85 per 100 lbs; 2-ply ready roofing, 90c per roll; 3-ply, $1.15 per roll; carpet felt, $2.25 per 100 lb; dry seathing, 40c per roll; tar sheathing, 50c per roll; dry fibre, 55c per roll; tarred fibre, 65c per roll; O.K. and I.X.L., 70c per roll; heavy straw and sheathing, $35 per ton; slaters' felt, 60c per roll.

Cement—Business on the books is increasing and as freight is now moving freely a larger business is reported. We quote small quantities: Canadian Portland, $1.90 to $2.25; American Portland, $2 to $2.10 f.o.b. Toronto.

Firebricks—Firebricks are quiet this week, but will find a ready sale as soon as the weather opens up. We quote English and Scotch, each, at 28 to 35c.

PLUMBING GOODS.

The plumbing supply houses, while they have been kept fairly busy all Winter by the activity in the city, welcome the approach of Spring and the beginning of Spring trade with the same pleasure noted in other lines. Orders are coming in more freely from all quarters; consequently the market is steadier and prices more stable. No changes are reported.

Lead Pipe—A fairly good movement is recorded. We quote: Lead, 7c; lead waste pipe, 8c; discount 35 per cent.

Soil Pipe and Fittings—A moderate trade is reported at steady prices. We quote: Medium and extra heavy pipe and fittings, 60 per cent.; 7 and 8-inch pipe 40 and 5 per cent.

Iron Pipe Fittings—Business in this line continues to improve. We quote: Malleable fittings, 15 per cent.; cast iron (standard), 57 1-2 per cent.; headers (not standard), 52 1-2 per cent.; flanged unions, 52 1-2 per cent.; bushings and plugs, 57 1-2 per cent.; nipples up to 2-inches, 65 per cent.; 2 1-2 to 6-inch, inclusive, 60 per cent.

Copper Range Boilers—Trade in copper range boilers continues fair. Discounts at 15 per cent. continue.

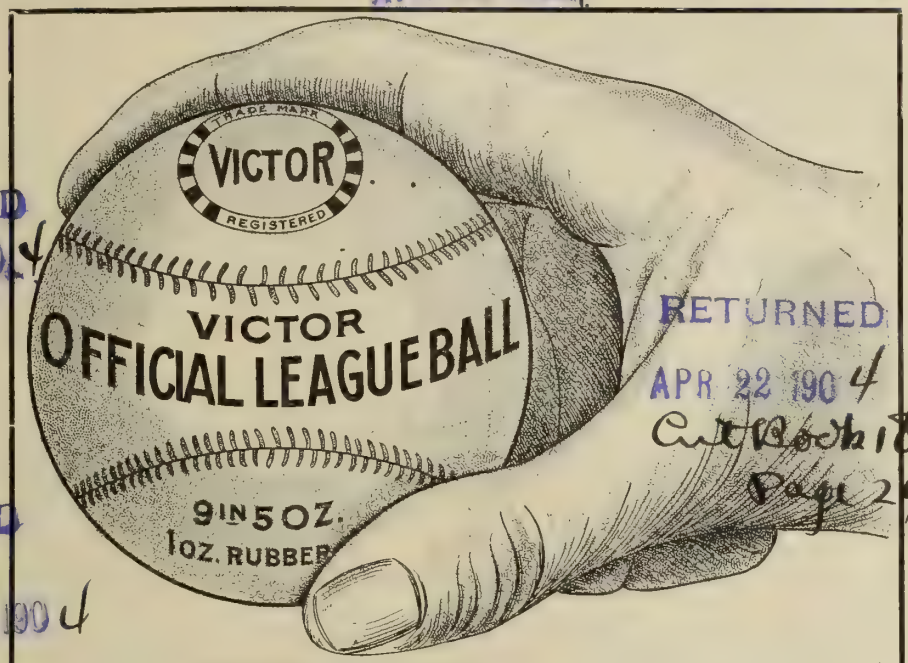
Brass Goods—Trade is improving in brass goods. Valves and steam specialties are moving particularly well.

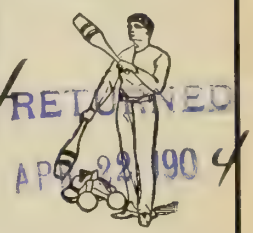
Iron Pipe—A good volume of trade is recorded. Prices show no change. We quote f.o.b. Toronto: 1-8-inch, $2.93; 1-4-inch, $2.07; 3-8-inch, $2.27; 1-2-inch, $2.51; 3-4-inch, $3.22; 1-inch, $4.58; 1 1-4-inch, $6.47; 1 1-2-inch, $7.88; 2-inch, $11.05; 2 1-2-inch, $19.25; 3-inch, $22.75; 3 1-2-inch, $28.75; 4-inch, $35.25.

METALS.

A noticeably brighter tone has been imparted to the metal market this week, many influences combining to improve the situation. The local iron market has been greatly strengthened by the action of United States pig iron producers in making an advance of 50 to 75c a ton and by the slight advance in the British market. Canadian foundrymen have been buying only from hand to mouth yet stocks of foundry iron are comparatively light. No there is a disposition on the part of foundrymen to get into the market, so there is likely to be an advance about equivalent to that made in the United States. In tin the last week's fluctuations have netted an advance of 20c per cwt. at New York

The Victor





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In the season just passed **VICTOR** goods **MADE ANOTHER LONG STRIDE IN PUBLIC FAVOR**, and the 1904 line so accurately reflects the players' needs that any dealer handling Sporting Goods who does not include **VICTOR** goods **HANDICAPS HIMSELF TO HIS OWN HURT.**

YOU CANNOT PROFITABLY IMPORT the lines we manufacture.

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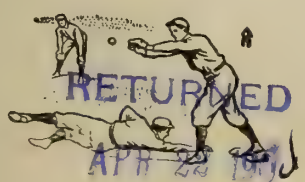

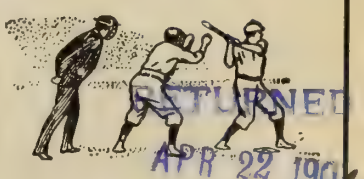

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MAKERS OF Limited

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50 Yonge St. and 6 Wellington St. West, TORONTO

E. A. KANTEL, Managing-Director **C. L. BURTON**, Secretary

and of £2 9s 6d in London. Tin is admittedly at a high level but is firm at the quotations. Copper has also strengthened during the week, a slight advance being shown at both New York and London. This metal, as are in fact all metals with the possible exception of tin, is recognized as being at a normal price, a basis well justified by prevailing conditions of supply and demand. It is not anticipated that there will be any change for some time, but it is agreed that present indications would point to an advance as the first change.

Pig Iron—Advices from the United States announce an advance of 50 to 75c a ton on foundry iron at all the chief centres of production. Heavy buying has strengthened the situation and as it has been pointed out that the consumption is still increasing at a remarkable rate, a strong market is expected there from now onwards. This condition of affairs in the States will mean much to Canadian prices as buying has been slow and the smelters here have been keeping their output well sold up at close prices, with the result that they will now be able to stiffen their prices materially. Quotations have ranged from $18.50 to $19 for No. 1 and $18 to $18.50 for No. 2 f.o.b. Toronto; Midland $1.50 lower.

Bar Iron—For some time iron and steel bars have been tseadily strengthening at Pittsburg, last week showing another advance of 5c per 100 lb. Consequently the local market is much stronger and whereas last week some quotations of $1.75 were heard this week prices are steady at $1.80 f.o.b. Toronto for extras as cut to length while rolling; 2 feet and over, 10c per 100 lb; 1 foot and under 2 feet, 15c; under 1 foot, 20c; over 20 feet by special agreement according to length and size.

Black sheets—An excellent demand is reported from stock while import orders for Summer delivery are coming in nicely. Prices are steady throughout. We quote as follows: 10 to 16 gauge, $2.50; 18 to 20 gauge, $2.70; 22 to 24 gauge, $2.90; 30 gauge, $3.

Canada Plates—Business in this line, while now of fairly large volume, has not up to date been as large as usual. Prices are unchanged, though firm. We quote as below: All dull, $2.50; half-polished, $2.60; and all-bright, $3.50.

Tin—There is a large trade doing and stocks are light. An advance of 20c per 100 lb is reported in pig tin at New York this week, bringing the price there to 28c per lb. There is now some hesitation as to the market there but the local market is stiff at last week's quotations, 30 to 30 1-2c.

Galvanized Sheets—There is an excellent demand. Prices are steady throughout. Our quotations are as follows: Queen's Head, $4.25 for 28 gauge; American, $.4 for 28 gauge; Bell brand, $4.25 for 28 guage; Gordon Crown, $4.25 for 28 guage.

Tinplates—Prices are steady. A larger business from stock than for some time is now reported. Import business is also satisfactory. We quote: Coke plates, bright, 14x20, $3.50; charcoal plates, $4.25.

Copper—While the market has been somewhat irregular at both New York and London the movement has been upwards to some extent. Locally there is considerable activity in both sheet and ingot and prices are steady. We quote: Ingot copper, $13.75, and sheet copper, $20 per 100 lbs.

Brass—There is a fair trade, with the discount steady at 15 per cent.

Lead—A good demand for English lead is reported. Canadian lead is also in fair demand. Prices are steady. We quote $3.30 per 100 lb for pig lead and $3.65 for bar lead.

Zinc Spelter—A fair demand at 6 to 6 1-2c per lb.

Zinc Sheets—The market is firm and a fair business doing in small lots. We quote: Cask lots, $6.70 to $7, and part casks $7 to $7.25.

Solder—Good trade doing. Prices are still stiffening. We quote: Guaranteed half-and-half at 18c, and wiping 17c.

Antimony—8c per lb.

Old Material—Trade is slow in old material this week. The country is pretty well closed up to transportation yet so that the supply is limited. We quote no changes in prices this week. The prices are as follows: Heavy copper and wire, 10 1-2c per pound; light copper, 9c per pound; heavy red brass, 9 1-2c per lb; heavy yellow brass, 8 to 8 1-4c per lb; light brass 5 to 5 1-2c per lb; lead, $2.35 per cwt; scrap zinc, 3c per lb; iron, No. 1 wrought, $10.50; No. 2 wrought, $4; machinery cast scrap, $13 to $14; stoveplate, $10; malleable and steel, $4; old rubbers, 5 1-2 to 6c per lb; country mixed rags, 50c per 100 lb.

PETROLEUM.

The market is a shade easier and prices are down 1-2c per gallon below last week's quotations. The present figures are: Canadian prime white, 19c; Canadian water white, 20c; American prime white, 19 1-2c; American water white, 21 1-2c, ex-warehouse.

CEMENT.

Railways are taking freight pretty freely now, and with a brisk demand, makes business pretty good. The prices are the same as those quoted last week. We quote: Canadian Portland, $1.90 to $2.25; American Portland, $2 to $2.10 f.o.b. Toronto.

Hides, Skins and Wool.

Trade in these lines continues fair. No changes in prices are noted. We quote as follows:

HIDES.

No. 1 green, per lb	0 07
" 2 " "	0 06½
" 1 " steers, per lb	0 07½
" 2 " " "	0 06
Cured, per lb	0 08

CALFSKINS.

Veal skins, No. 1, 6 to 14 lb. inclusive	0 09
" " " 2 " " "	0 07
" " " 1 15 to 20 lb "	0 08
" " " 2 " "	0 06
Deacons (dairies), each	0 60
Lamb and sheep skins	1 00 1 10

WOOL.

Unwashed wool, per lb	0 09 0 10
Fleece wool, "	0 17 0 18
Pulled wools, super, per lb	0 18 0 21
" " extra "	0 20 0 22
Tallow, per lb	0 04½ 0 05

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BUSINESS CONDITIONS IN BRITISH COLUMBIA.

By Regular Correspondent of HARDWARE AND METAL.

Vancouver, March 12, 1904.

THE White Pass Railway has announced the basis of Summer tariffs which will be published jointly by the railway and the Alaska Steamship Association on April 15. This is the same time as last year. M. J. B. White, traffic manager of the railway, and A. B. Newall, general manager, made the announcement when they arrived in the city yesterday. The rates are not much different from last year, but details will not be given out till the tariffs are published. The steamship lines running from Puget Sound ports and the Canadian Pacific Railway Steamship line are the principal parties with the White Pass in arranging the rates, as the White Pass controls the traffic on the Yukon practically, as they have the largest fleet of steamers.

The only real difference in the tariff is the arrangement of a special commodity rate for merchandise shipped between July 1 and August 15. This is made lower than the current Summer tariff in order to get merchants to order their Winter stocks and rush them forward early. Last year there was such a congestion of freight at White Horse that the freeze-up came before the steamers could all get down the river. Not only was there direct loss to goods in transit, but there was a big pile of stock hung up at White Horse all Winter. To avoid this the transportation company is making special inducements for the betterment of the service.

* * *

That is all very well from the point of view of the transportation company. But it is worth hearing from the wholesalers who do business with the northern houses. They have always claimed that they are badly handicapped in their efforts to get goods north because the eastern manufacturers and the railway companies between them hold back western orders too long. In this correspondence, this matter has been referred to before. Instances can be given where merchants here who expected to sell goods in the north stocked up with that in view and they did not get the goods delivered in time. Not only did they not get them in time to sell before the short northern season was over, but they had to carry over their stocks as they were in many cases for northern trade only. This may be a hard blow to eastern manufacturers. But there is something in it because the

experience here has been so general. There is the feeling here that the manufacturers attend to the bigger orders received from nearer home, without stopping to think of the way it may affect the business of the trade out here, where there are so many special conditions. The northern trade has been very badly handicapped in this very particular.

* * *

This week hardware merchants and others are receiving stocks of heavy goods from the Old Country direct. The China Mutual steamer "Ping Suey" is in port after having discharged her cargo at Victoria. She has several hundred tons for this port. The British ship "Hougomont" is discharging cargo at Victoria, where she arrived on the 9th and is due to come on here in a few days, with a large amount of general cargo for local dealers. Among the principal items are cement, firebricks, fireclay, steel rails for mining, bar iron steel, steel sheets, corrugated and plain galvanized sheets, chain, wire rope, glass and similar lines. Pig iron is always an item of the cargoes received from the English manufacturers.

* * *

Following is a partial list of some items on which local quotations may be of special interest. The items included are entirely of goods which have been imported direct from the British markets and are, therefore, on a basis of water freights only, not having paid any railroad freights. The quotations given are all ex-wharf, and mainly for quantities, not in small orders. In one or two instances, such as light steel rails, there has been some cutting of late.

Steel rails, 8, 10, 12 lb., short ton	$50 00
White pig iron, short ton	25 00
Eglinton pig iron, No. 1, long ton	22 50
Summerlea pig iron, No. 1	25 00
English pig lead, per lb.	3½
" pig tin, "	33
Cement, English and Belgian, per bbl.	3 25
Canada plates, 18 x 21 and 18 x 24	3 25
Firebricks, Gartcraig, per 1000	42 50
Scotch fire clay, per lb.	01¼
Ore sacks, each	.7
Bar iron, base price	2 90

Wire rope, crucible steel, 6 strand, 19 wires:

Black, ⅞ inch	12c.
" ½ inch	5¾c.
Galvanized, ⅞ inch	13c.
" ½ inch	6½c.
Galvanized iron sheets, plain, 18 and 20 gauge	4¼c.
" " " 22, 24, 26 "	4½c.
" " " 28 "	4¾c.
" " corrugated, 26 "	4c.

TRADE CONDITIONS IN NOVA SCOTIA.

By Regular Correspondent of HARDWARE AND METAL.

Halifax, Mar. 15, '04.

THE weather has become a little more Spring like. Wheels are again in evidence on the city streets and very shortly vessels from the shore ports will be at the wharves taking aboard cargoes for the merchants along the Atlantic seaboard. Some very good orders are being booked for early shipment at the opening of navigation and our business houses are beginning to assume a more active air. In this connection it may be noted that the Bunel- N.S., has just closed a contract for the Johnson Iron Company, of Yarmouth, construction and equipment of a new steamer to take the place of the "Wilfred C" plying between Halifax and eastern shore ports. This with the new steamer "Strathcona" on the same route will give merchants to the east of Halifax a fairly satisfactory freight and passenger service. The new steamer "Senlac" on the western shore is now rendering satisfactory service so far as the larger business centres are concerned.

* * *

The advance in cordage, the firmer position of turpentine and the changes in lists and discounts by Canadian manufacturers of builders' hardware represent the market changes of the last two weeks. The advance in cordage will hit our Nova Scotia fishermen heavily, for during the next six weeks they will be buying their outfits for the Spring fishery in which rope and cotton lines figure largely.

* * *

A meeting of the Axe manufacturers of the Maritime Provinces was held last week at St. John for the purpose of considering the best steps to be taken to prevent the dumping of American axes upon this market. The duty on these is levied on the ad velorem principle and it is claimed that United States makers have been invoicing axes to their Canadian agents at about one half the price of like grades of Canadian make and paying duty on that basis. If this actually represents the price at which these axes are being sold to the trade it is maintained that the Canadian manufacturer has little chance in the competition. A proposal was submitted that each manufacturer should enter into an agreement to pay the Americans 40 cents per dozen on the output of his factory in consideration of which the Americans would withdraw from the Canadian market. None of the Maritime Province manufacturers would agree to this and it was decided to press for a readjustment of the tariff and the imposition of a specific as well as an ad valorem duty.

* * *

In order to demonstrate the fitness of the Dominion Iron and Steel Co.'s product for the manufacture of rails a quantity of steel some time ago was sent to England and made into standard 80-pound rails. These are now ready for shipment and are to be placed at different points along the Intercolonial Railway and given a thorough testing. The Government is calling for tenders for the erection of car repair shops at Sydney, which are to be the largest on the I.C.R. outside of Moncton.

* * *

J. H. Whitman, of Port Dufferin, N.S., in association with United States parties, is seeking incorporation as a branch of the Victoria Manufacturing Co., of Auburn, Maine, for the purpose of establishing a factory at St. John for the manufacture of acetylene gas generators.

* * *

The destruction of the Maritime Nail Works at St. John by fire a few days ago is a very regrettable incident, as the products of the company was largely handled by the eastern trade. The building, plant and stock were valued at $70,000 and the insurance was only $20,500. It is not certain that the works will be rebuilt as there was a

Trustworthy Goods

Experienced builders know that it is an injustice to themselves not to use the most reliable

Sheet Metal Building Materials

We make complete lines of . . .

Shingles, Ceilings, Sidings, Cornices

and every other building requisite.

Lines that give unfailing, enduring satisfaction wherever used. Lines in such popular demand, it is to your own best interest to handle them.

The Metallic Roofing Co., Limited

TORONTO MONTREAL WINNIPEG

movement about a year ago for their removal to Sydney, which, however, fell through.

* * *

The Nova Scotia Iron and Steel Co. has completed the most successful year in its hitsory, the profits amounting to $859,397, being $250,000 greater than in the previous year.

—

HARDWARE CONDITIONS IN MANITOBA

Office of HARDWARE AND METAL,
Room 308, McIntyre Block,
Winnipeg, March 14, 1904.

BUSINESS is good. The indications for even better prospects are substantiated by the general increase in the orders coming in each day.

The market practically remains the same with very few changes in price of any note. We quote:

Barbed wire, 100 lb.		$3 15
Plain galvanized	6 to 8	3 39
"	9	2 50
Plain galvanized	10	3 50
"	12	3 10
"	13	3 20
"	14	3 90
"	15	4 45
"	16	4 60
Plain twist		3 15
Staples		3 65
Oiled annealed wire	10	3 42
"	11	3 48
"	12	3 56
"	13	3 66
"	14	3 76
"	15	3 91

Annealed wires (unoiled) 10c. less.

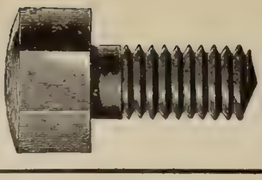
Horsenails, 40 per cent. discount.

Horseshoes, iron, No. 0 to No 1	$4 75
No. 2 and larger	4 45
Snow shoes, No. 0 to No. 1	4 60
No. 2 and larger	4 45
Steel, No. 0 to No. 1	4 45
No. 2 and larger	4 20

Cut Nails—		Wire Nails—	
2d 1 in.	$4 10	1 in.	4 15
3d Fin. 1⅛ in.	4 10	1⅛ in.	4 10
3d 1¼ in.	3 75	1¼ "	3 70
4d 1½ in.	3 50	1½ "	3 50
5d 1¾ in.	3 50	1¾ "	3 50
6d 2 in.	3 40	[illegible] "	3 40
8d 2½ in.	3 25	2½ "	3 25
10d 3 in.	3 20	3 "	3 20
20d 4 in.	3 15	3½ "	3 15
30d 4½ in.	3 10	4 "	3 10
40d 5 in.	3 10	4½ "	3 10
50d 5½ in.	3 10	5 "	3 10
60d 6 in.	3 10	5½ "	3 10
		6 "	3 10

Bar iron (basis)	2 50
Swedish iron (basis)	4 75
Sleigh shoe steel	2 85
Spring steel	3 25
Machinery steel	3 50
Tool steel, Black Diamond, 100 lb	8 50
Jessop	13 00
Sheet iron, black, 10 to 16 gauge, 100 lb.	3 50
18 to 22 gauge	3 75
24 gauge	3 90
26 gauge	4 00
28 gauge	4 10
Galvanized Iron, Apollo, 16 gauge	4 00
18 and 20 gauge	4 00
22 and 24 gauge	4 25
26 gauge	4 25
28 gauge	4 50
30 gauge or 10¾ oz	4 75

Extra sheets, 36 in. wide an advance of 25 p.c. per 100 lb.



THE JOHN MORROW MACHINE SCREW COMPANY, Limited

Manufacturers of Set and Cap Screws, Special Milled Work, Engine Studs, Etc. Cold Punched Nuts of every variety of finish.

INGERSOLL, ONT.

NEW RAILS 12, 14, 16, 18, 20, 24, 30, 35 and 56 lbs. to the Yard—carried in STOCK for prompt shipment. TRACK REQUISITES.

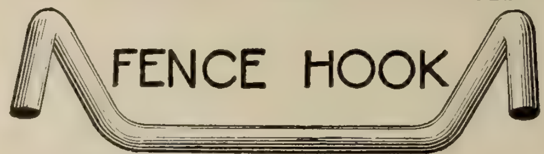
Sessenwein Bros., 103 Shannon St. .. MONTREAL.

We invite Inquiries for STEEL RAILS, BAR IRON, PIG IRON GALVANIZED IRON, CANADA PLATES, TINPLATES, WIRE ROPE (W. B. BROWN & CO.), CEMENT, FIRE BRICKS, ORE BAGS, GRAIN BAGS, ETC.

C. F. JACKSON & CO., Limited, IMPORTERS and COMMISSION MERCHANTS

151 Hastings St. W., VANCOUVER, B.C., and LIVERPOOL, ENGLAND.

GALVANIZED FENCE HOOK FOR FASTENING WOODEN PICKET ON WIRE FENCE.



WIRE NAILS, COILED SPRING BARB and PLAIN FENCE WIRE, OILED and ANNEALED, CLOTHES LINE WIRE, STAPLES, etc.

THE WESTERN WIRE & NAIL CO., Limited, LONDON, ONT.

BABBIT

No. 0
No. 1
STAR
SPECIAL
HERCULES
METALLIC
IMPERIAL

QUALITY & PRICE TO SUIT ALL GRADES OF WORK.

THE CANADA METAL CO.

WILLIAM ST., TORONTO. TELEPHONE MAIN 1729.

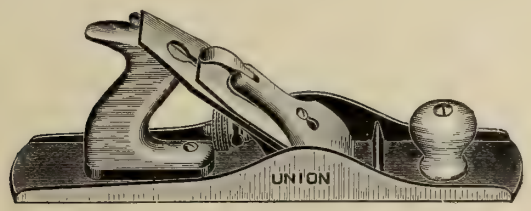
Queen's Head, 24 gauge	4 25
26 gauge	4 50
28 "	4 75

Extra sheets, 36-in. wide, an advance of 25 p.c. per 100 lb.

Genuine Russian, per lb	.11
Imitation " "	07 to 08
Tinned, 24 gauge, 100 lb	8 00
26 gauge	8 50
Tinplate, IC charcoal, 20 x 28, box	10 00
" IX "	12 00
" IXX "	14 00
Ingot tin	35
Canada plate, 18 x 21, 18 x 24 and 20 x 28.	3 20
Canada plate, full polished	4 05
Sheet zinc, cask lots, 100 lb	7 00
Broken lots	7 50
Pig lead, 100 lb	5 50
Black iron pipe, ⅛ inch	3 30
" ¼ "	3 30
" ⅜ "	3 40
" ½ "	3 75
Black iron pipe, ¾ inch	4 30
" 1 "	6 25
" 1¼ "	8 75
" 1½ "	10 50
" 2 "	14 50

Rope, sisal, 7-16 and larger, basis	11 75
Manila, 7-16 and larger, basis	15 25
Lathyarn	11 25
Solder	20
Axes, chopping	$ 6 75 to 12 00
" double bitts	12 00 to 18 00
Bluestone	5 25
Screws, flat head, iron, bright	85 and 10 p.c.
Round " "	80 p.c.
Flat " brass	75 and 10 p.c.
Round " "	70 and 10 p.c.
Coach	70 p.c.
Bolts, carriage, 3-16 and ¼	60 p.c.
" 5-16 and ⅜	55 and 5 p.c.
" 7-16 and up	55 p.c.
Bolts, machine, ⅜ and under	50 and 5 p.c.
" 7-16 and over	55 and 5 p.c.
Bolts, tire	60 and 5 p.c.
Bolt ends	55 and 5 p.c.
Sleigh shoe bolts	70 p.c.
Machine screws	70 p.c.
Plough bolts	55 and 5 p.c.
Square nuts, case lots	3c. discount.
" " small lots	2½c. "
Hex " case lots	3c. "
" " smaller lots	2½c. "
Rivets, iron	50 and 10 p.c.
Copper, No. 8	32
" No. 12	36

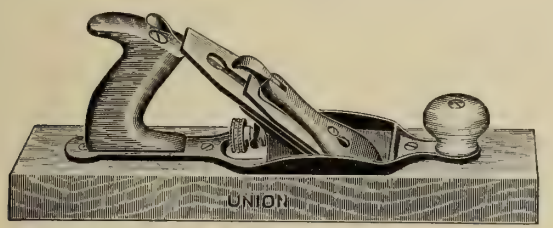
Plane Facts for 1904



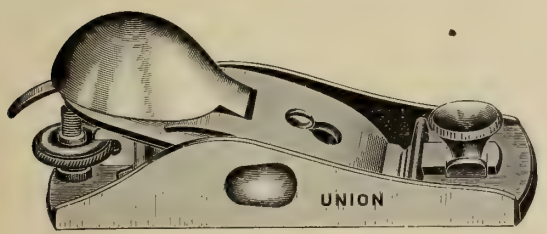
UNION No. 5. Iron Jack Plane

CUTTERS

The Cutters used in Union Planes are made of best stock, and are guaranteed. They are made extra heavy, and of one piece, and will not chatter in the hardest woods. This is a decided advantage over the cutters used in other makes.



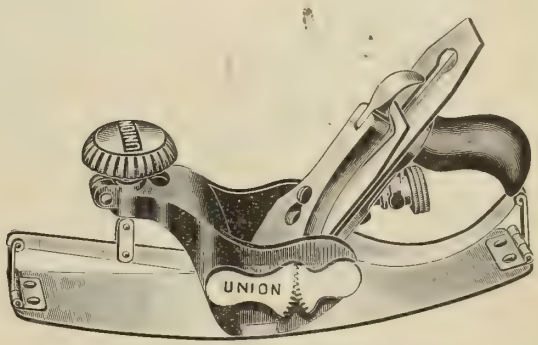
UNION No. 26 Wood Jack Plane



UNION No. 138. Knuckle Joint Block Plane

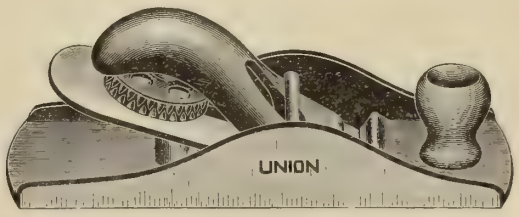
UNION PLANES

are guaranteed to be right. We are constantly adding to our line, and shall aim to make a complete line of these Tools.



UNION No. 311. Circular Plane

All of our Planes are well made and finely finished. All materials used are of the best. We also make a full line of Block Planes, Spoke Shaves, etc. Also the Union Adjustable Scraper. Send for new Catalogue.



UNION No. 110. Block Plane

Sold by the leading Jobbers in Canada.

Manufactured by

UNION MANUFACTURING COMPANY

Warehouse:
103 Chambers St., New York.

New Britain, Conn., U.S.A.

Steel, Brass, Rubber,

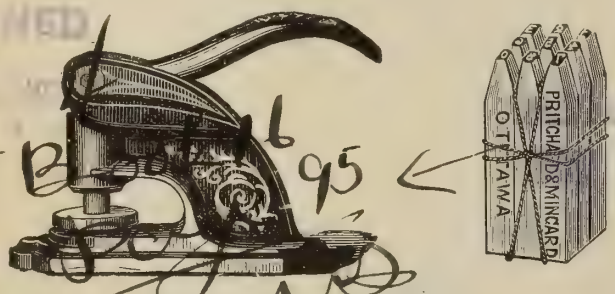
AND IRON STAMPS

FOR EVERY PURPOSE.

SEALS for COMPANIES, Etc.

ALUMINUM AND BRASS CHECKS

FOR BAKERS, GROCERS, MILKMEN,
HOTELS, RAILWAYS, ETC.



PRITCHARD-ANDREW CO.,
of OTTAWA, Limited, OTTAWA

Whiplashes

Oldest lash factory in Canada. Established by the late John F. Scholz in the year 1860, and still doing business under the same name. Tanner and manufacturer of whiplashes, stock whips, drop tops, and all kinds of plaited leather work. We manufacture the only **genuine** Buckskin lash made in Canada. Our firm introduced and now make the best yellow horsehide or cordovan lashes, offered for sale everywhere. Samples in four, six and eight plait lashes, made from yellow cordovan, white horsehide and buckskin, will be sent to any wholesale dealer and jobber who requests them.

JOHN F. SCHOLZ

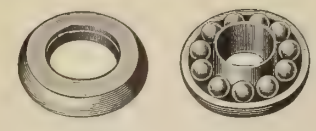
STRATFORD, CANADA.

MANY OF THE BEST ARCHITECTS ARE SPECIFYING

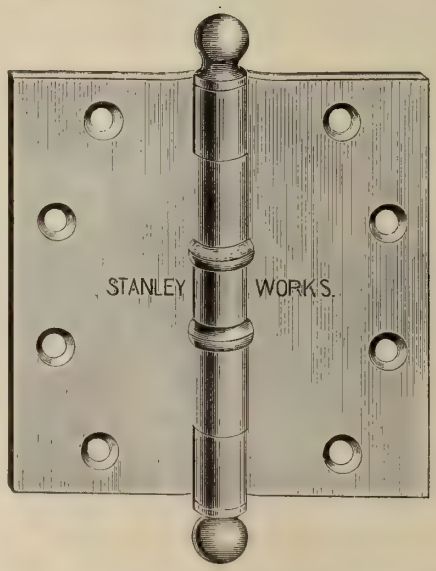
Stanley's Ball-Bearing Hinges

FOR ALL THEIR IMPORTANT WORK.

DEALERS SHOULD HAVE THEM IN STOCK.



Cut of Washer full size. It is so constructed that it will not come apart in use.



Made in Wrought Bronze and Steel.

Artistic Booklet on Application.

The Stanley Works, New Britain, Conn.

FOR SALE BY LEADING JOBBERS.

CONDENSED OR "WANT" ADVERTISEMENTS.

Advertisements under this heading, 2c. a word first insertion; 1c a word each subsequent insertion.

Contractions count as one word, but five figures (as $1.000) are allowed as one word.

Cash remittance to cover cost **must** accompany all advertisements. **In no case** can this rule be overlooked. Advertisements received without remittance cannot be acknowledged.

Where replies come to our care to be forwarded, five cents must be added to cost to cover postage, etc.

SITUATIONS VACANT.

ELECTRICIAN—For the Dresden electric light plant; married man preferred; state salary and experience. Apply to J. E. McGloghlon, Dresden, Ont. f

HARNESSMAKER—In Jarvis; an old-established business and vacant shop to rent; late occupant died; a good opening for live man. Address C. E. Bourne, Jarvis, secretary Business Men's Association. f

TWO first-class tinsmiths wanted. Apply Harris & Feeley, Brantford. f

TINSMITH WANTED—Good at bench and jobbing; must be sober; steady job to right man; state wages expected. Apply Box 216, Port Hope. f

SITUATIONS WANTED.

AS CLERK in hardware store, one year's experience; state wages. Box 83, Clinton, Ont.

AS ASSISTANT in electric plant; graduate electrical engineering and mechanical drawing American School of Correspondence. L. E. Carrothers, Adelaide, Ont. f

HARDWARE SALESMAN—18 years' experience town and city; capable of taking charge of shop or department; references furnished on application; could travel for hardware or other line. Address Box 117, HARDWARE AND METAL, Toronto. (14)

LANCASHIRE MAN requires situation as assistant to hardware trade; six years' experience with his father (wholesale Ironmonger), and wishes to have one or two years abroad, Halifax preferred. Age 22. State terms and address Frank Higson, Ivy-Bank, Castle street, Bolton, Lancashire. (12)

BUSINESS CHANCES.

HARDWARES at fifteen hundred, thirty-two hundred, five thousand and fifty-five hundred; list sent; all in Northwest. The locators, Winnipeg Business Chance Brokers. (13)

AGENCY WANTED.

AN established Manufacturers' Agent in Montreal representing several large American houses, with representatives covering all Canadian territory, wishes to secure a good Canadian manufacturer's line in Hardware or Specialties. Address Box 102, HARDWARE AND METAL, Montreal. 20

TO EMPLOYERS.

The undersigned labor agent is prepared to forward help to employers who are short-handed. Picked hands of any trade procured on shortest notice, paying own passage. Over 800 registered, Term moderate. F. C. SMITH, 22 Penton street, London, Eng. (14)

ONTARIO SILVER CO.,
Limited,
NIAGARA FALLS, CANADA.
Manufacturers of **FLATWARE, CUTLERY and ELECTRO PLATE.** . . .
Ask for our Catalogue and Quotations.

Coil chain, 3-16 inch	9½
" ¼ inch	7¼
" 5-16 inch	5¾
" ⅜ inch	5
" 7-16 inch	4⅞
" ½ inch	4¾
" ⅝ and ¾ inch	4½
Spades and shovels	40 and 5 p c.
Harvest tools	60 p.c.
Axe handles, turned, s. g. hickory, doz.	$3 15
No. 1	1 90
No. 2	1 60
Octagon extra	2 30
No. 1	1 60
Files common	70 and 10 p.c.
Diamond	60 p.c.
Building paper:	
Anchor, plain	65c.
" tarred	70c.
Pure fibre, plain	67½c.
" " tarred	80c.
Ammunition, cartridges, Dominion R.F.	50 p.c.
Dominion, C.F., pistol	30 p.c.
" military	15 p.c.
American R.F.	30 p.c.
C.F. pistol	5 p.c
C.F. military	10 p.c. advance.
Loaded shells:	
Eley's soft, 12 gauge black	15 00
chilled, 12 gauge	16 50
soft, 10 gauge	19 50
chilled, 10 gauge	21 50
Shot, Ordinary, per 100 lb	6 00
Chilled	6 50
Powder, F.F., keg	4 75
F.F.G.	5 00
Tinware, pressed, retinned	70 and 10 p.c.
" " plain	75 and 2½ p.c.
" pieced	
Japanned ware	37½ p.c.
Enamelled ware, white	45 p.c.
" Famous	50 and 10 p.c.
" Imperial	50 and 10 p.c.
Green Wire Cloth	1 55

PETROLEUM.

Water white American	27½c.
Prime white American	25½c.
Water white Canadian	25½c.
Prime white Canadian	24½c.

SCRAP.

No. 1 cast iron	$14 to 15
No. 2 "	7
Wrought iron scrap	5
Copper (heavy)	8½c. per lb.
Yellow brass (heavy)	7½c. "
Light brass	5c. to 6c. "
Lead pipe, or tea lead	2c. to 2½c. "
Zinc scrap	1c. "

PAINTS, OILS AND GLASS.

White lead	$6 00 to $6 50
Putty in bladder, 2½ lb., in keg of 100 lbs.	0 02¾
Turpentine, pure in barrels	$ 0 97
Less than barrel lots	1 02
Linseed oil, raw	0 57
Boiled	0 60
Lubricating oils, Eldorado castor	0 28½
Eldorado engine	0 27½
Atlantic red	0 33½
Renown engine	0 42
Black oil, per ga	25 to 30
Cylinder oil (according to grade)	53 to 78
Harness oil	0 65
Neatsfoot oil	1 00
Steam refined oil	0 85
Sperm oil	2 00
Pure castor oil, first pressure	0 11½
Lubricating oil	0 11½

WINDOW GLASS.

Single 1st break, up to 25 united inches, $3.75; 26 to 40, $4; 41 to 50, $4.50; 51 to 60, $5; 61 to 70, $5.50, in 100-ft. boxes.

NEW WOODENWARE PRICES.

The United Factories, manufacturers of woodenware, brushes, brooms, etc., are notifying the trade of an advance of 10 per cent. in tubs and pails. The new prices now are: Tubs 0, $11.55; tubs 1, $9.35; tubs 2, $8.25; tubs 3, $7.15; pails 2-hoop, $1.92; pails, 3-hoop, $2.10.

The cause of the advance is the high price of lumber which is due to the difficulty of getting it from the woods to the mills.

Reward of Merit

36 years devoted **entirely** to

FILES AND RASPS

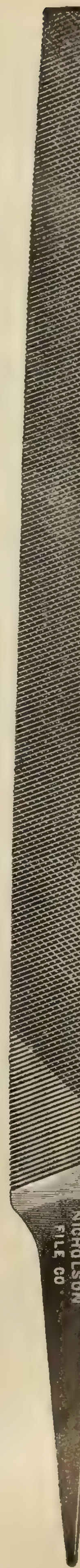
Six large factories producing daily **one hundred and twenty thousand** (all shapes, sizes and cuts).

Sold all over the world.

Nicholson File Co.

Dominion Works:
PORT HOPE, CANADA.

Main Office and Factory:
PROVIDENCE, U. S. A.



WROUGHT STEEL REGISTERS.

THE Hart & Cooley Co., of New Britain, Conn., U.S.A., are making a full line of wrought steel registers for floor and side wall use in sizes from 4x6 to 24x42 in the following finishes: Electro plated bronze, brass and copper of all kinds; black or white japan, nickel plated, white porcelain enamel, bronze paint, gold, silver or copper bronze paint.

Each register is packed in a strawboard box, thereby avoiding shop worn goods and they claim that the "H. & C." wrought steel registers are much stronger than cast iron and guaranteed against breaking; they are about one-third the weight of cast iron and will fit all standard makes of cast iron borders. This firm call special attention to their new side wall registers which has had an enormous sale in the United States. This side wall register presents a perfect operating device—unusually large air space—and a handsome apearance derived from the finely rounded fretwork of the face plate.

One of the strong features of this line of registers is the fact that they are so much lighter than cast iron; that there is a large saving in freight and they are so strong that there are no broken parts to be replaced when the goods are unpacked. Catalogue containing full information mailed on application.

IRON AND STEEL HOCKEY LEAGUE

THE final struggle to decide the hotly contested championship of the Iron and Steel Hockey League, of Montreal, took place on the afternoon of Saturday, March 12th, at the Arena rink. It will be remembered that by their win from Thos. Robertson & Co. in the last scheduled game of the series, the James Robertson Co. team managed to tie with the former team for first place.

The final standing of the league is therefore as follows:

	Won	Lost
Thos. Robertson & Co.	6	1
Jas Robertson Co.	5	2
Williams & Wilson	1	5
Drummond McCall & Co.	1	5

ELECTRICAL GOODS.

ONE of the strongest firms engaged in the wholesale electrical supply business is that of John Forman, Montreal. Mr. Forman has been established in the business for ten years and many hardware men who are handling electrical goods are well acquainted with his up-to-date business methods. His business has grown steadily and he has now one of the largest jobbing trades in electrical goods in Canada. Four travellers cover Canada from coast to coast.

Long ago Mr. Forman recognized the great field for hardwaremen who handle electrical goods and he has had prepared a special catalogue for the hardware trade illustrating and describing such lines as are suitable for the hardware trade. Hardware and Metal has often urged hardwaremen to handle new lines and there is none more profitable than electrical supplies. Hardware men should send for this catalogue.

WON THE CHAMPIONSHIP.

The James Morrison Brass Co., Toronto, wholesale dealers in plumbing and electrical supplies, have, after a brilliant season in hockey, landed the championship of the "Queen City" League, by defeating the R. S. Williams team by a good margin. The league standing was as below:

	Won.	Lost.
Jas. Morrison Brass Co.	7	1
R. S. Williams Piano Co.	6	2
Western Assurance Co.	4	4
Eby, Blain Co.	2	6
Manufacturers' Life	2	6

Get a

Canada Cheque Protector

P-R-I-C-E, $12.00

Manufactured by the

Hamilton Stamp & Stencil Works,

HAMILTON, ONT.

Good Polish

and more of it, sold to-day and every day when you sell

SOLARINE

Solarine Depot (Ont.) 60 George St. TORONTO.

"Pullman" Lawn Sprinkler

IS YOUR ORDER IN?

Send for Folder No.14.

PULLMAN MNFG. CO.

Rochester, N.Y., U.S.A.

DO IT NOW

MANUFACTURERS WISHING TO BE REPRESENTED IN

MANITOBA

COMMUNICATE WITH

DAVID PHILIP, Manufacturers' Agent

References Furnished. 185 Lombard St., - WINNIPEG, MAN.

HENRY T. SEYMOUR SHEAR CO. NEW YORK. TRADE MARK

SEYMOUR SHEARS

HAVE BEEN THE

Standard for over Half a Century.

"QUALITY UNQUESTIONED."

Each pair of our shears bears the above trade mark.

HENRY T. SEYMOUR SHEAR CO. NEW YORK. TRADE MARK

Latest Catalogue will be sent in exchange for your business card.

Complete Line TRIMMERS', BANKERS', BARBERS' and TAILORS' SHEARS, Etc., Etc.

Henry T. Seymour Shear Company.

WIEBUSCH & HILGER, Limited, NEW YORK, Sole Agents.

PAGE METAL GATES

3 feet wide, 4 feet high, including hinges and latch.....$2.75
10 feet wide, 4 feet high, including hinges and latch 5.75
Other sizes in proportion.

Supplied by us or local dealer. 203

THE PAGE WIRE FENCE CO. Limited, - Walkerville, Montreal, Winnipeg, St. John

OFFICE FURNITURE AND FILING DEVICES

HIGHEST GRADE IN WOOD OR STEEL.

SECTIONAL FILING CABINETS,

SHANNON FILING CABINETS,

VERTICAL FILING CABINETS,

CATALOGUE CABINETS,

CARD INDEX SYSTEMS,

RAPID ROLLER LETTER COPIER,

ROLL TOP DESKS,

FLAT TOP DESKS,

CHAIRS AND TABLES,

OFFICE AND WAREHOUSE TRUCKS,

SECTIONAL BOOKCASES.

Our Sectional Cabinets enable you to build up a Filing Cabinet just to suit your requirements. You can get any of the different devices in this form, starting with perhaps one section and adding others as your business grows. All sections are made of selected quarter-cut oak, excellent in workmanship and finish. Write for our Illustrated Catalogue, No. H331.

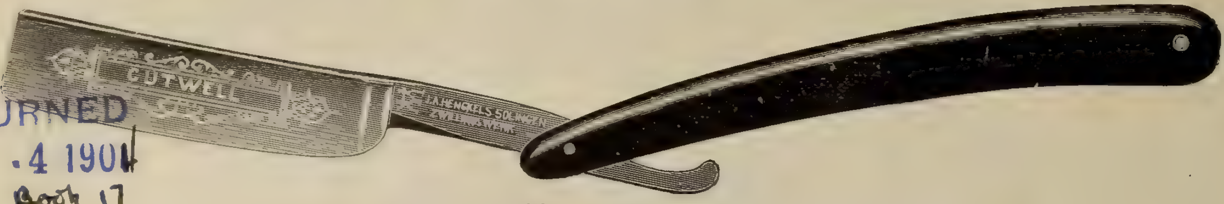
THE OFFICE SPECIALTY MFG. CO., LIMITED

Factories:
Newmarket, Ont.

77 Bay St.,
TORONTO

BRANCHES: MONTREAL, OTTAWA, WINNIPEG, HALIFAX, VANCOUVER.

HENCKEL'S RAZOR.



RETURNED
APR 4 1904
Cut Book 17
3 aug 53

THE "CUTWELL."

Full concaved gold etching, square or round points.

F. W. LAMPLOUGH & CO., - Montreal.

CURRENT MARKET QUOTATIONS.

March 18, 1904.

These prices are for such qualities and quantities as are usually ordered by retail dealers on the usual terms of credit, the lowest figures being for larger quantities and prompt pay. Large cash buyers can frequently make purchases at better prices. The Editor is anxious to be informed at once of any apparent errors in this list, as the desire is to make it perfectly accurate.

METALS.

TIN.

Lamb and Flag and Straits—56 and 28-lb. ingots, 100 lb.	$30 00	$31 00

TINPLATES.

Charcoal Plates—Bright.

M.L.S., equal to Bradley—		Per box.
I C, usual sizes	....	$6 50
I X "	....	8 00
I X X "	....	9 50
Famous, equal to Bradley—		
I C	....	6 75
I X	....	8 25
I X X	....	9 75
Raven and Vulture Grades—		
I C, usual sizes	....	4 25
I X "	....	5 00
I X X "	....	5 75
I X X X "	....	6 50

"Dominion Crown Best"—Double Coated, Tissued.

		Per box.
I C	....	5 50
I X	....	6 50
I X X	....	7 50

"Allaway's Best"—Standard Quality.

I C	....	4 50
I X	....	5 50
I X X	....	6 50

Coke Plates—Bright.

Bessemer Steel -		
I.C., usual size, 14x20	....	3 50
I.C., special sizes, base	....	3 75
20x28	....	7 50

Charcoal Plates—Terne

Dean or J. G. Grade—		
I.C., 20x28, 112 sheets		7 50
IX., Terne Tin	...	10 50

Charcoal Tin Boiler Plates.

Cookley Grade—		
X X, 14x56, 50 sheet bxs. / " 14x60, " / " 14x65, "	...	7 00

Tinned Sheets.

72x30 up to 24 gauge	7 25	7 50
" " 26 "	7 75	8 00

IRON AND STEEL.

Common bar, per 100 lb	...	2 00
Refined " "	....	2 40
Horseshoe Iron "	....	2 40
Hoop steel, 1½ to 3-in. base	....	2 75
Sleigh shoe steel, "	....	2 10
Tire steel	2 30	2 50
Reeled machinery	....	3 00
Toe calk steel	2 85	3 00
T. Firth&Co.'s tool steel, per lb	0 12½	0 13
Jessop's tool steel	....	0 14
Morton's tool steel	0 12½	0 13
Black Diamond and "B.C." tool steel	0 10	0 11
Chas. Leonard's tool steel	0 08	0 09
Jonas & Colver's tool steel	0 10	0 20
" "Air Hardening"	....	0 70
Drill steel, per lb	0 08	0 10
Russia Iron—		
Genuine	....	0 11
Imitation Dom. Crown	....	0 06

STEEL BOILER PLATE.

¼ in	2 50	2 60
3-16 in	2 60	2 70
½ in. and thicker	2 50	2 60

BABBIT METAL.

"Tandem," A per lb.	0 27
" B "	0 21
" C "	0 11½
Frictionless Metal "	0 23

Syracuse Smelting Works:

Aluminum, genuine	0 45
Government, "	0 44
Tough, "	0 40
Hard, "	0 40
Dynamo	0 30
Special	0 25
Harmony	0 22
Car Box	0 20
Extra	0 15

The Canada Metal Co.:

Imperial, genuine,	0 40
Metallic	0 30
Hercules	0 20
Star	0 15
No. 1	0 12
No. 2	0 10
No. 3	0 06
No. 4	0 05

Geo. Langwell & Son.

No. 1	0 08
No. 2	0 07
No. 3	0 05½
Extra	0 09½

BLACK SHEETS.

	Montreal.	Toronto
10 and 16 gauge	2 25	2 50
18 gauge	2 30	2 50
20 "	2 30	2 50
22 to 24 gauge	2 35	2 70
26 "	2 40	2 80
28	2 40	2 90

COPPER WIRE.

Discount, 50 per cent.

CANADA PLATES.

Ordinary		2 60
All bright		3 50
Galvanized Canada Plates—	Ordinary.	Dom. Crown.
18x24x52	4 25	4 35
" 60	4 50	4 60
20x28x80	8 50	8 70
" 94	9 00	9 20

GALVANIZED SHEETS.

	Fleur-de-Lis.	Gordon Crown.	Comet	Queen's Head
16 gauge	3 65	....	....	....
18 to 24 gauge	3 75	3 75	3 75	3 75
26 "	4 00	4 00	3 90	4 00
28 "	4 25	4 25	4 05	4 25

American brands, $4.00 for 28 gauge.
Less than case lots 10 to 15c. extra.

CHAIN.

Proof coil, 3-16 in., per 100 lb.	....	....
" ¼ "	....	6 10
" 5-16 "	....	4 70
" ⅜ "	....	4 00
" 7-16 "	....	3 80
" ½ "	....	3 70
" 9-16 "	....	3 55
" ⅝ "	....	3 35
" ¾ "	....	3 30

Halter, kennel and post chains, 40 to 40 and 5 per cent.

Cow ties	40 p.c.
Tie out chains	65 p.c.
Stall fixtures	35 p.c.
Trace chain	45 p.c.

Jack chain, iron, single and double, discount 35 p.c.
Jack chain, brass, single and double, discount 40 p.c.

COPPER.

Ingot.		Per 100 lb.
Casting, car lots	....	13 75
Bars.		
Cut lengths, round, ½ to ⅞ in.	21 00	23 00
" round and square, 1 to 2 inches	21 00	23 00

Sheet.

Plain, 16 oz., 14x48 and 14x60	20 00
Plain, 14 oz.,	21 00
Tinned copper sheet	24 00
Planished	32 00

Braziers' (in sheets).

4x6 ft., 25 to 30 lb. each, per lb.	0 22
" 35 to 45 " "	0 21
" 50-lb. and above "	0 20

BOILER AND T.K. PITTS.

Plain tinned, per lb	0 28
Spun, per lb	0 32

BRASS.

Rod and Sheet, 14 to 30 gauge, 15 per cent.

Sheets, hard-rolled, 2x4	0 23
Tubing, base, per lb	0 23½

ZINC SPELTER.

Foreign, per 100 lb	6 00	6 25
Domestic " "	....	....

ZINC SHEET.

5-cwt. casks	6 15	6 50
Part casks	6 50	7 00

LEAD.

Imported Pig, per 100 lb.	3 20	3 30
Bar, per lb	....	0 05
Sheets, 2½ lb. sq. ft., by roll	....	0 06½
Sheets, 3 to 6 lb. "	....	0 06

NOTE.—Cut sheets ½c. per lb., extra. Pipe, by the roll, usual weights per yard, lists at 7c. per lb. and 35 p.c dis. f.o.b. Toronto.

NOTE.—Cut lengths, net price, waste pipe 8-ft. lengths, lists at 8c.

ANTIMONY.

Cookson's per lb.	7 50	8 00

SHOT.

Common, $6.50 per 100 lb.; chilled, $7.00 per 100 lb.; buck, seal and ball, $7.50. Discount, 17½ p.c. Prices are f.o.b. Toronto, Hamilton, Montreal, St. John and Halifax. Terms, 3 p.c. cash, freights equalized.

PLUMBING GOODS.

BATH TUBS.

Zinc	6 00

Copper, discount 20 per cent. off revised list.

BATHS.

Standard Enameled.

5½-ft. rolled rim, 1st quality	23 00
5½ " " " 2nd "	20 00

CLOSETS.

	Net.
Plain York or Ontario Syphon Jet	$9 60
Emb. " " "	10 20
Fittings	1 00
Plain Simplex Syphon Jet	9 00
Emb. " " "	7 50
Fittings	1 25
Low Down Elgin or Teutonic, plain	6 00
Low " " " emb.	6 50
Plain Richelieu	4 25
Emb. "	4 50
Connections	1 25
Closet connection	1 25
Basins, P.O., 14-in	0 63
Basins, oval, 17 x 14-in.	1 50
Basins, " 19 x 15-in.	2 00

IRON PIPE.

Black pipe—	Per 100 feet.
⅛ inch	2 93
¼ "	2 07
⅜ "	2 27
½ "	2 51
¾ "	3 22
1 "	4 58
1¼ "	6 47
1½ "	7 88
2 "	11 05
2½ "	19 25
3 "	22 75
3½ "	28 75
4 "	35 25
4½ "	41 00
5 "	44 00
6 "	57 50

Galvanized pipe—	
¼ inch	3 20
⅜ "	3 45
½ "	3 90
¾ "	5 00
1 "	7 20
1¼ "	10 05
1½ "	12 20
2 "	16 85

Malleable Fittings—Discount 15 p.c.
Cast Iron Fittings—
On unions, 55 per cent.; on nipples, 60 per cent.; headers and flanged unions, 52½ per cent.; bushings, plugs and other than standard 57½ per cent.

PLUMBERS' BRASS GOODS.

Standard Compression work, dis. 60 per cent.
Cushion work, discount 50 per cent.
Fuller work, discount 65 per cent.
6 dozen lots and over of the above, extra discount 10 per cent.
Lever handle Stops and Waste, discount 60 per cent. With, in lots of 2 dozen and over. an extra discount of 10 per cent.
Globe, Angle and Check Valves, discount 55 per cent.
Standard Globe, Angle and Check Valves, discount 60 per cent.
J. M. T. Radiator Valves discount 55 per cent.
Standard Radiator Valves, discount 60 per cent.
Patent Quick-Opening Valves, discount 65 per cent.

No. 1 compression bath cock net	1 75
No. 4 " " "	2 00
No. 7 Fuller's "	2 20
No. 4½, " "	2 35
Patent Compression Cushion, basin cock, hot and cold per doz.	15 00
Patent Compression Cushion, bath cock, No. 2208	2 25

Square head brass cocks, discount 55 per cent.
" " iron " " 50 to 60 "
Competition Globe, Angle and Check Valve discount 65 per cent.
Thompson Smoke-test Machine $25.00

RANGE BOILERS.

Dominion, 30 gallon net	4 75
" 35 " "	5 75
" 40 " "	6 75
Ronald's Galvanized, 30 gallon, "	7 40
" " 35 " "	8 40
" " 40 " "	9 60
Copper, 30 gallon "	22 00
" 35 " "	24 00
" 40 " "	28 00

Discount off copper boilers 15 per cent.

SOIL PIPE AND FITTINGS.

Light soil pipe, discount, 50 per cent.
" " fittings, discount 50 and 10 p.c.
Med. and Extra heavy pipe and fittings, dis. 60 per cent.
7 and 8-in. pipe, discount 40 and 5 per cent.

SOLDER.

	Per lb.
Bar, half-and-half, guaranteed	0 19
Bar, half-and-half, commercial	0 18
Refined	0 18

PAINTS AND OILS.

BLUESTONE.

Casks, for spraying,	5 50
100-lb. lots do per lb.	0 08

COLORS IN OIL.

1-lb. tins, pure.

Venetian red, per lb.	0 08
Chrome yellow	0 15
Golden ochre	0 08
French "	0 06
Marine black	0 04
Chrome green	0 10
French Permanent green	0 13
Signwriters' black	0 15
Umber	0 11
Sienna	0

JOSEPH RODGERS & SONS
Limited
SHEFFIELD, ENGLAND.

Each blade of our Goods bears the exact mark here represented.

REGISTERED TRADE MARK. GRANTED 1682

JAMES HUTTON & CO., MONTREAL SOLE AGENTS IN CANADA.

COLORS DRY.

Pure in bbls., per cwt. Less than thi quantity ½c. extra.

Common ochre, bbls.	....	2 50
Yellow ochre	....	1 12½
Brussels ochre	....	2 75
Venetian red,	1 50	2 25
English oxides,	3 00	3 25
American oxides	1 25	2 75
Canadian red oxides	....	1 50
Super magnetic oxides, 93 p.c.	....	2 00
Burnt sienna	....	9 00
" umber	6 00	7 00
Raw umber	6 00	7 00
Drop black	....	12 00
Chrome yellow	....	0 18
Chrome greens	....	5 50
French green	....	0 09
Golden ochre	....	2 75
Ultramarine blue, in 28-lb. bxs	7 00	10 00
Fire proof mineral	....	1 00
Genuine Eng. Litharge	....	4 50
Mortar color	....	1 00
Pure Indian red. lb	....	0 49
Whiting, bbl	....	0 65
English vermilion in 30-lb. bgs.	...	0 85

CASTOR OIL.

British, 1st. qual, in cases, per lb	0 08½	0 09½
" " small lots	0 10	0 10½

COD OIL, ETC.

Cod oil, per gal	0 50	0 55
Pure olive	....	1 40
" neatsfoot	....	0 90

WHITE LEAD. er 100 lb.

Pure	....	4 75
No. 1	....	4 50
No. 2	....	4 25
No. 3	....	3 87½
No. 4	....	3 50
Munro's Select Flake White	....	4 75
Elephant and Decorators' Pure	....	4 75
Monarch	....	5 00
Decorator's Pure	....	4 75
Essex Genuine	....	4 25
Sterling Pure	....	5 00
Island City Pure	....	5 00
Ramsay's Pure Lead	4 75	5 00
Ramsay's Exterior	4 50	4 75

RED LEAD.

Genuine, 560 lb. casks, per cwt	$4 25	$4 50
Genuine, 100 lb. kegs, "	....	4 75
No. 1, 560 lb. casks, per cwt	....	4 00
No. 1, 100 lb. kegs, per cwt	....	4 25

WHITE ZINC.

Extra Red Seal	0 06	0 08
French V. M.	0 06	0 06¼
Lehigh	0 06	0 06¼

DRY WHITE LEAD.

Pure, casks	4 50
Pure, kegs	4 75
No. 1, casks	4 25
No. 1, kegs	4 50

PREPARED PAINTS.

In ¼, ½ and 1-gallon tins.

Pure, per gallon	....	1 20
Second qualities, per gallon	....	1 00
Barn (in bbls.)	0 60	0 90
The Sherwin-Williams paints	1 30	1 40
Canada Paint Co.'s pure	....	1 25
Toronto Lead & Color Co's pure	....	1 25
Sanderson Pearcy's pure	....	1 20
Standard Co.'s "New Era."	....	1 30
"Globe" barn	60	70
Francis-Frost Co.'s "Ark" B'd	....	1 25
" British Navy deck	....	1 50
Henderson & Potts's "Anchor"	....	1 35
Globe Paint Co.'s mixed	....	1 30
" barn and bridge	....	0 75
Ramsay's paints, Pure, per gal.	....	1 20
" Thistle, "	....	1 00
" Outside, bbls	0 55	0 65
Island City House Paint	....	1 25
" Floor "	....	1 25
Sterling House Paint	....	1 20
" Floor "	....	1 10
National	....	1 05

PUTTY.

Bulk in bbls	1 50
Bulk in less quantity	1 75
Bladders in bbls	1 75
Bladders in kegs, boxes or loose	1 90
25-lb. tins	1 85
12½ lb. tins	2 10
Bladders in bulk or tins less than 100 lb.	1 90

VARNISHES.

In 5-gal. lots.	Per gal.	Net.
Carriage, No. 1	1 50	1 60
Pale durable body	4 10	4 25
" rubbing	2 85	3 20
Gold size, japan	1 50	1 60
No. 1 brown japan	0 85	0 90
Elastic oak	....	1 50
Furniture, extra	1 10	1 25
" No. 1	0 90	1 00
Hard oil finish	1 35	1 50
Light oil finish	1 60	1 70
Damar	1 75	2 00
Shellac, white	2 40	2 50
" orange	2 30	2 40
Turpentine, brown japan	1 10	1 20
" black japan	1 10	1 20
" " No. 1.	0 85	0 90
Elastilite varnish, 1 gal. can, each		2 00
Granitine floor finish, per gal		2 75

Maple Leaf coach enamels; size 1, $1.20; size 2, 70c.; size 3, 40c. each.
Sherwin-Williams' kopal varnish, assorted case, from to 1 gal., $2.50.

GLUE.

Common	0 08	0 08½
French medal	0 10	0 14
White, extra	0 18	0 22
Gelatine	....	....
Strip	0 18	0 20
Coopers	0 19	0 20
Huttner	....	....
Ground	0 12	0 16
Cologne, genuine	....	

HARDWARE.

AMMUNITION.

Cartridges.

B. B. Caps Dominion, 50 and 5 per cent.
Rim Fire Pistol, discount 40 p.c., American.
Rim Fire Cartridges, Dominion, 50 and 5 p.c.
Central Fire Pistol and Rifle, 10 p.c., Amer.
Central Fire Cartridges, pistol sizes, Dominion, 30 per cent.
Central Fire Cartridges, Sporting and Military, Dominion, 15 per cent.
Central Fire, Military and Sporting, American, add 5 per cent. to list. B.B. Caps, discount 40 per cent., American.
Loaded and empty Shells, "Trap" and "Dominion" grades, 25 per cent. Rival and Nitro, 10 per cent. advance on list.
Brass Shot Shells, 55 per cent.
Primers, Dom., 30 per cent.; American, $1.60.

Wads.	per lb.
Best thick white felt wadding, in ½-bags	$ 00
Best thick brown or grey felt wads, in ½-lb. bags	0 70
Best thick white card wads, in boxes of 500 each, 12 and smaller gauges	0 99
Best thick white card wads, in boxes of 500 each, 10 gauge	0 35
Best thick white card wads, in boxes of 500 each, 8 gauge	0 55
Thin card wads, in boxes of 1,000 each, 12 and smaller gauges	0 20
Thin card wads, in boxes of 1,000 each, 10 gauge	0 25
Thin card wads, in boxes of 1,000 each. 8 auge	...
Chemically prepared black edge grey cloth wads, in boxes of 250 each—	Per M.
11 and smaller gauge	0 60
9 and 10 gauges	0 70
7 and 8 "	0 90
5 and 6 "	1 10
Superior chemically prepared pink edge, best white cloth wads, in boxes of 250 each—	
11 and smaller gauge	1 15
9 and 10 gauges	1 40
7 and 8 "	1 65
5 and 6 "	1 90

ADZES.

Discount 20 per cent.

ANVILS.

Wright's, 80-lb. and over	0 10¾
Hay Budden, 80-lb. and over	0 09¼
Brook's, 80-lb. and over	0 11¼

AUGERS.

Gilmour's, discount 65 and 5 per cent. off list.

AXES.

Chopping Axes		
Single bit, per doz.	7 00	10 00
Double bit, "	10 00	18 00
Bench Axes, 40 per cent.		
Broad Axes, 25 per cent.		
Hunters' Axes	5 50	6 00
Boys' Axes	6 25	7 00
Splitting Axes	7 00	12 00
Handled Axes	....	10 00

AMERICAN AXE AND TOOL CO.

Red Ridge, boys', handled.	....	5 75
" hunters	....	5 25

AXLE GREASE

Ordinary, per gross	6 00	7 00
Best quality	10 00	12 00

BELLS.

Hand.

Brass, 60 per cent.
Nickel, 55 per cent.

Cow.

American make, discount 63¾ per cent.
Canadian, discount 45 and 50 per cent.

Door.

Gongs, Sargant's 5 50 8 00
" Peterboro', discount 50 and 10 per cent. off new list.

Farm.

American, each 1 25 3 00

House.

American, per lb. 0 35 0 40

BELLOWS.

Hand, per doz.	3 35	4 75
Moulders', per doz.	7 50	10 00

Blacksmiths', discount 40 per cent.

BELTING.

Extra, 60 per cent.
Standard, 60 and 10 per cent.
No. 1, not wider than 6 in., 60, 10 and 10 per cent.
Agricultural, not wider than 4 in., 75 per cent.

BITS.

Auger.

Gilmour's, discount 60 per cent.
Rockford, discount 50 and 10 per cent.
Jennings' Gen., net list.

Car.

Gilmour's, 47½ per cent.

Expansive.

Clark's, 40 per cent.

Gimlet.

Clark's, per doz	0 65	0 90
Diamond, Shell, per doz.	1 00	1 50
Nail and Spike, per gross	2 25	5 20

BLIND AND BED STAPLES.

All sizes, per lb. 0 07¾ 0 12

BOLTS AND NUTS — Per cent.

Carriage Bolts, common ($1 list)	
" " 3-16 and ¼	60
" " 3-16 and ⅜	55 and 5
" " 7-16 and up	55
" " full sq. ($2.40 list)	60
" " Norway Iron ($3 list)	60
Machine Bolts, all sizes, ⅜ and less	60
Machine Bolts, 7-16 and up	55 and 5
Plough Bolts	55 and 5
Blank Bolts	55 and 5
Bolt Ends	55 and 5
Sleigh Shoe Bolts	70
Coach Screws, cone point	70

Nuts, square, all sizes, 4c. per lb. off.
Nuts, hexagon, all sizes, 4¼c. per lb. off.
Stove Rods, per lb., 5½ to 6c.

BOOT CALKS.

Small and medium, ball ....per M.	4 25
Small heel ...... "	4 50

BRIGHT WIRE GOODS.

Discount 62½ per cent.

BUTCHERS' CLEAVERS.

German ....per doz.	6 00	9 00
American ...."	12 00	18 00

BUTCHER KNIVES.

Bailey's ....per doz. 0 60 6 30

BUILDING PAPER, ETC

Tarred Felt, per 100 lb.	85
Ready roofing, 2-ply, not under 45 lb. per roll	0 90
Ready roofing, 3-ply, not under 65 lb., per roll	1 15
Carpet Felt ....per ton	45 00
Heavy Straw Sheathing ....per ton	35 00
Dry Sheathing ....per roll, 400 sq. ft.	0 40
Tar " " 400 "	0 50
Dry Fibre " 400 "	0 55
Tarred Fibre " 400 "	0 65
O. K. & I. X. L " 400 "	0 70
Resin-sized " 400 "	0 45
Oiled Sheathing " 600 "	1 00
Oiled " " 400 "	0 70
Roof Coating, in barrels ....per gal.	0 17
Roof " small packages "	0 25
Refined Tar ....per barrel	5 00
Coal Tar "	4 00
Coal Tar, less than barrels ....per gal.	0 15
Roofing Pitch ....per 100 lb.	1 10

BULL RINGS.

Copper, $2.00 for 2½-inch, and $1.90 for 2-inch

BUTTS.

Wrought Brass, net revised list.

Cast Iron.

Loose Pin, discount 60 per cent

Wrought Steel.

Fast Joint, discount 65, 10 and 2½ per cent.
Loose Pin, discount 65, 10 and 2½ per cent.
Berlin Bronzed, discount 70, 70 and 5 per cent
Gen. Bronzed ....per pair 0 40 0 65

CARPET STRETCHERS.

American ....per doz.	1 00	1 50
Bullard's "	....	6 50

CASTORS.

Bed, new list, discount 55 to 57½ per cent.
Plate, discount 52½ to 57½ per cent.

CATTLE LEADERS

Nos. 32 and 33 .. ...per gross 7 50 8 50

CHALK.

Carpenters' Colored, per gross	0 45	0 75
White lump ....per cwt.	0 60	0 65
Red	0 05	0 06
Crayon ....per gross	0 14	0 18

CHISELS.

Socket, Framing and Firmer.

Broad's, discount 60 and 10 per cent.
Warnock's, discount 50 and 10 per cent.
P. S. & W. Extra, discount 60 and 10 per cen

FOODS—STOCK.

Colonial Stock Foods, 0c. packages, per doz	$4 00
" " " 25c. pkgs., "	2 00
" " " 10c. " "	75
" " " 25-lb. pail, each	1 30
Poultry Foods, 25c. packages	1 25
Cough Powders, per doz	1 25
Worm "	1 25
International Stock Foods, $1 packages, per doz.	8 00
International Stock Foods, per pail	2 75
" " " per bbl	10 50
" Poultry " $1 pkgs., per dz.	8 00
" Worm Powders, 50c. pkgs. "	4 00
" Pine Healing Oil. per doz	8 00
" Pheno-Chloro, $1 pkgs., per doz	8 00
" Hoof Ointment	8 00
" Compound Absorbent	16 00

Also 25c. pkgs. at $2 per doz. 50c. pkgs. at 4 per doz.

CLIPS

Axle, discount 65 per cent.

Paterson's Wire Edged Ready Roofing

has successfully stood the test of Canada's variable climate for over twenty years, and is the only popular substitute for shingles.

We are advertising the above Roofing extensively in the "Farmers' Magazines" and in all cases we ask prospective customers to order our goods from their local Hardware Merchants.

There will be a very large quantity of our Ready Roofing sold in the future, and you can't blame us if you don't get your share of that trade.

Prices, Samples and Testimonials from

The Paterson Mfg. Co., Limited

Toronto and Montreal.

COMPASSES, DIVIDERS, ETC.

American, discount 62½ to 65 per cent.

CONDUCTOR PIPE.

Plain or Corrugated.

2-inch ....per 100 feet 3 00
3 " .... " " 4 00
4 " .... " " 5 25
5 " .... " " 6 75
6 " .... " " 9 00

CRADLES, GRAIN.

Canadian, discount 20 to 25 per cent.

CROSSCUT SAW HANDLES.

S. & D., No. 3 ....per pair 0 17½
S. & D., " 5 .... " 0 22½
S. & D., " 6 .... " 0 15
Boynton pattern.............. " 0 20

DOOR SPRINGS.

Torrey's Rod.........per doz. 1 75
Coil, 9 to 11 in........ " 0 95 1 65
English .... " 2 00 4 00

DRAW KNIVES.

Coach and Wagon, discount 50 per cent.

Carpenters' discount 60 and 10 per cent.

DRILLS.

Hand and Breast.

Millar's Falls, per doz., net list.

DRILL BITS.

Morse, discount 37½ to 40 per cent.
Standard, discount 50 and 5 to 55 per cent.

FAUCETS.

Common, cork-lined, discount 35 per cent.

EAVETROUGHS.

10-inch ....per 100 ft. 10 00

ELBOWS (stovepipe.)

5 and 6-inch, common........per doz. 1 20
7-inch........................ " 1 35
Polished, 15c. per dozen extra.

ESCUTCHEONS.

Discount 50 and 10 per cent., new list

ESCUTCHEON PINS.

Iron, discount 40 per cent.

FACTORY MILK CANS.

Discount off revised list, 40 per cent.

FILES AND RASPS.

Great Western............70 and 10 per cent.
Arcade....................70 " 10 "
Kearney & Foot ....70 " 10 "
Disston s..................70 " 10 "
American..................70 " 10 "
J. Barton Smith ....70 " 10 "
McClellan ....70 " 10 "
Eagle ....70 " 10 "
Nicholson, 60 and 10 to 60, 10 and 5 "
Royal ....80 "
Globe ....70 to 75 "
Black Diamond, 60 and 10 to 60, 10 and 5 per cent.
Jowitt's, English list, 25 to 27½ per cent.
Nicholson File Co.'s "Simplicity" file handle, per gross 85c. to $1.50

GLASS.

Window. Box Price.

Size United Inches.	Star Per 50 ft.	Star Per 100 ft.	D. Diamond Per 50 ft.	D. Diamond Per 100 ft.
Under 26......	....	3 10	....	6 75
26 to 40......	....	3 30	....	7 25
41 to 50......	....	3 70	....	8 75
51 to 60......	....	4 00	....	10 00
61 to 70......	....	5 00	....	11 5
71 to 80......	....	5 30	....	12 50
81 to 85......	....	....	....	14 00
86 to 90......	....	....	....	16 50
91 to 95......	....	....	....	18 00
96 to 100	....	....	....	20 00

Special discount of 25 per cent on "Double Diamond," besides regular discount of 15 to 20 per cent.

GAUGES.

Marking, Mortise, Etc.

Stanley s, discount 50 to 55 per cent.

Wire Gauges.

Winn's, Nos. 26 to 33 ....each 1 65 2 40

GILLETT'S POWDERED LYE.

1-case, $3.60; 3-case, $3.50; 5-case and over, $3.40.

HALTERS.

Rope, ⅜-inch ....per gross 12 00
Rope, ½ " .... " 9 00
Rope, ⅝ to ¾-inch .... " 14 00
Leather, 1-inch......per doz. 4 00
Leather, 1¼ " ...... " 5 20
Web.................. " 2 45

HAMMERS.

Nail.

Maydole's, discount 5 to 10 per cent. Canadian discount 25 to 27½ per cent.

Tack.

Magnetic ....per doz. 1 10 1 20

Sledge.

Canadian..............per lb. 0 07½ 0 08½

Ball Pean.

English and Canadian, per lb. 0 22 0 25

HANDLES.

Axe, 2nd growth, per doz. net 3 00 4 00
tore door............per doz. 1 00 1 50

Fork.

C. & B., discount 40 per cent., revised list.

Hoe.

C. & B., discount 40 per cent., revised list.

Saw.

American............per doz 1 00 1 25

Plane.

American .... per gross 3 15 3 75

Hammer and Hatchet.

Canadian, discount 40 per cent.

HANGERS. doz. pairs.

Steel barn door............... 8 00 10 00
Stearns, 4-inch 4 50
" 5-inch 6 00
Zenith......................... .... 9 00
Lane's covered—
No. 11, 5-foot run 8 40
No. 11½, 10-foot run 10 80
No. 12, 10-foot run.......... .... 12 60
No. 14, 15-foot run.......... ... 21 00
Steel, covered............... 4 00 11 00
" track, 1 x 3-16 in 3 90
" " 1¼ x 3-16 in 5 60

HARVEST TOOLS.

Discount 60 per cent.

HATCHETS.

Canadian, discount 40 to 42½ per cent.

HAT ENAMEL.

Henderson & Potts' "Anchor Bran d

HINGES.

Blind, Parker's, discount 60 per cent.
Heavy T and strap, 4-in., per lb....... 0 06½
" " 5-in., " 0 06¼
" " 6-in., " 0 06
" " 8-in., " 0 05¾
" " 10-in., " 0 05½
Light T and strap, discount 65 and 5 per cent.
Screw hook and hinge
6 to 10 in......... per 100 lb. 4 50
12 in. up.......... " 3 25
Spring, No. 20, per gro. pairs 10 50

HOES.

Garden, Mortar, etc., discount 60 per cent.
Planter.............. per doz. 4 00 4 50

HOLLOW WARE.

Tinned cast, 35 per cent.

HOOKS.

Cast Iron.

Bird cage............ per doz. 0 50 1 10
Clothes line, No. 61.. " 0 00 0 70
Harness.............. " 0 60 12 00
Hat and coat .... per gro. 1 10 10 00
Chandelier ....per doz. 0 50 1 00

Wrought Iron.

Wrought hooks and staples Canadian discount 60 per cent.

Wire.

Hat and coat, discount 60 per cent.
Belt ....per 1,000 .... 0 60
Screw, bright, discount 60 per cent.

HORSE NAILS.

"C" brand, 40, 10 and 7½ per cent. off list } Oval
"M" brand, 55, per cent. } head
Countersunk, 57½ per cent.
"Monarch," 50 and 7½ per cent.
"Peerless" 50 per cent. dis.

HORSESHOES.

F.O.B. Montreal

Iron Shoes. No. 2 and larger. No. 1 and smaller.

Light, medium and heavy.... 3 65 3 90
Snow shoes 3 90 4 15

Steel Shoes.

XL, sizes 1 to 5................ .... 5 35
Light, No. 2 and larger........ .... 3 80
No. 1 and smaller............ .... 4 05
Featherweight, all sizes 0 to 4. .... 5 35
Toeweight, all sizes 1 to 4...... .... 6 60

JAPANNED WARE.

Discount 50 per cent.

ICE PICKS.

Star................per doz. 00 3 25

KETTLES.

Brass spun 7½ per cent. discount off new list.
Copper................ per lb. 0 30 0 50
American, 60 and 10 to 65 and 5 per cent.

KEYS.

Lock, Canadian dis. 40 to 40 and 10 per cent.
Cabinet, trunk and padlock,
American .... per gross 0 60

KNOBS.

Door, japanned and N.P., per doz.......................... 1 50 2 50
Bronze, Berlin....... per doz. 2 75 3 25
Bronze, Genuine .... " 6 00 9 00
Shutter, porcelain, F. & L. screw .... per gross 1 30 00
White door knobs....per doz. 00

HAY KNIVES.

Net prices.

LAMP WICKS.

Discount, 60 per cent.

LANTERNS.

Cold Blast...................per doz. 7 00
No. 3, "Wright's" .... " 8 50
Ordinary, with O burner. ... " 4 00
Dashboard, cold blast........ " 9 00
No. 0 .... " 5 75
Japanning, 50c. per doz. extra.

LEMON SQUEEZERS.

Porcelain lined...... per doz. 2 20 5 60
Galvanized.......... " 1 87 3 85
King, wood.......... " 2 75 2 90
King, glass.......... " 4 00 4 50
All glass .... " 0 50 0 90

LINES.

Fish .... per gross 1 05 2 50
Chalk .... " 1 90 7 40

LAWN MOWERS.

Woodyatt, 10½-in. wheel, 14-in. cut .. 8 50
Star, 9 -in. " " .. 7 00
Daisy, 8 -in. " " (net) 2 87½
Philadelphia, 7½-in. " " .. 7 00
Ontario, 7½-in. " " .. 15 80
King Edw'd, 12-in. " " .. 9 50
Discount, 50 per cent., with freight concessions in quantity shipments.

Maxwell & Sons:

10½-in. high wheel............ 7 50 10 00
9-in.......................... 5 50 6 25
8-in.......................... 4 90 5 50
Discount 50 per cent.

LOCKS.

Canadian, 50 to 50 and 10 per cent.
Russell & Erwin......per doz.

Cabinet.

Eagle, discount 30 per cent.

Padlocks.

English and Am..... per doz. 0 50 6 00
Eagle, discount 20 to 25 per cent.

MACHINE SCREWS.

Iron and Brass.

Flat head, discount 25 per cent.
Round head, discount 20 per cent.

MALLETS.

Tinsmiths'............per doz. 1 25 1 50
Carpenters', hickory, " 1 25 3 75
Lignum Vitae........ " 3 85 5 00
Caulking, each 0 60 2 00

MATTOCKS.

Canadian............ per doz. 5 50 6 50

MEAT CUTTERS.

American, discount 33⅓ per cent.
German, 15 per cent.
Gem ....each 1 15

MILK CAN TRIMMINGS.

Discount 25 per cent.

NAILS.	Cut.	Wire.
2d and 3d	3 30	3 45
3d	2 95	3 12
4 and 5d......................	2 70	2 95
6 and 7d	2 60	2 80
8 and 9d	2 45	2 60
10 and 12d	2 40	2 55
16 and 20d....................	2 35	2 50
30, 40, 50 and 60d (base)	2 30	2 45

Cut nails in carlots 5c. less.
Wire nails in carlots are $2.40.
Steel cut nails 10c. extra.
Miscellaneous wire nails, discount 75 per cent.
Coopers' nails, discount 30 per cent.

NAIL PULLERS.

German and American 1 75 50

NAIL SETS.

Square, round and octagon, per gross................... 3 38
Diamond 1 00

POULTRY NETTING.

2-in. Mesh, 19 w.g., dis. 60 per cent.
2-in. Mesh, 16 w.g. and heavier, 50 p.c.

OAKUM.

U. S. Navy ....per 100 lb. 6 75
Plumbers .... " 3 00

OILERS.

McClary's Model galvanized oil can, with pump, 5 gallon, per dozen 10 00
Davidson oilers, discount 40 per cent.
Zinc and tin, discount 50, 50 and 10 per cent.
Copper .... per doz. 1 25 3 50
Brass................ " 1 50 3 50
Malleable, discount 25 per cent

GALVANIZED PAILS.

Dufferin pattern pails, discount 45 per cent
Flaring pattern, discount 45 per cent.
Galvanized washtubs, discount 45 per cent

PIECED WARE.

Discount 40 per cent off list, June, 1899.
10-qt. flaring sap buckets, discount 40 per cent
6, 10 and 14-qt. flaring pails dis. 40 per cent.
Creamer cans, discount 40 per cent.

PICKS.

Per dozen 6 00 9 00

PICTURE NAILS.

Porcelain head ......per gross 1 35 1 50
Brass head.......... " 0 40 1 00

PICTURE WIRE.

Tin and gilt, discount 75 per cent.

PINE TAR.

½ pint in tins ....per gross ... 7 80
1 " " .... " 9 60

PLANES.

Wood bench, Canadian discount 40 per cent., American discount 50 per cent.
Wood, fancy Canadian or American, 37½ to 40 per cent

U.M.C. AMMUNITION

for big game shooting is half sold before it is offered by the retailer. This is due to the long-standing reputation and the thorough advertising behind it.

U. M. C. IS EASY TO SELL. NEW CATALOGUE.

The Union Metallic Cartridge Co.

AGENCY, 313 BROADWAY, N.Y. FACTORY, BRIDGEPORT, CONN. DEPOT, SAN FRANCISCO, CAL

PLANE IRONS.

English	per doz.	2 00	5 00

PLIERS AND NIPPERS.

Button's genuine, per doz. pairs, discount 37½ to 40 per cent.

Button's imitation	per doz.	5 00	9 00
German	"	0 60	60

PRESSED SPIKES.

Discount 20 per cent.

PULLEYS.

Hothouse	per doz.	0 55	1 00
Axle	"	0 22	0 33
Screw	"	0 27	1 00
Awning	"	0 35	2 50

PUMPS.

Canadian cistern	1 80	3 60
Canadian pitcher spout	1 40	2 10

PUNCHES.

Saddler's	per doz.	1 00	1 85
Conductor's	"	3 00	15 00
Tinners', solid	per set	....	0 72
" hollow	per inch	....	1 00

RAKES.

Wood	per doz. net	1 20 up.

RAZORS.

	per doz.	
Elliot's	4 00	18 00
Geo. Butler's & Co.'s	4 00	18 00
Boker's	7 50	11 00
" King Cutter	12 50	15 00
Wade & Butcher's	3 60	10 00
Theile & Quack's	7 00	12 00
Bailey's	6 00	12 00
Bailey's Brantford	10 00	11 00
Carbo Magnetic	....	15 00
Griffon Barber's Favorite	....	10 75
Griffon No. 65	....	13 00
Griffon Safety Razors	....	13 50
Griffon Stropping Machines	....	13 50
Lewis Bros. "Klean Kutter"	8 50	10 50

REGISTERS.

Discount 40 per cent.

RIVETS AND BURRS.

Iron Rivets, black and tinned, discount 60 and 10 per cent.
Iron Burrs, discount 55 per cent.
Extras on Iron Rivets in 1-lb. cartons, ½c. per lb.
Extras on Iron Rivets in ½-lb cartons, 1c. per lb.
Copper Rivets, with usual proportion burrs, 45 per cent. discount. Cartons, 1c. per lb. extra, net.
Copper Burrs only, discount 30 and 10 per cent.
Extras on Tinned or Coppered Rivets, ½-lb. cartons, 1c. per lb.

RIVET SETS.

Canadian, discount 35 to 37½ per cent.

ROPE, ETC.

Sisal	0 11½
Pure Manilla	0 14½
"British" Manilla	0 12
Cotton, 3-16 inch and larger	0 21
" 5-32 inch	0 25
" ⅛ inch	0 25
Russia Deep Sea	0 15
Jute	0 08
Lath Yarn, single	0 10½
" double	0 11
Sisal bed cord, 48 feet per doz.	0 65
" " 60 feet "	0 80
" " 72 feet "	0 95

RULES.

Boxwood, discount 55 per cent.
Ivory, discount 37½ to 40 per cent.

SAD IRONS.

Mrs. Potts, No. 55, polished	per set	0 80
" No. 50, nickle-plated,	"	0 90
Common, plain		4 50
" plated		5 50

SAND AND EMERY PAPER.

B. & A. sand, discount, 40 and 5 per cent
Emery, discount 40 per cent.
Garnet (Rurton's) 5 to 10 per cent. advance on list.

SAP SPOUTS.

Bronzed iron with hooks	per 1,000	7 50
"Eureka" tinned steel, hooks	"	8 00

SAWS.

Hand, Disston's, discount 12½ per cent
S. & D., discount 40 per cent.

Crosscut, Disston's	per foot	0 55 0 55

S. & D., discount 35 per cent. on Nos. 2 and 3.

Hack, complete	each	0 75 2 75
" frame only	each	0 50 1 25

SASH WEIGHTS.

Sectional	per 100 lb.	2 00	2 25
Solid	"	1 50	1 75

SASH CORD.

Per lb	0 28	0 30

SAW SETS.

	per doz.
Lincoln and Whiting	4 75
Hand Sets, Perfect	4 00
X-Cut Sets, "	7 50

SCALES.

Gurney Standard, 40 per cent.
Gurney Champion, 50 per cent.
Burrow, Stewart & Milne—
Imperial Standard, discount 40 per cent.
Weigh Beams, discount 35 per cent.
Champion Scales, discount 50 per cent.
Fairbanks standard, discount 35 per cent.
" Dominion, discount 55 per cent
" Richelieu, discount 55 per cent.
Warren's new Standard, discount 40 per cent.
" " Champion, discount 50 per cent.
" Weighbeams, discount 35 per cent.

SCREW DRIVERS.

Sargent's	per doz.	0 65	1 00

SCREEN DOORS.

Common doors, 2 or 3 panel, walnut stained, 4-in. style, per doz.	6 50
Common doors, 2 or 3 panel, yellow and green stained, 4-in. style, per doz.	6 75
Common doors, 2 or 3 panel, in natural colors, oil finish, per doz.	8 75

3-in. style 20c. per dozen less.

SCREWS.

Wood, F. H., oright and steel, discount 87½ per cent.
Wood, R. H., bright, dis. 82½ per cent.
" F. H., brass, dis. 80 per cent.
" R. H., " dis. 75 per cent.
" F. H., bronze, dis. 75 per cent.
" R. H., " dis. 70 per cent.
Drive Screws, dis. 87½ per cent.

Bench, wood	per doz.	3 25	4 00
" iron	"	4 25	5 00

Set, case hardened, dis. 60 per cent.
Square Cap, dis. 50 and 5 per cent.
Hexagon Cap, dis. 45 per cent.

SCYTHES.

Per doz. net	6 00	9 00

SCYTHE SNATHS.

Canadian, discount 40 per cent.

SHEARS.

Bailey Cutlery Co., full nickeled, discou and 2½ per cent.
Bailey Cutlery, Japan Handles, discount 67½ per cent.
Seymour's, discount 50 and 10 per cent.

SHOVELS AND SPADES.

Canadian, discount 45 per cent.

SINKS.

Cast iron, 16 x 24	....	0 85
" 18 x 30	....	1 00
" 18 x 36	....	1 40

SNAPS.

Harness, German, discount 25 per cent.
Lock, Andrews' 4 50 11 50

SOLDERING IRONS.

1, 1½-lb.	per lb.	0 37
2-lb. or over	"	0 34

SQUARES.

Iron, No. 493	per doz.	2 40	2 55
" No. 494	"	3 25	3 40

Steel, discount 60 to 60 and 5 per cent.
Try and Bevel, discount 50 to 52½ per cent.

STAMPED WARE.

Plain, discount 75 and 12½ per cent. off revised list.
Retinned, discount 75 per cent off revised list.

STAPLES.

Galvanized	....	3 00
Plain	....	2 80

Coopers', discount 45 per cent.
Poultry netting staples, discount 40 per cent.

STOCKS AND DIES.

American discount 25 per cent.

STONE.

Washita	per lb.	0 28	0 60
Hindostan	"	0 06	0 07
" slip	"	0 08	0 09
Labrador	"	....	0 13
" Axe	"	....	0 15
Turkey	"	....	0 50
Arkansas	"	....	1 50
Water-of-Ayr	"	....	0 10
Scythe	per gross	3 50	5 00
Grind, 2-in., 40 to 200 lb., per ton		....	25 00
" " under 40 lb.,	"	....	28 00
" under 2 in. thick,	"	....	29 00

STOVEPIPES.

5 and 6 inch, per 100 lengths	....	7 00
7 inch	....	7 50

ENAMELINE STOVE POLISH.

No. 4, 3 doz. in case	net cash	4 80
No. 6, 3 doz. in ase	"	8 40

TACKS, BRADS, ETC.

Carpet tacks, blued	80 and 15
" " tinned	80 and 20
" " (in kegs)	40
Cut tacks, blued, in dozens only	80
" ¼ weights	60
Swedes cut tacks, blued and tinned—	
In bulk	80 and 10
In dozens	75
Swedes, upholsterers', bulk	85, 12½ and 12½
" brush, blued and tinned bulk	70
Swedes, gimp, blued, tinned and japanned	75 and 12½
Zinc tacks	35
Leather carpet tacks	55
Copper tacks	50
Copper nails	52½
Trunk nails, black	65 and 5
Trunk nails, tinned	65 and 10
Clout nails, blued	65 and 5
Chair nails	35
Patent brads	40
Fine finishing	40
Lining tacks, in papers	10
" " in bulk	15
" " solid heads, in bulk	75
Saddle nails, in papers	10
" " in bulk	15
Tufting buttons, 22 line, in dozens only	60
Zinc glaziers' points	5
Double pointed tacks, papers	90 and 10
" " " bulk	40
Clinch and duck rivets	45

TAPE LINES.

English, ass skin	per doz.	2 75 5 00
English, Patent Leather		5 50 9 75
Chesterman's	each	0 90 2 85
" steel	each	0 80 8 00

TINNERS' SNIPS.

Per doz	3 00	15 00

THERMOMETERS.

Tin case and dairy, discount 75 to 75 and 10 per cent.

TRAPS (steel.)

Game, Newhouse, discount 25 per cent.
Game, H. & N., P. S. & W., 65 per cent.
Game, steel, 72½, 75 per cent.

TROWELS.

Disston's, discount 10 per cent.

German	per doz.	4 75 6 00

S. & D., discount 35 per cent.

TWINES.

Bag, Russian	per lb.	.... 0 27
Wrapping, cotton, 3-ply		.... 0 24
" " 4-ply		.... 0 27
Mattress	per lb.	0 33 0 45
Staging	"	0 27 0 35

VISES.

Wright's	....	0 13½
Brook's	....	0 12½
Pipe Vise, Hinge, No. 1	....	3 50
" " " No. 2	....	5 50
Saw Vise	4 50	9 00

Columbia Hardware Co.
Blacksmiths' (discount) 60 per cent.
" parallel (discount) 45 per cent.

ENAMELLED WARE.

White, Princess, Turquoise, Blue and White discount 50 per cent.
Diamond, Famous, Premier, discount 50 and 10 per cent.
Granite or Pearl, Imperial, Crescent, discount 50, 10 and 10 per cent.
Premier steel ware, 40 per cent.
"Star" decorated steel and decorated white, 25 per cent.

WIRE.

Smooth Steel Wire.

No. 0-9 gauge		$2 56
10 "		6c. extra.
11 "		12c. "
12 "		20c. "
13 "		30c. "
14 "		40c. "
15 "		55c. "
16 "		70c "

Add 60c. for coppering and $2 for tinning.
Extra net per 100 lb. Oiled wire 10c., spring wire $1.25, special hay baling wire 30c., best steel wire 75c., bright soft drawn 15c., charcoal (extra quality) $1.25, packed in casks or cases 15 ., bagging and papering 10c., 50 and 100-lb. bundles 10c., in 25-lb. bundles 15c., in 5 and 10-lb. bundles 25c., in 1-lb. hanks, 50c., in ½-lb. hanks 75c., in ¼-lb. hanks $1.
Fine Steel Wire, discount 25 per cent. List of extras: In 100-lb. lots: No. 17, $5 No. 18, $5.50 No. 19, $6 No. 20, $6.65 – No. 21, $7—No. 22, $7.30—No. 23, $7,65—No. 24, $8—No. 25, $9—No. 26, $9.50—No. 27, $10—No. 28, $11—No. 29, $12—No. 30, $13—No.31, $14—No. 32, $15—No. 33, $16—No. 34, $17. Extras net—tinned wire, Nos. 17-25, $2—Nos. 26-31, $4—Nos. 32-34, $6. Coppered, 5c.—oiling, 10c.—in 25-lb. bundles, 15c.—in 5 and 10-lb. bundles, 25c.—in 1-lb. hanks, 25c.—in ½-lb. hanks, 38c.—in ¼-lb. hanks, 50c.—packed in casks or cases, 15c.—bagging or papering, 10c.
Brass wire, discount 60 per cent. off the list.
Copper wire, discount 60 per cent. net cash 30 days, f.o.b factory.
Galvanized wire, per 100 lb.—Nos. 4 and 5, $3.70 to $3.70—Nos. 6, 7, 8, $3.15 to $3.15—No. 9, $2.55 — No. 10, $3.20 to $3.20—No. 11, $3.25 to $3.25 — No. 12, $2.65—No. 13, $2.75—No. 14. $3.75 to $3.75—No 15, $4.30—No. 16. $4.30. Base sizes, Nos. 6 to 9, $2.27½ f.o.b. Cleveland. In carlots 12½c. less.
Clothes Line Wire, regular 7 strand, No. 17, $4.65; No. 18. $2.90; No. 19, $2.60. Hollow 6 strand, No. 17, $4.30; No. 18, $2.70; No. 19, $2.35; No. 20, $2.30, f.o b. Hamilton, Toronto, Montreal.

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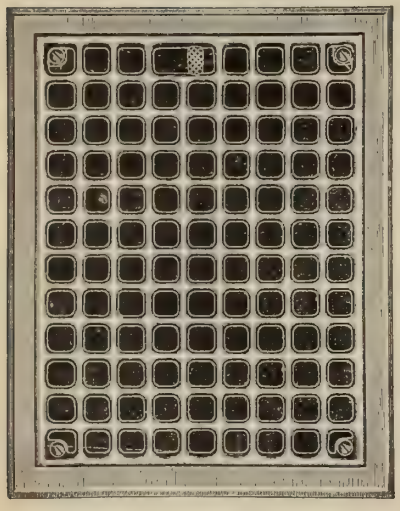

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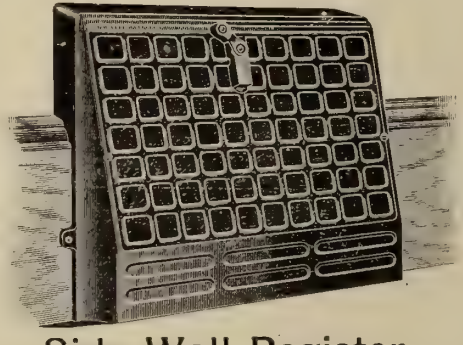

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McNally, W., & Co., Montreal.

Printing.
Weese, G. A. Toronto.

Refrigerators.
Davidson, Thos., Mfg. Co., Montreal.
McClary Mfg. Co., London.
Sanderson-Herold Co., Paris.

Registers.
Hart & Cooley Co., New Britain, Conn.

Roofing Supplies.
Bird, J. A. & W., & Co., Boston.
Jenking, A. C., Montreal.
Lockerby & McComb, Montreal.
McArthur, Alex., & Co., Montreal.
Merrick, Anderson & Co., Winnipeg.
Metallic Roofing Co., Toronto.
Ormsby, A. B., & Co., Toronto.
Paterson Mfg. Co., Toronto & Montreal.
Reid & Co., Quebec.
Taylor-Forbes Co., Guelph, Ont.

Sates.
Ford & Featherstone, Hamilton.
Kimball, S. S., Montreal.
Taylor, J. & J., Toronto.

Sap Spouts and Buckets.
Davidson, Thos., Mfg. Co., Montreal.
Kemp Mfg. Co., Toronto.
McClary Mfg. Co., London, Ont.
Taylor-Forbes Co., Guelph, Ont.

Saws
Atkins, E. C., & Co., Indianapolis, Ind.
Baynes Chas., Blackburn.
Miller Falls Co., New York.

Scales.
Burrow, Stewart & Milne Co., Hamilton.
Fairbanks Co., Montreal and Toronto.
Eyfe Scale Co., Montreal.
Gurney Scale Co., Hamilton.
Merrick, Anderson & Co., Winnipeg.
New Warren Scale Co., Montreal.

Screen Doors and Windows.
Cutts, C. M., & Co., Toronto Junction.
United Factories, Toronto.

Screws, Nuts, Bolts, etc.
Brown & Co., Paris, Ont.
Montreal Rolling Mills Co.
Morrow, John, Machine Screw Co., Ingersoll, Ont.

Sewer Pipes.
Canadian Sewer Pipe Co., Hamilton.
Hyde, F., & Co., Montreal.
McNally & Co., Montreal.

Shears
Heinrich, R. Sons & Co., Newark.
Seymour, Henry T., Shear Company, New York.

Shelf Boxes.
Bennett Mfg. Co., Pickering, Ont.

Shelf Brackets.
Atlas Mfg. Co., New Haven, Conn.
Grand River Metal Works, Galt, Ont.

Silver-Plated Ware.
Ontario Silver Co., Niagara Falls.
Toronto Silver Plate Co., Toronto.
Standard Silver Co., Toronto.

Sporting Goods.
Fancy Goods Co. of Canada, Toronto.
Mast, J. M., Mfg. Co., Lititz, Pa.

Springs.
Newman, W., & Son, Pirmingham.
Wallace, Barnes Co., Bristol, Conn.

Steel Castings.
Hamilton Bridge Works Co., Hamilton.
Hamilton Steel and Iron Co., Hamilton
Montreal Steel Works, Montreal.

Steel Rails.
Jackson, C. F., & Co., Vancouver, B.C.
Morton, B. K., & Co., Sheffield, Eng.
Nova Scotia Steel & Coal Co., New Glasgow, N.S.
Sessenwein Bros., Montreal.

Steel Shovels and Grain Scoops
Eclipse Mfg. Co., Ottawa.

Stencils, Stamps, etc.
Hamilton Stamp and Stencil Works, Hamilton, Ont.
Prichard-Andrews Co., Ottawa.

Stock Food.
Colonial Stock Food Co., Toronto.
International Stock Food Co., Toronto.

Store Lighting.
Auer Light Co., Montreal.
Grose, Walter, Montreal.

Stoves, Ranges, Furnaces and Tinware, etc.
Adams Co., Dubuque, Iowa.
Buck, Wm., Stove Co., Brantford.
Clare Bros. & Co., Preston.
Copp, W. J., & Co., Fort William.
Davidson, Thos., Mfg. Co., Montreal.
Dominion Radiator Co., Toronto, Ont.
Findlay Bros., Carleton Place.
Gurney Foundry Co., Toronto.
Guelph Foundry Co., Guelph.
Kemp Mnfg. Co., Toronto.
Mc lary Mfg. Co., London.
Merrick, Anderson & Co., Winnipeg.
Moore D. & Co., Hamilton.
Smart, James, Mfg Co., Brockville.
Stewart James Mfg. Co., Woodstock.
Telephone City Stoves, Brantford
Thompson B. & S. H. & Co., Montreal.
Western Foundry Co., Wingham.
Wright, E. T., & Co., Hamilton.

Tea Strainer.
Imperial Tea Strainer Co., Montreal.

Telephones.
Bell Telephone Co. of Canada.

Tents, Awnings.
Turner, J. J., & Sons, Peterborough.

Tiles.
Simpson, T. A., & Co., Burslem, Eng.

Tinsmiths' Tools.
Brown, Boggs Co., Hamilton.

Toasters
Fairgrieve Mfg. Co., Toronto.
Harkins & Willis, Ann Arbor, Mich.

Traps.
Mast, J. M., Mfg. Co., Lititz, Pa.

Typewriters.
Salter Typewriter Co., Birmingham.

Vises.
Lamplough, F. W., & Co., Montreal.

Wall Paper.
Staunton's Limited, Toronto.

Warehousing and Warehouse Trucks.
Burrow, Stewart & Milne Co., Hamilton.
Coltart & Cameron, Winnipeg.
Fairbanks Co., Montreal.
Slingsby, H. C., Montreal.

Washing Machines, etc.
Connor, J. H., & Son, Ottawa, Can.
Dowswell Mfg. Co., Hamilton, Ont.
Taylor Forbes Co., Guelph, Ont.

Watches.
Ingersoll, Robt. H., & Bro., New York.

Waterproof Covers & Clothing.
Guelph Waterproof Clothing Co., Guelph.

Wheelbarrows.
Meaford Wheelbarrow Co., Meaford.

Whiplashes.
Scholz, John F., Stratford.

Wholesale Hardware.
Belleville Hardware Co., Belleville.
Birkett, Thos., & Sons Co., Ottawa.
Bowman, John, Hardware & Coal Co., London, Ont.
Canada Hardware Co., Montreal.
Caverhill, Learmont & Co., Montreal.
Howland, H. S., Sons & Co., Toronto.
Lewis Bros. & Co., Montreal.
Merrick, Anderson & Co., Winnipeg.
Rice Lewis & Son, Toronto.
Rogers' Hardware Store, Toronto Junc.
Wood, Geo. D., & Co., Winnipeg.

Wire, Wire Rope, Cow Ties, Fencing Tools, etc.
American Steel and Wire Co., New York, Montreal, Chicago.
Dennis Wire and Iron Co., London, Ont.
Dominion Fence Co., Toronto.
Dominion Wire Mnfg. Co., Montreal and Toronto.
Greening, B., Wire Co., Hamilton.
Ironside, Son & Co., London, Eng.
London Fence Machine Co., London.
McGregor - Banwell Fence Co., Windsor, Ont.
Montreal Rolling Mills Co., Montreal.
Merrick, Anderson & Co., Winnipeg.
Oneida Community, Niagara Falls.
Ontario Tack Co., Hamilton.
Otterville Mfg. Co., Otterville.
Owen Sound Wire Fence Co., Owen Sound
Page Wire Fence Co., Walkerville, Ont.
Walter, E. F. & Co., Montreal.
Western Wire & Nail Works, London, Ont.

Woodenware.
Taylor-Forbes Co., Guelph, Ont.
United Factories, Toronto.

Wrapping Papers.
Canada Paper Co., Toronto.
Reid & Co., Quebec.

DAVID MAXWELL & SONS

ST. MARYS, ONT., CANADA.

Steel Frame Churn.

"Maxwell Favorite Churn"

PATENTED FEATURES—Improved Steel Stand, Roller Bearings, Foot and Hand Lever Drive, Detachable Links, Bolted Trunnions.

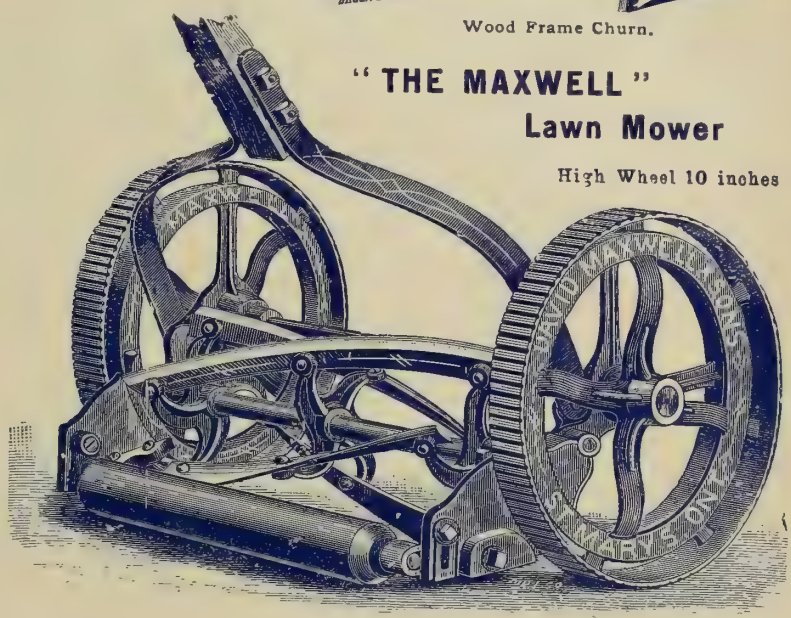
Lawn Mowers

High and Low Wheels, from 12-in. to 20-in. widths. Cold Rolled Steel Shafting, Crucible Steel Knives and Cutting Plate.

Wood Frame Churn.

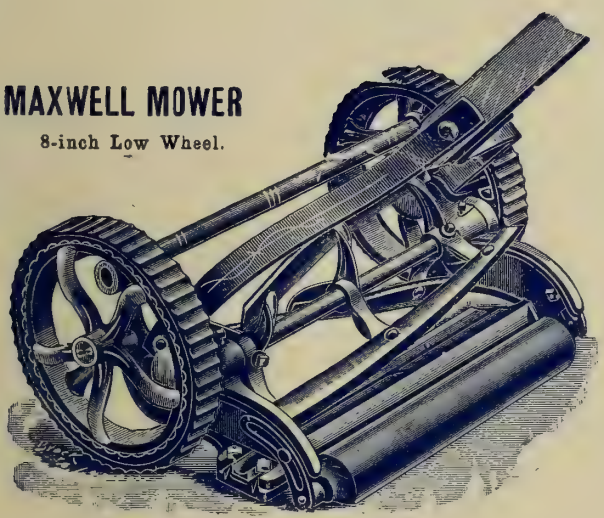
"THE MAXWELL" Lawn Mower

High Wheel 10 inches



MAXWELL MOWER

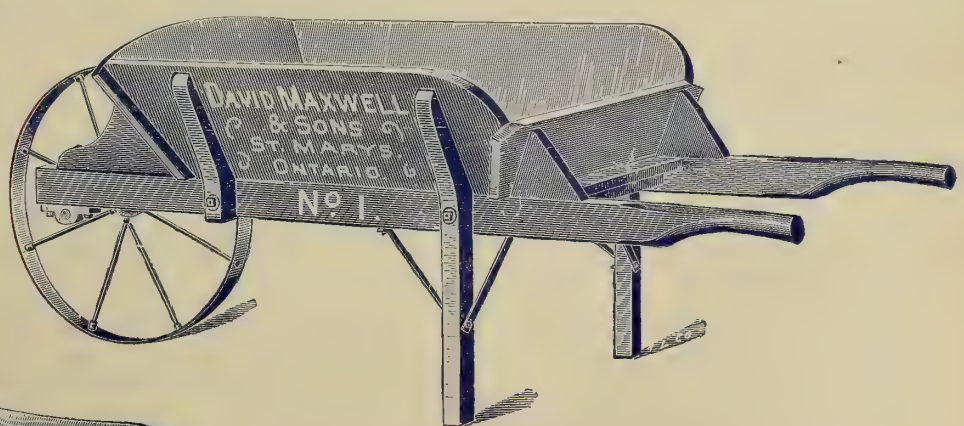
8-inch Low Wheel.



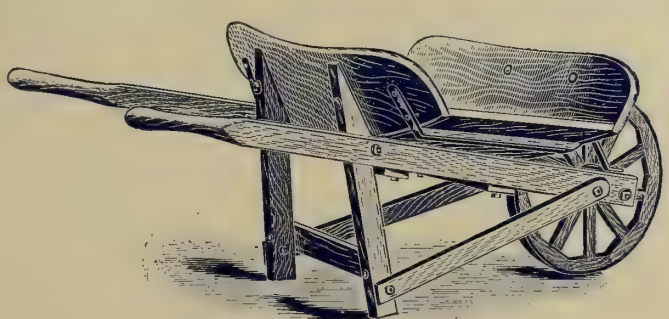
WHEELBARROWS

Navvy,
General Purpose or
Garden Barrows.

All styles and sizes.



No. 1—General Purpose Barrow.



Navvy Barrow—Iron or Wood Wheel.

Our Lawn Mowers, Churns and Barrows are sold by the leading wholesale firms. If your wholesale house does not handle them write us direct.

DAVID MAXWELL & SONS

ST. MARYS, ONT., CANADA.

Hamilton Powder Co.

Office, No. 4 Hospital Street

Montreal

CANADIAN AGENTS.

"EMPIRE" is the bulk brand of The Nobel's Explosive Co., Limited. This is sufficient guarantee of its quality. Sold through the trade, or by us direct, at the same prices as the best American smokeless powders.

Classified List of Advertisements on page 59.

Neither Fictitious nor Exhorbitant
Get LANGWELL'S BABBIT, MONTREAL.

HARDWARE AND METAL

A Weekly Newspaper devoted to the Hardware, Metal, Machinery, Heating and Plumbing Trades in Canada.

VOL. XVI. MONTREAL AND TORONTO, MARCH 26, 1904. NO. 13

ANVILS BITS
HENRY BOKER
MANUFACTURER OF
ARROW BRAND
REGISTERED TRADE MARK
HARDWARE
SPECIALITIES OF ALL DESCRIPTIONS
PLYERS VICES
For Sale by Leading Wholesale Hardware Houses.

A QUESTION:

If other brands are "just as good," why do level headed buyers willingly pay a little more for

"QUEEN'S HEAD"?

JOHN LYSAGHT, Limited, Makers, BRISTOL, ENG.
A. C. LESLIE & CO., MONTREAL Managers Canadian Branch.

Before placing your orders elsewhere, secure our

New Prices

—on—

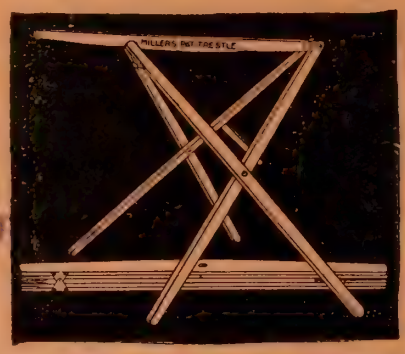
IRON PIPE, BLACK AND GALVANIZED.
CAST FITTINGS.
MALL FITTINGS.
GALVANIZED FITTINGS.
HEADERS.
BRASS VALVES.
IRON BODY VALVES.
STEAM SPECIALTIES AND ENGINEERS' SUPPLIES.

Large Stock. Prompt Shipment

THE DOMINION RADIATOR CO., Limited
Head Office and Works—Dufferin St., TORONTO.
BRANCHES: Montreal, Quebec, St. John, N. B., Winnipeg and Vancouver, B.C.

PAINTERS' and PAPERHANGERS' Tools.

GLASS



MILLER'S PATENT TRESTLE.

PUTTY

WHEEL KNIFE.

IVORY ROLLER.

SIDEARM ROLLER.

WHEEL KNIFE.

RIDGLEY'S NEWEST TRIMMER.

SEAM ROLLER.

CASING KNIFE.

WRITE FOR TRADE PRICES AND CATALOGUE.

RICE LEWIS & SON

LIMITED

COR. KING AND VICTORIA STS., TORONTO.

All in Cut Book 17
Page 29

Ebony, Ivory, Coral or Amber Handle, $2.00 per dozen.

Pearl or Stone Handle, $3.00 per dozen.

The Canadian trade supplied by

RICE LEWIS & SON, Limited, *TORONTO.*

DAVISON MFG. CO.,
112 Front St., Brooklyn, N.Y.

THE CANADIAN RUBBER CO.
of Montreal.

MANUFACTURERS OF

Rubber Belting, Hose, Packing, Valves, Gaskets,

ETC., ETC.

We make a specialty of

HORSE SHOE PADS

the best in the market.

Write for Prices and Circulars.

Head Office : : MONTREAL

BRANCHES—TORONTO, WINNIPEG and VANCOUVER

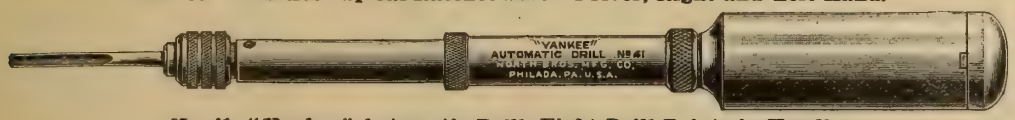
Other Tools are very good Tools, but

"YANKEE TOOLS"

ARE BETTER

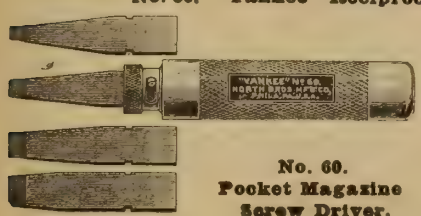
No. 15. "Yankee" Ratchet Screw Driver, with Finger Turn on Blade.

No. 30. "Yankee" Spiral-Ratchet Screw Driver, Right and Left Hand.



No. 41. "Yankee" Automatic Drill, Eight Drill Points in Handle.

No. 50. "Yankee" Reciprocating Drill for Iron, Steel, Brass, Wood, etc.



No. 60. Pocket Magazine Screw Driver.

Our "YANKEE" Tool Book tells all about them. Mailed free on application. . . . . .

Manufacturers also of

LIGHTNING, GEM and BLIZZARD Ice Cream Freezers.

Toy Freezers, Ice Shaves and Ice Chippers.

Fluting Machines, Hand Fluters.

Sold by Leading Jobbers in Canada.

NORTH BROS. MFG. CO.,

Philadelphia, Pa., U.S.A.

THOS. BIRKETT & SON CO., LIMITED

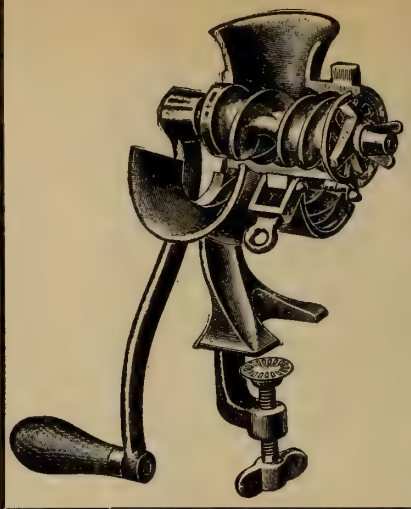
Wholesale Hardware Merchants,

OTTAWA, ONT.

Builders' Lumbermen's and Contractors' Supplies

A complete stock always on hand for prompt delivery.

Enquiries solicited. Mail orders filled with dispatch.



The Russwin Food Cutter.

CLEANLINESS.

There is no drip from the Russwin to soil clothing and floors. The gutter carries all juices to the dish—they are not deposited upon the floor. The machine itself is quickly cleaned with the least possible effort. Write for Booklets, Posters and Electrotypes to assist you.

Russell & Erwin Mfg. Co.
New Britain, Conn., U.S.A.

Tin

Lamb and Flag Straits

Lowest Prices

M. & L. SAMUEL, BENJAMIN & CO.

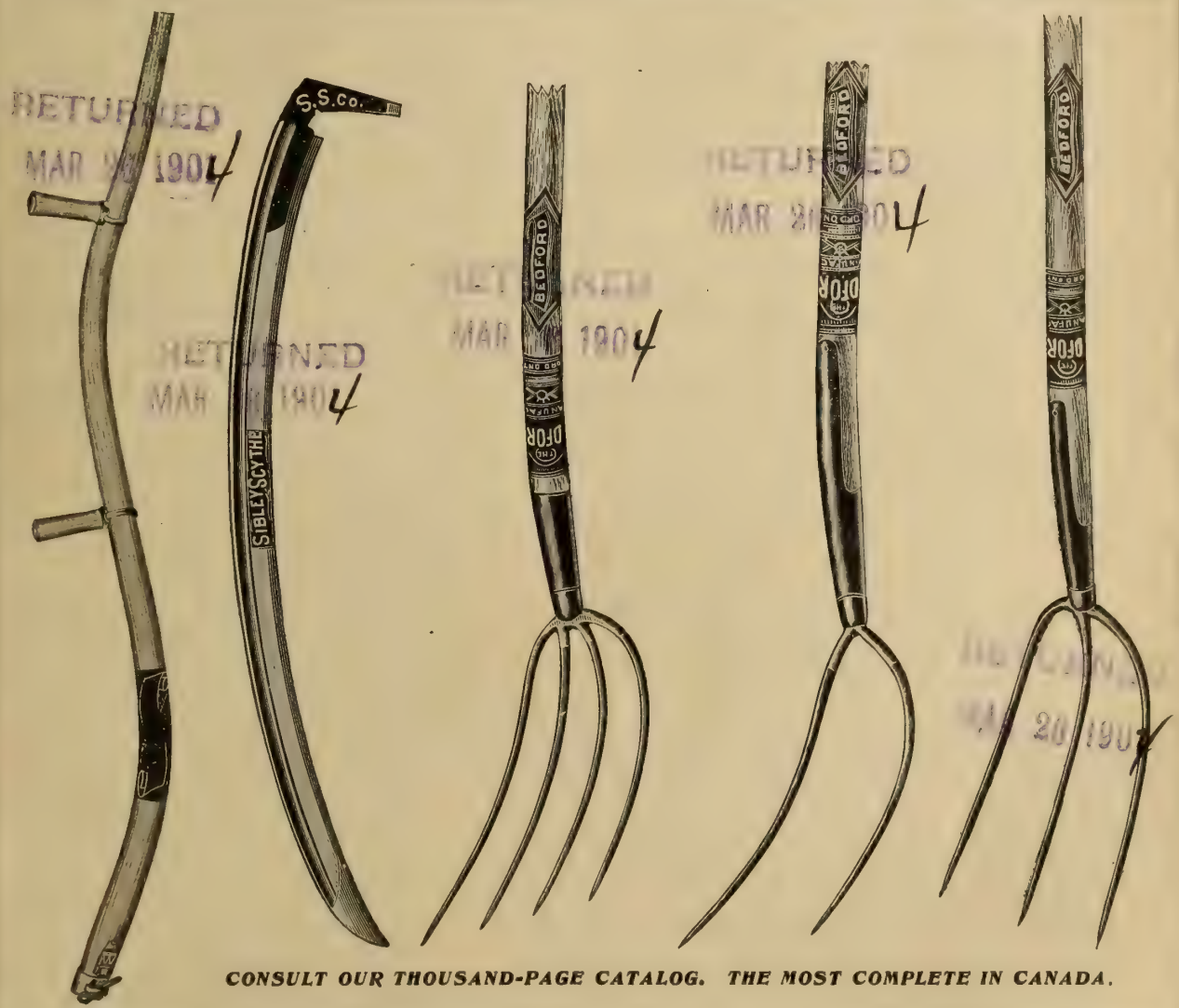
General Importers and Exporters and Metal Merchants

27 Wellington St. West, TORONTO, ONT.

EUROPEAN HOUSE—16 PHILPOT LANE, LONDON, ENG.

YOUR HARVEST

An early spring generally brings an early harvest. Are you ready for it? No use letting your trade go to the "other fellow," when, through our stock, you are enabled to meet every demand. Plant an early order for seasonable goods and **your harvest** will be **sure.**



CONSULT OUR THOUSAND-PAGE CATALOG. THE MOST COMPLETE IN CANADA.

LEWIS BROS. & CO.

IMPORTERS AND DISTRIBUTORS

QUOTE LOW

TORONTO, 87 York St. OTTAWA, 54 Queen St. VANCOUVER, 141 Water St.

Address all correspondence to **MONTREAL.**

SHIP QUICK

Allin cut Book 17
Page 30 AW

Binder Twine

BLUE RIBBON,	650	feet	per	pound
RED CAP,	600	"	"	"
TIGER,	550	"	"	"
GOLDEN CROWN,	500	"	"	"
STANDARD,	500	"	"	"
SISAL,	500	"	"	"

Blue Ribbon is no doubt the Queen of Binder Twine. It runs six hundred and fifty feet to the pound, and is manufactured from most select Manila Fibre. Six hundred and fifty foot Twine is the only Twine manufactured entirely from Manila Fibre. Dealers should beware of so-called "Manila" Twines which are advertised to measure less than 650 feet to the pound. They are mixed Twines.

Write for samples.

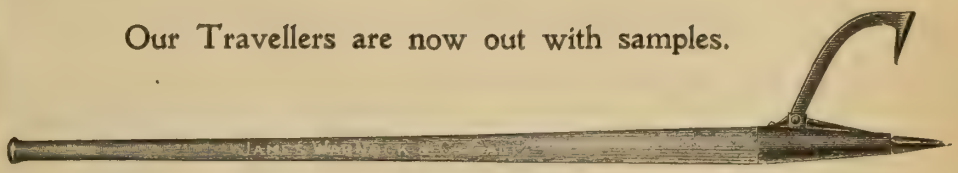
Consumers Cordage Company, Limited

Halifax, N. S. **Montreal, Que.**

AXES and . . .

LUMBERING TOOLS

Our Travellers are now out with samples.



Our prices are right and a Warnock Tool is the accepted standard of quality.

See our axe samples before buying.

JAMES WARNOCK & CO.

GALT, ONT.

A New Line

In addition to our Axes, which are second to none, we are offering

The Crown Jewel Cross Cut Saw

There is nothing made to excel it in ease of cutting, in quality or in temper, and the price is lower than other high-grade Saws.

DUNDAS AXE WORKS,

DUNDAS, ONT.

Like our American (Flat-Link) Traces, shown in last week's issue, the Niagara (Wire) Trace is distinctively an Oneida Community product.

NIAGARA PATTERN TRACES.

Insist on having either **AMERICAN** or **NIAGARA** pattern

Oneida Community, Limited, Manufacturers, **Niagara Falls, Ont.**

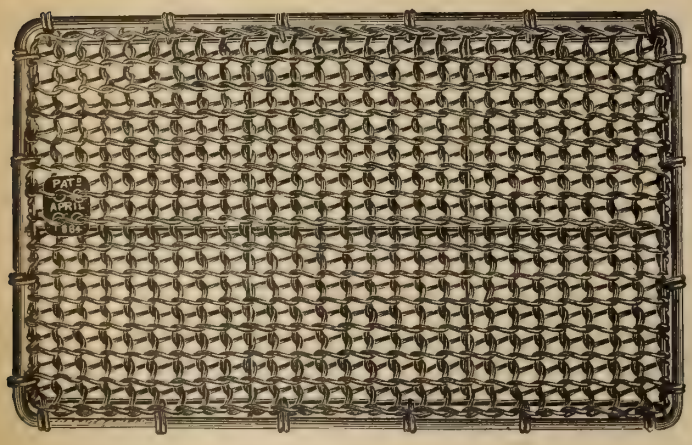
American Steel & Wire Co.

New York Empire Building | **Montreal** N. Y. Life Building | **Chicago** The Rookery

BARBED WIRE GALVANIZED PLAIN WIRE
PLAIN TWIST CABLE FENCING

Telegraph and Telephone Wire; Mattress, Broom, Weaving Wires of every description; Rail Bonds, Bale Ties, Special Wires for all purposes, Springs, Horse Shoes, Wire Rope, Cold-drawn Steel Shafting.

Wire Door Mats



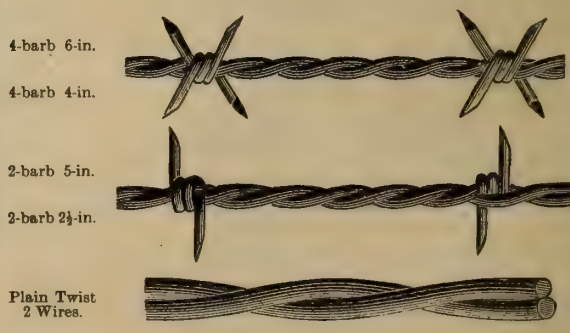
The most durable, cleanest and perfect sanitary Mat made.
Has been on the market for 20 years.
All sizes and shapes made to order.
For stock sizes see catalogue.

THE B. GREENING WIRE CO.
LIMITED.
HAMILTON, ONT. MONTREAL, QUE.

FENCING

MANUFACTURED BY

Dominion Wire Manufacturing Co.
LIMITED
MONTREAL AND TORONTO.



Coiled SPRING Galvanized Fence.

BRIGHT and GALVANIZED FENCE STAPLES,
1¼ to 2 INCHES.

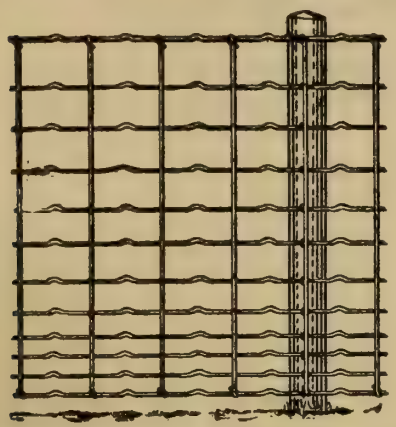
ANNEALED WIRE
FOR BALING

HAY — PULP — PAPER — RAGS — SHINGLES—ENC

BUY DOMINION GOODS

SATISFACTION GUARANTEED.

Electrically Welded WIRE FENCING



THE NEATEST, STRONGEST AND MOST DURABLE WIRE FENCE IN THE WORLD.

All made of No. 9 best galvanized Steel Wire, without any twists, locks, or other fasteners for cross wires, on which snow and ice can lodge, and thus hold moisture and cause rust.

And the cheapest fence in the world, according to weight of metal used.

All stay wires only twelve inches apart, and meshes must retain uniform shape, as wires cannot slip from proper position,

Large discounts allowed off List Prices.

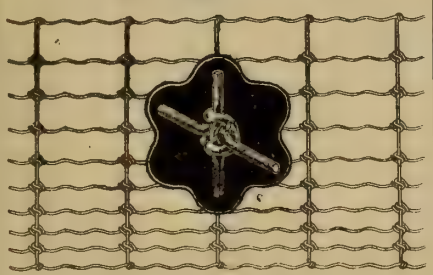
Price lists forwarded on application to

Dominion Fence Co., Limited,
17 Toronto St., TORONTO.

Your Customers

the farmers are looking for a fence, strong, serviceable and durable at a reasonable cost. You can supply it to them in the

IDEAL



It is strictly up-to-date and the best value to be had in wire fencing to-day.

A GOOD SELLER

We have a style for every purpose in either heavy or light fencing. Write for catalogue showing fencing and gates.

Coiled-Spring Wire

unexcelled in quality, shipped promptly.

THE
McGregor-Banwell Fence Co.
Limited
Walkerville, Ont.

MERRICK, ANDERSON & CO., Winnipeg.
Sole Agents for Manitoba and N. W. T.

IRONSIDE FOR IRON

Our Specialties are **British** and **Foreign Iron** and **Steel, Metals, Bars, Plates, Sheets, Bolts** and **Nuts, Tin Plates, etc.**

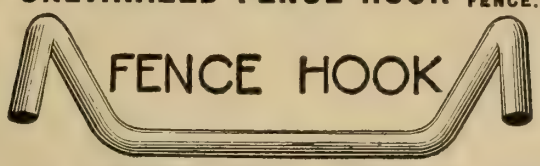
We are sole Licencees for **Page's Patent Wire Stretcher** and also for **Ironside's Paten Wire Cutters.**

We Publish Monthly a "CANADIAN METAL PRICE LIST," giving quotations in Dollars and Cents, (C.I.F.), also "WEEKLY MARKET REPORT."

Let us have your name and address for "PRICE LIST" and "MARKET REPORT."

IRONSIDE, SON & CO., 16 Water Lane, Great Tower St., E.C., **London, England**

GALVANIZED FENCE HOOK FOR FASTENING WOODEN PICKET ON WIRE FENCE.

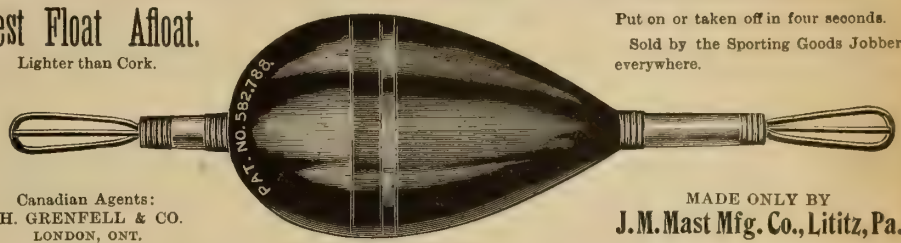


WIRE BARB OILEI LINE — COILED SPRING IN FENCE WIRE SEALED, CLOTHES STAPLES, etc.

THE WESTERN WIRE & NAIL CO., Limited, **LONDON, ONT.**

Best Float Afloat.

Lighter than Cork.



Put on or taken off in four seconds.

Sold by the Sporting Goods Jobber everywhere.

Canadian Agents:
E. H. GRENFELL & CO.
LONDON, ONT.

MADE ONLY BY
J. M. Mast Mfg. Co., Lititz, Pa.

SPRINGS

FLAT.—SPIRAL OR VOLUTE

INTERESTING CATALOG MAILED ON APPLICATION

THE WALLACE BARNES CO.
BRISTOL CONN.

DILLON HINGE STAY FIELD FENCE

Sold to the trade only.

CAVERHILL & LEARMONT, Agents
at Montreal and Winnipeg.

Manufactured and sold by
OWEN SOUND WIRE FENCE CO., Limited
Owen Sound, Ont.

To be Used Exclusively at the St. Louis World's Fair, 1904.

Sold by All Leading Jobbers in U. S., Canada and Mexico.

TO DEALERS AND USERS

—OF—

Savage Arms and Ammunition

Our attention has been called to a circular issued by the Marlin Fire Arms Co., with reference to a claim of infringement of patents made against the Savage 22 Cal. Rifle. It is a significant fact that we have not been sued for the alleged infringement, but suits have been brought against two of our customers in New Haven, Conn. We have already assumed all responsibility of these suits and are able to take care of them and intend to do so. We have the services of able counsel and experts, who assure us that our 22 Cal. Rifle is not an infringement of the Marlin patents, and, indeed, this must be apparent to all who are familiar with, or will take the trouble to compare the Savage and Marlin Rifles.

Marlin was not, by any means, the first to produce or make a take-down rifle. Our rifle is not like Marlin's we are pleased to say.

We assure you that we are able to, and will protect all dealers and users of the Savage 22 Cal. Rifles against all claims of infringement. We shall continue to maintain the high standard of excellence of our arms and rely, as we have heretofore, on the trade and public to recognize real merit.

Yours very truly,

SAVAGE ARMS COMPANY.

THE "SAVAGE" SHOOTS THE THREE LENGTHS OF CARTRIDGES.

SALTER TYPEWRITER

MANUFACTURED BY

Geo. Salter & Co., West Bromwich, **ENGLAND**

Visible Writing, Permanent Alignment, Automatic Ribbon Reverse, The Best Manifolder, The Best Stencil Cutter. Price, £14:14:0, Complete.

SALTER TYPEWRITER CO.

HEAD OFFICE—27 Martineau Street,

AGENTS WANTED

BIRMINGHAM, ENGLAND

BUY THEM NOW.

IVER JOHNSON

SINGLE TRIGGER, SEMI-HAMMERLESS, TOP SNAP and CHAMPION GUNS.

STEVENS' HAMMERLESS GUN.

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HAMMERLESS GUNS.

BEST GOODS **RIGHT PRICES**

E. F. WALTER & CO., 166 and 168 McGill St., Montreal

THE LION BRAND.

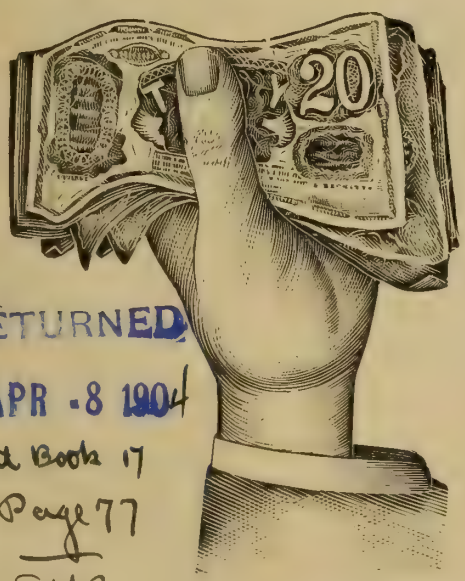
Waterproof Clothing

FISHERMEN'S TEAMSTERS'

Best Goods. **Right Prices.**

Branch Agencies: W. LOUIS HALDIMAND, Jr., 36 St. Dizier Street, MONTREAL, QUE.,
CHAS. THOMPSON, 430 Cordova St., VANCOUVER, B.C.

The Guelph Waterproof Clothing Co., Guelph, Ontario.



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An up-to-date Hardware Stock is not complete to-day without a well assorted stock of

BICYCLE HARDWARE

This is the season they are called for.

We are the only makers of Bicycle Hardware in Canada, and it will pay you to buy direct and get our prices.

"Accessories Department"

Branches: Winnipeg, Man. Vancouver, B.C.

The Canada Cycle & Motor Co., Limited

Head Office and Works: TORONTO JUNCTION.

DAVID MAXWELL & SONS

ST. MARYS, ONT., CANADA.

Steel Frame Churn.

"Maxwell Favorite Churn"

PATENTED FEATURES: Improved Steel Stand, Roller Bearings, and Foot and Hand Lever Drive, and Detachable Driving Link. Improved for season of 1904. Steel or Wood Frame as desired.

Lawn Mowers.

High and Low Wheels, from 12 in. to 20 in. widths. Cold Rolled Steel Shafting, Crucible Steel Knives and Cutting Plate.

If your Wholesale House does not offer you these articles

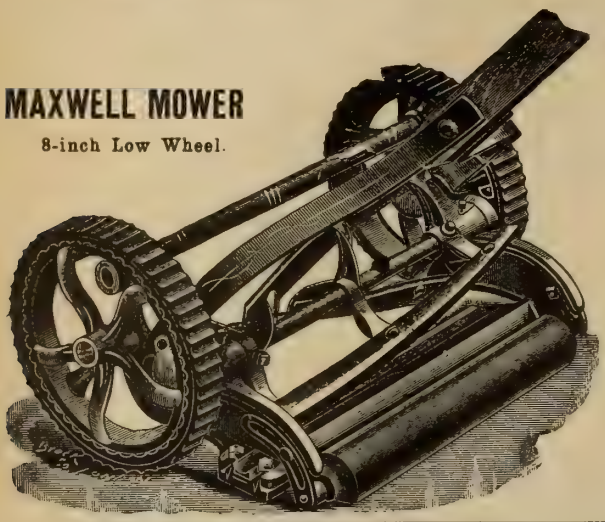
SEND DIRECT TO US.

Wheelbarrows.

In Four Different Sizes.

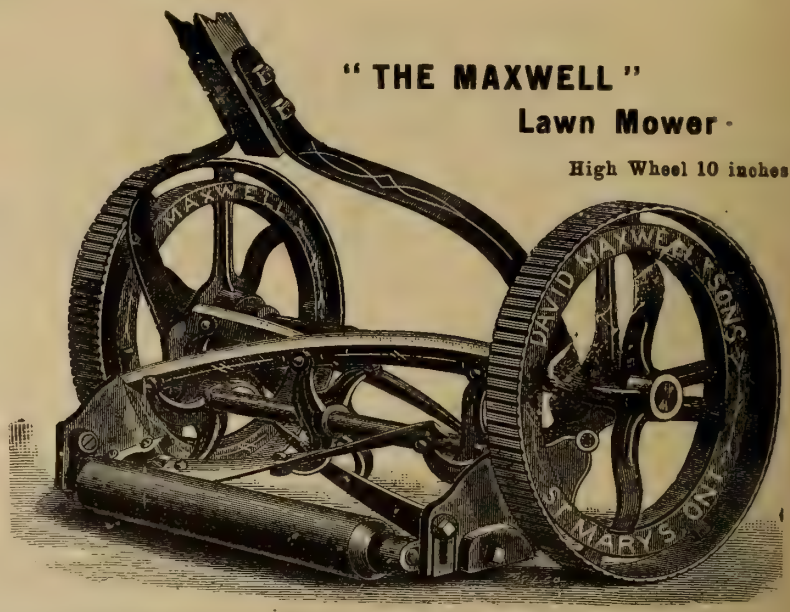
MAXWELL MOWER

8-inch Low Wheel.



"THE MAXWELL" Lawn Mower

High Wheel 10 inches



Sausage Stuffer, Lard and Fruit Press

8 Sizes and Styles

Rapid Grinding and Pulverizing Mills

10 Sizes and Styles for Hand and Power

No. 3, $5.50.

Bone, Shell and Corn Mill

No. 750, $8.50.

TRADE **"ENTERPRISE"** MARK

Meat and Food Choppers

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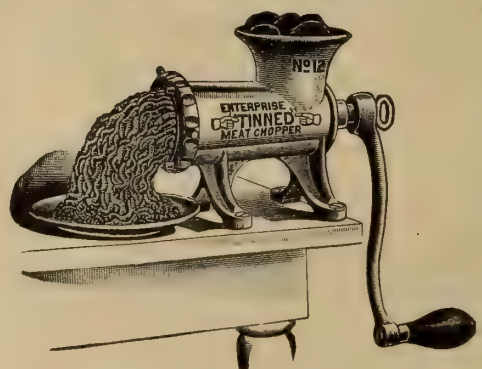
40 Sizes and Styles for Hand and Power from $1.00 to $300.00



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Sold by all the leading Jobbers of the Dominion

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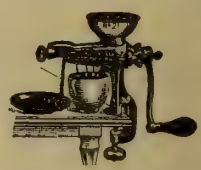
The Enterprise Mfg. Co. of Pa.

Philadelphia, Pa., U. S. A.

Meat Juice Extractor



No. 21, $2.50

Raisin Seeder

No. 36, $1.00

Cold Handle Polishing IRON

No. 82, $7.50 per doz.

CANADIAN CORDAGE & MFG. CO., Limited.

Manila Rope

of all kinds, from the largest to the smallest.

Sisal Rope

of all kinds, from the largest to the smallest.

Lath Yarn.

Shingle Yarn.

☞ **We guarantee our goods to be absolutely Pure and free from all substances calculated to increase weight.** Consumers will find on careful test that our goods are the **Most Economical.**

Binder Twine.

Binder Twine

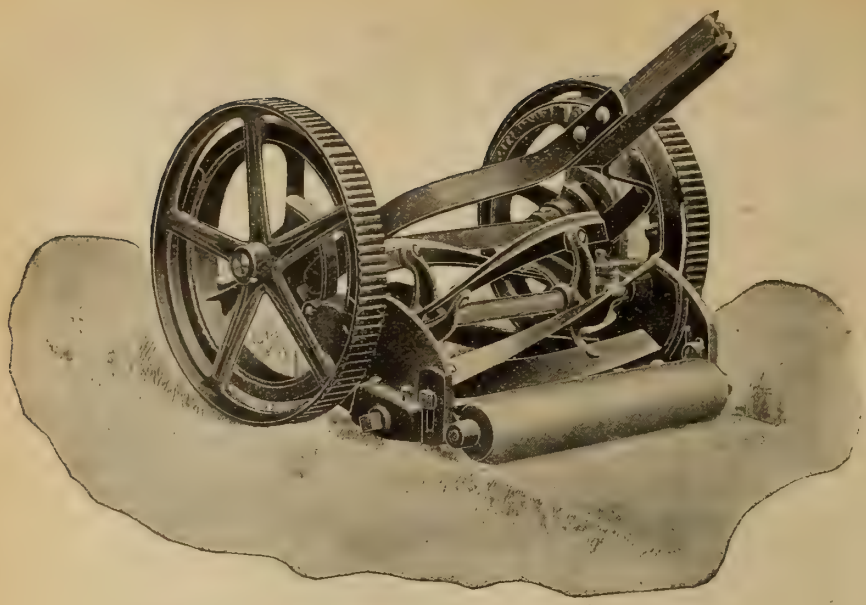
Royal Manila,	650 ft. to the lb.
Royal Manila,	600 ft. to the lb.
Royal Manila,	550 ft. to the lb.
Royal Manila,	500 ft. to the lb.
Standard, -	500 ft. to the lb.
Sisal, - -	500 ft. to the lb.

The latest and finest machinery is operated in this factory and although not the largest, it is the finest mill of its size in the world.

For LOW PRICES and HIGHEST QUALITY, Write, Wire or 'Phone.

CANADIAN CORDAGE & MFG. CO., Limited

Peterborough, Ont.



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The Three S's

Simple, Satisfactory, Saleable,

Such are the

LAWN MOWERS

Made by Taylor-Forbes.

—Every machine guaranteed.
—All Parts quickly and cheaply obtainable.

GIVE ORDERS NOW, WHEN WE CAN SHIP WITHOUT DELAY.

Send for Catalogue B.

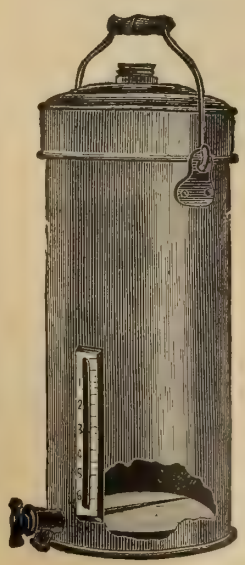
TAYLOR-FORBES CO., Limited

Montreal Branch, 9 De Bresoles St.

Guelph, Canada.

DAIRY SUPPLIES

CREAMERY CANS



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With deep strainer covers, or locking attachment. Fast or Loose Key Taps. 4-in. Mica Gauges.

Also Trimmings for above if desired.

IRON CLAD DAIRY PAILS

Made with Roll Rim Bottoms.

Roll Rim Dairy Pail Bottoms.
Dairy Pans.
Milk Strainers and Skimmers.
Milk Strainer Pails.
Butter Buckets.

KEMP MANUFACTURING CO., TORONTO, CANADA.

The Manufacture of Varnish and Japans.

The Process Employed by Berry Bros., Walkerville and Detroit.

ALL merchants who sell paints, oils, varnishes, etc., as well as the painters who use them, should ever take an intelligent interest in the various articles composing their stock-in-trade.

For this reason Hardware and Metal readers will find of value information regarding the method of production of varnishes and Japans.

The Shellac Bleachery.

Varnish is by no means a modern invention, its use having been known in the earliest historic times. The Chinese and Japanese were adepts in the use of varnish, and the latter people carried the art to a high degree of perfection—as our modern word "Japanning" shows.

The Egyptians also understood the art of varnishing, and the pictures exhumed from the buried cities of Herculaneum and Pompeii are said to owe the brightness of their color to their having been covered with a species of wax varnish.

It is a peculiar fact that varnish which is satisfactory for one country may not be satisfactory for another. For this reason the manufacturer must pay particular heed to the climate of country to which he is desirous of selling his product. For instance, it has been found that English varnish particularly suitable in a uniform and humid climate may not give as satisfactory results when exposed to climatic extremes such as are met with in America.

The varnishes in modern use are divided into three classes: Fixed oil varnish, volatile oil varnish, and spirit varnish. The solvents used are, for the spirit varnishes, alcohol, and for the volatile oil varnishes, turpentine, while the fixed oil varnishes, which are the most important of all, have properly speaking, no solvent, the gums, or resins of which they are composed having first to be melted, and then combined with turpentine and linseed oil.

Spirit varnishes possess a limited value only for finishing purposes. The alcohol evaporating leaves a coating lacking in durability or elasticity, so that they are entirely unfitted for exposure. They are useful, and are principally used for first coats on work that is to be afterwards treated with a fixed oil varnish, filling up the pores of the wood and making a good foundation to work on. Spirit varnishes are also used to a certain extent to impart a finish to sundry articles of furniture, tool handles and other purposes not necessitating exposure to the weather.

Spirit varnish most commonly used is known in the finishing room as shellac. This shellac comes from East India and is a product of the insect "Coccus Tacca." It has a growth of years and is gathered by the natives and placed in hot water which dissolves the coloring matter, which is then taken out and dried and afterwards put into strong, coarse cotton bags which are held near enough to charcoal fires to melt the lac, without burning the bags. By twisting the bag the melted lac is forced out. When the coloring matter has not been well worked out, the lac is often very dark, so that there are several varieties in commerce, as orange, garnet, etc. White or bleached shellac, is, as the name indicates, lac rendered white and colorless by the bleaching process.

In finishing light and delicate colored woods, when a shellac coat is necessary, and it is essential to preserve the natural color of the wood, the grade known as orange shellac would not answer, and in these cases white shellac is resorted to, which is colorless, so will not stain the very lightest woods.

The bleaching of shellac is such an important feature of proper production that it has been found wise to install a large four storey building equipped with intricate machinery and appliances for the bleaching process. Some of the illustrations herewith referring to this process are particularly interesting.

Grinding Mills in the Shellac Bleachery.

Shellac is the only alcohol varnish that is used to any extent now-a-days. There are others that are employed for various purposes, such as sandarac varnish, which is used on violins, guitars and other musical instruments of the lute variety. French book varnish, used by book binders on the fine leather binding of books, etc.

Volatile oil varnish consists of a solution of the various soft gums or resins with turpentine. They are inferior in quality to both the spirit varnish and the fixed oil varnishes, possessing neither the brilliancy of the former nor the durability of the latter. The chief mission of the volatile oil varnishes is to mix with paint, to impart a gloss. They are also used on wall paper, maps, etc.

Fixed oil varnishes: The most important division of these classes are the prevailing varnishes in modern use, embracing carriage varnishes, house varnishes, cabinet varnishes and furniture varnishes. The ingredients of fixed oil varnish are three in number, consisting of copal, which is the base, linseed oil and turpentine.

In the Shellac Drying Room.

Turpentine is a product of the "long leaf" pine, Georgia being the main source of supply. The tree being squared on two sides for a few feet up from the ground, the sap rises and congeals on the blazed surfaces; the accretion being then scraped off, the turpentine is produced thereform by distillation, the residue being resin.

Linseed oil is one of the products of the flax plant, the part utilized being the seeds, which are first ground to meal and then submitted to hydraulic pressure, which extracts a liquid consisting of oil and mucilage; the latter is allowed to settle and the linseed oil is then drawn off.

Japan Making. Gum Melting.

To an onlooker, the manufacture of varnish is apparently an exceedingly simple process, merely consisting of putting a quantity of the gum copal into a copper melting kettle, wheeling it over the fire and letting it remain until the gum is melted; than adding a certain quantity of the prepared linseed oil — some stirring, a little more boiling, and lastly adding turpentine to the mixture, some straining and filtering, and lo! the varnish is made; and so far as the mere mechanical process is concerned, that is really all there is to it.

Simple as it appears to the novice, however, every process in the manufacture of varnish must be conducted with scrupulous care, unremitting attention and mathematical accuracy.

No guess work is permissible in varnish making. The gums are carefully sorted and graded for the various kinds of varnish; the quantities to be melted correctly weighed; the melting or cooking of the gum closely watched by the varnish maker by means of his stirring rod; and the proportions of oil and turpentine added, measured with the greatest accuracy. In addition to these leading essentials in the proper manufacture of varnish, there are numerous

Corner in Laboratory.

WIRE NAILS
TACKS
WIRE

Prompt Shipment

The ONTARIO TACK CO.
Limited
HAMILTON ONT.

minor points to be observed, which we have learned by experience and long acquaintance with gum copal and its faithful allies, linseed oil and turpentine.

We use the expression "minor points" however, in a relative sense only, as every point and precaution observed by us in the manufacture of our varnishes is based upon our personal experience of what is necessary to produce the best results; and all are factors in aiding to reach the goal we constantly strive for: "Perfection."

(To be continued).

CATALOGUES, BOOKLETS, ETC.

For the convenience of its readers HARDWARE AND METAL has opened its columns for the review of catalogues, booklets or other such publications issued by manufacturers or wholesale dealers selling to the hardware, plumbing, machinery or metal trades. Retailers desiring such publications may also have inserted a note to that effect. It is requested that when any of the trade write for any booklet mentioned in these columns that they credit HARDWARE AND METAL as the source of their information.

Sawyer Tool Mfg. Co.

The Sawyer Tool Mfg. Co., of Fitchburg, Mass., are issuing their "Catalog 'G'" which is an illustrated price list of fine tools and hardware specialties manufactured by them. Numerous rules of various kinds are given a prominent place in the catalogue. Gauges, bevels, scribers and other carpenters' tools of improved designs are illustrated and described at length. The catalogue is designed for distribution among mechanics as well as among the trade and the descriptions have been written to interest them. Though not lengthy they are complete, stating in a very few words just what the tool will do. Readers of Hardware and Metal who have not received a copy should write to A. C. Jenking, Room 215 Coristine Building, Montreal. Mr. Jenking is the Canadian agent for the Sawyer Tool Mfg. Co.

The Jones Side-Wall Register.

The United States Register Co., Battle Creek, Mich., have issued a booklet for the trade illustrating and listing their registers and fittings. All who are interested in hot air heating should have these booklets for references, as there is no doubt the use of side-wall registers is undoubtedly bound to increase materially in the next few years. Copies of the booklet will be sent on request to readers of Hardware and Metal.

The Propeller.

The Lozier Motor Co., New York City, have started to issue a monthly publication, "The Propeller," which should be of much interest to many readers of Hardware and Metal. Among the articles in the March issue are "Concerning the Automobile Boat;" "Motor Boats at Suburban Resorts," "An Attractive Motor Boat at Savona, Italy," "Lozier Marine Engines that are Bargains," and "Sundry Congressional Bills." Copies of this publication will be sent to Hardware and Metal readers on request.

Nail It Up.

THE S.W.P. AGENCY SIGN

represents the best in paint—the best made paint—the best advertised paint.

It means more paint business—the largest and most profitable business in your territory. It stands for "confidence" in the paint world and "progressiveness" in business.

Don't think these statements exaggerated or too promising—they are vouched for by the word and experience of thousands of agents—they are backed by a company that in 38 years have grown to be the largest paint and varnish makers in the world—that are everywhere recognized as the most progressive and enterprising in their line.

The Sherwin-Williams Co. have built their business upon rock-bottom quality and unstinted energy.

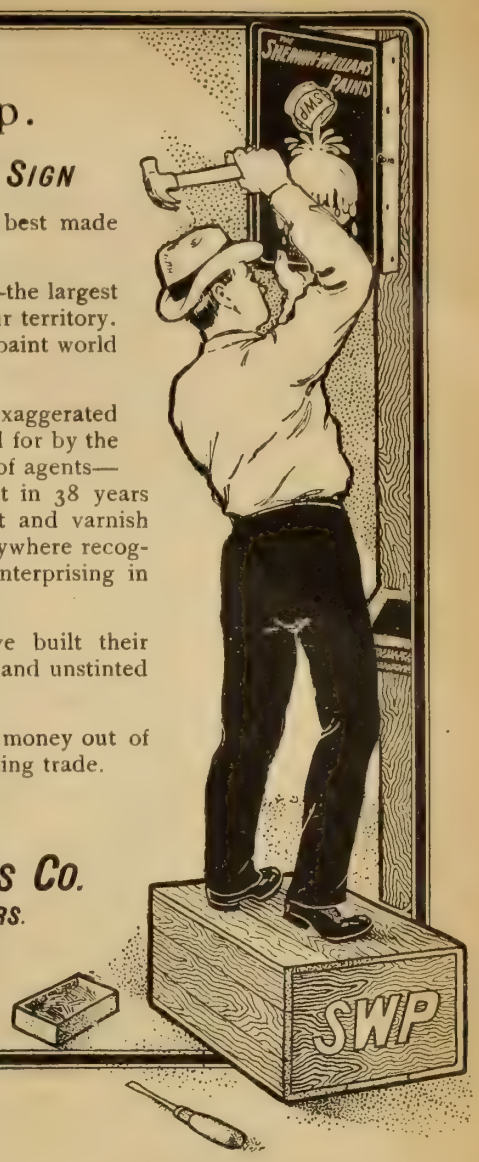
Allied with us you can make money out of paint—more money and a more lasting trade.

Write today for booklet B-13.

THE SHERWIN-WILLIAMS CO.
PAINT AND VARNISH MAKERS.

Canadian Headquarters: 21 St. Antoine St., Montreal, Que.

Canadian Branches: 86 York St., Toronto and 147 Bannatyne St., East, Winnipeg. 1159



Business Changes

ONTARIO.

D. J. Keogan, general merchant, Hastings, has sold out.

G. McDowell, harness dealer, Listowel, has sold out to C. Prueter.

M. Fitzgerald, coal dealer, Oakville, advertises his business for sale.

Jacob Pfeffer, carriage maker, Tara, has advertised his business for sale.

J. Burgess, general merchant, Vienna, has sold out to A. B. Lawrason.

Buck & Stewart, general merchants, Hastings, have dissolved partnership.

N. G. Pratt, general merchant, Malakoff, has been succeeded by A. Johnson.

Fraser Bros., hardware merchants, Hastings, Ont., have given up business.

J. Prescott, general merchant, Rutherford, has sold out to C. L. Robertson.

A. L. Stewart, general merchant, Rainy River, has sold out to Lauer Bros.

Aitchison Bros. have bought the "Mammoth Fair" Hardware Company, Stouffville.

W. N. Braund, dealer in stoves and tinware, Dunnville, has sold out to Webber & Webber.

Johnson & Lee, tinsmiths, Athens, have dissolved partnership; M. C. Lee continues.

A meeting of the creditors of F. Lovelace, general merchant, Cargill, was held on March 22.

The assets of F. X. Laframboise & Co., general merchants, South Indian, have been sold.

The premises of Siebert & Co., general merchants, Plattsville, have been damaged by fire.

Cavers & Saunders, plaining mill and lumber, Dutton, have dissolved; Mr. Saunders continues.

The Centrifugal Windmill & Mfg. Co. have been granted a winding-up order; J. M. Taylor appointed interim liquidator.

McKenzie & Howell, hardware merchants, Goderich, have dissolved partnership; M. W. Howell continues the business.

Finkbeiner Bros., hardware merchants, Milverton, Ont., have dissolved partnership; W. F. Finkbeiner continuing the business.

The Parkhill Basket Co., basket and box manufacturers, Owen Sound, assigned to C. S. Cameron. A meeting of creditors was held on the 23rd inst.

QUEBEC.

H. Pepin, general merchant, Stanfold, has assigned.

A. J. Owen, metal merchant, Montreal, has registered.

Larose & Larose, contractors, Montreal, have dissolved.

J. A. Denis, hardware merchant, Montreal, has dissolved.

The assets of S. Peters, planing mill, Quebec, were sold.

H. Colbert, carriage maker, St. Gertrude, was burned out.

J. K. Milford, harness maker, Buckingham, has compromised.

Canada Wood Mfg. Co., Farnham, is asking for an extension.

Z. J. B. Vezina & Co., painters, Montreal, have registered.

F. X. Thompson & Fils, plumbers, etc., Montreal, have dissolved.

Drolet & Forget, plumbers, roofers, etc., Montreal, have registered.

The assets of the Sleeper Engine Co., Montreal, are to be sold at auction.

The Parker Coal, Ice & Cartage Co., Montreal, had their stables burned.

N. Charland, general merchant, St. Gertrude, has been burned out.

Guindon & Co., hardware, etc., Valleyfield, are selling out and removing to Edmonton, N. W. T.

H. Lamarre has been appointed curator to L. S. Plamondon, general merchant, South Durham.

The assets of L. Corriveau, general merchant, Ste. Anne de Beaupre, were sold on the 22nd inst.

A meeting of creditors of McGregor Bros., last manufacturers, Montreal, was held on the 23rd inst.

The Sherbrooke Stove Co., Sherbrooke, had their premises damaged by fire; the building was insured.

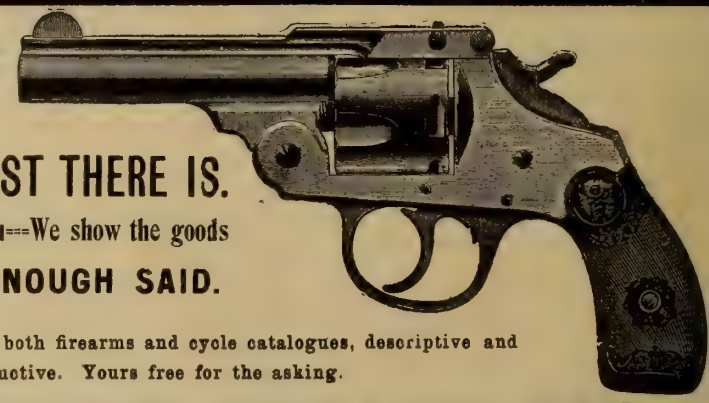
The assets of B. Larouche, general merchant, Les Grandes Bergeronnes, are advertised to be sold by tender.

V. E. Paradis has been appointed curator to J. L. Roberge & Co., general merchants, Thetford Mines.

H. Lamontagne & Co., wholesale manufacturers of harness, trunks, etc., Montreal, had their stock damaged by fire; insured.

P. Gagnon, general merchant, St. Flavie Station, has assigned; Lefaivre & Tashereau have been appointed provisional guardians.

IVER JOHNSON
AUTOMATIC
REVOLVERS



Absolute Safety.
Accidental discharge is impossible.

THE BEST THERE IS.

Others claim—We show the goods

ENOUGH SAID.

Send for both firearms and cycle catalogues, descriptive and instructive. Yours free for the asking.

IVER JOHNSON'S ARMS & CYCLE WORKS,

New York Office, 99 Chambers Street. FITCHBURG, MASS.

NEW BRUNSWICK.

Christie Wood Working Co., St. John, is applying for incorporation; capital to be $10,000.

The St. John Foundry Co., St. John, have increased their capital to $24,000.

NOVA SCOTIA.

C. Bond, contractor and builder, Amherst, has declared partnership under the style of Bond & Co.

MANITOBA AND N.W.T.

McCutcheon & Fisher, contractors, Winnipeg, have dissolved.

D. Curtis, general merchant, Wolseley, has sold out to W. E. Lord.

C. Tomlin, general merchant, Ashville has assigned to C. H. Newton.

J. Langevin, general merchant, St. Leon, has gone out of business.

F. Whelpley, general merchant, St. Clair, has sold out to Smith Bros.

Zado & Co., general merchants, Beausejour, are removing to Ridgeville.

J. Campbell & Son, hardware merchants, Winnipeg, have sold out to J. E. Riley.

Wiebe & Penner, general merchants, Rosthern, have been succeeded by Wiebe & Epp.

Reade & Co., plumbers, Winnipeg, have been succeeded by the Imperial Plumbing & Building Co.

A. C. Chaytor, general merchant, Roland, has sold out to Higgins and Webster.

J. E. Riley has purchased the hardware business of Campbell & Sons, Winnipeg.

A meeting of the creditors of F. Brinkworth, general merchant, Belmont, is to be held.

The Grenfell Milling and Elevator Co., Grenfell, Man., have just installed a large stock of hardware in connection with their business

The Hunter-Smith Hardware Co., Brandon, have opened up on Rosser ave. The new hardware store is claimed to be one of the finest in Manitoba.

BRITISH COLUMBIA.

The Vanstone Heating & Plumbing Co. have been incorporated.

Carse & Metcalfe, electricians, Victoria, have dissolved.

The Giant Mining Co., Rossland, have sent a petition to the supreme court to wind up.

McBride & Kelman, building supplies, etc., Vancouver, have been succeeded by Champion & White.

Dennis & Altree, hardware merchants, Vancouver, have been succeeded by Hardman & Bryson.

P. Herman & Co., general merchants, Port Essington, have advertised their business for sale.

The creditors of G. B. Batho & Co., general merchants, Ferguson, have been requested to file claims with J. C. Murray on or before May 25, 1904.

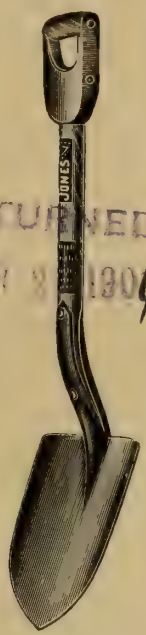
H. S. HOWLAND, SONS & CO.

WHOLESALE ONLY

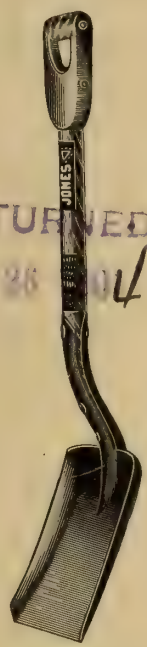
37-39 West Front Street, **Toronto.**

LIMITED ONLY WHOLESALE

D Handle Spade



D Handle Shovel
Round Point

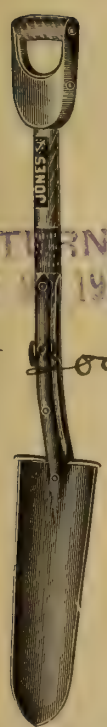


D Handle Shove
Square Point

Long Handle Spade

Long Handle Shovel
Round Point

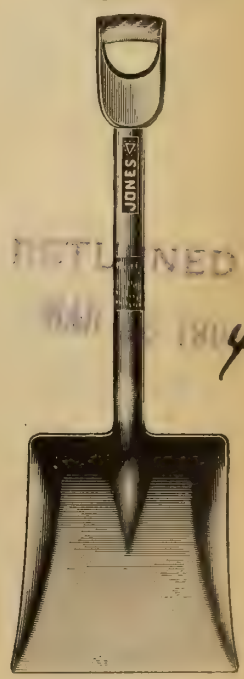
Long Handle Shovel
Square Point



Draining Spade

Steel Rakes
Straight and Curved Teeth

Wheel Barrows



Sand Shovel

FOR OTHER LINES SEE OUR HARDWARE CATALOGUE.

H. S. HOWLAND, SONS & CO. LIMITED, Toronto.

We ship promptly. GRAHAM NAILS ARE THE BEST. **Our** prices are right.

Factory: Dufferin Street, Toronto.

All in Art Book 17
Page 27

The Auer Gas Lamp

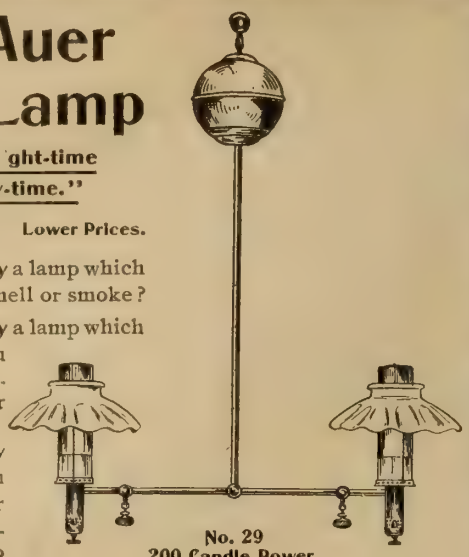
"Turns night-time into day-time."

New Models. Lower Prices.

Would you buy a lamp which doesn't smell or smoke?

Would you buy a lamp which will save you half your expense for coal oil?

Would you buy a lamp which shows your goods in daylight colors?



No. 29
200 Candle Power.

Would you buy a lamp which you can return, for full price, if you don't like it?

That's the kind of a lamp we make.

EVERY LAMP GUARANTEED

Write for our Catalogue and Discounts.

AUER LIGHT CO., 1682 NOTRE DAME ST., MONTREAL.

Announcement.

The Dodge Manufacturing Co. of Toronto, Limited, beg to announce to their many friends and customers in Eastern Canada, that they have opened up a

MONTREAL BRANCH

for the more ready distribution of their Standard Lines of Transmission Machinery in the East.

Mail Orders, Telephone Orders, and Wire Orders

ADDRESSED TO

Dodge Manufacturing Co.

419 St. James St.,

'Phones, Main 2412. " 2442.

MONTREAL, QUE.

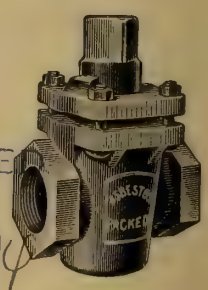
Will receive our usual prompt attention.

VALVES

Pipe and Fittings,
Injectors,
Packings,
Asbestos Goods,
ETC., ETC.

THE FAIRBANKS COMPANY

MONTREAL. TORONTO. WINNIPEG. VANCOUVER.



MACHINERY

THE MACHINERY MARKET.

Quebec.

Office of HARDWARE AND METAL,
232 McGill Street.
Montreal, March 24, 1904.

CONDITIONS in the local machinery market are much the same as at the time of our last report. The improvement noted then has continued and there is a better feeling among machinery men than for some time past. It is not meant by this that there has been any exceptional activity for the season of 1904 has not yet been up to expectations. This week's sales would probably attract little attention in a busier season, but in a quiet season they have been of sufficient importance to afford considerable encouragement to the machinery houses.

As before stated the principal demand this season has been for engines and boilers and business in this line has been quite up to the average this week. The number of new sawmills commencing business this Winter has been very large and in sawmill outfits and sawmill supplies machinery men have found a business large enough to compensate to some extent for the decline in other lines. Similarly there has been an encouraging demand for wood-working machinery of almost all kinds.

In machine tools there is, however, very little activity this week and there does not seem to be much prospect of an immediate improvement.

Ontario.

Office of HARDWARE AND METAL,
232 McGill Street.
Montreal, March 23, 1904.

CONDITIONS on the machinery market are very encouraging this week. Things have been improving gradually during the past two or three weeks, and prospects and actual business are now much better than they were at the beginning of the month. The opening of the railroads have much to do with this fresh impetus. The travelling salesmen of the machinery firms are now making their usual trips and consequently many orders have been closed. Many buyers are also in the city, and local dealers are competing for several large contracts, numerous enquiries are coming in from all over the province, and they indicate a busy market for weeks to come.

The improvement seems to be general. In all lines of machinery the market indications are good this week, sawmill outfits and wood-working in general leading perhaps. Iron-working machinery makes a very much better showing than it has done for months. Engines and boilers still have a good demand although it is not quite so noticeable as during the past week since other lines of machinery now show an equally good demand.

The electrical machinery market still makes a very good showing. The demand for motors and generators is exceptionally good for this time of the year, and local manufacturers have their hands full.

Agents for "Remanit."

STEAM users everywhere will be interested in the announcement that the James Morrison Brass Manufacturing Company, Limited, of Toronto, are now selling "Remanit," the pipe covering that is so generally used all over the world. "Remanit" is a non-conducting covering composed of "carbonized silk," and comes in rope form about $1\frac{1}{4}$ inch thick and "braid" about $\frac{5}{8}$ of an inch thick, and may be readily wound around the "T's" pipes, fittings and elbows, a feature that will be greatly appreciated.

"Reamnit" applied to pipes covered with ordinary non-conducting material will increase the non-conducting capacity from 20 to 30 per cent. It is used by many of the largest firms in England and the Morrison Company are now pushing it in Canada where it is meeting with a popular reception.

The Marine Review.

One of the most creditable trade publications of the year has just been issued by the Marine Review, Cleveland. It is a Spring "fitting-out" number and is made of surpassing interest and value by the authority and reputation of the contributors regarding the various phases of the shipping question, among whom are included Hon. Geo. B. Cortelyou, secretary of the Department of Commerce and Labor; Senator Wm. P. Frye of the United States senate; John McNeil, president of the Brotherhood of Boiler Makers and Iron Ship Builders of America, and Mr. Winthrop L. Marvin, author of "The History of the American Merchant Marine;" W. L. Brown, of the American Ship Building Co.; Hon. T. E. Burton, chairman of the Committees of Rivers and Harbors in the House of Representatives, and others of prominence in marine circles.

Pig Iron Production.

ACCORDING to the London Statist, it is probable that the world's production of pig iron in 1901 will exceed all records, notwithstanding the discouraging appearance at present of the prospects in the great iron and steel consuming trades. War between Russia and Japan may, and probably will, interfere with the production of either or both of these countries, but the total of both is not a serious item in the world's output. Last year the world's total was not so large as seemed at one time probable when the American furnaces were announced to be producing at the rate of 20,000,000 tons per annum. As it happened, by the restrictions introduced, as the end of the year approached, they only turned out in the twelve months about 18,000,000 tons. On this basis the world's make would not be more than 11,000,000 to 15,000,000 tons. In 1901 our contemporary looks for an output of 18,000,000 tons, even without any great industrial revival. For the plant is in existence, fuel is cheap, labor is clamant for employment, ore mines are being developed wherever possible, the output of the Swedish mines will be greatly increased, and blast furnaces are being improved to reach a higher average output.

MACHINERY AND ELECTRICAL NOTES.

THE American Locomotive Works have under way the construction in the Schenectady plant a very large locomotive for freight work on the Baltimore and Ohio Railway. It is of the Mallet articulated type, and will weigh over 207 tons. Of this weight 80 tons will be on the drivers; the wheel base is to be 30 1-2 feet, the traction power will be 70,000 pounds, and on a level track the locomotive is expected to haul over 10,000 tons. The coal capacity will be 13 tons, and a water capacity of 7,000 gallons.

The city of Kingston has decided on a by-law carried by a large majority to own and operate its own lighting plant.

The Henderson Roller Bearing Co., Toronto, are considering the question of establishing a branch of their industry in Brantford, Ont.

The great Northern Mines, Limited, Nelson, B.C., are going to install a new 40 stamp reducing mill in the Poplar Creek district.

W. R. & S. A. Campbell, wholesale manufacturing jewellers, Winnipeg, are fitting up their premises with machinery of the most approved type.

The sawmill of F. E. Sayre & Co., Montreal, has resumed operations. Since Christmas new machinery has been installed, and there is a further increase proposed in the near future.

Alfred Rubbra, of the Machinery Exchange, Montreal, sold a large boiler this week to E. C. Inglis & Co., butter tub manufacturers, Foster, Quebec.

Rhodes, Curry & Co., Amherst, N.B., have been awarded the contract for the construction of 100 box cars, 270 flat cars and 10 first-class vestibule day coaches for the Intercolonial Railway.

The nut and bolt works of the Portland Rolling Mills, St. John, N.B., will probably be ready for operation by June. The machinery is now on its way, and will be installed immediately upon arrival.

The machinery for the new sawmill at Fort Francis is on its way, and it is hoped that the mill will be completed soon. The machinery and equipment is all modern, and the mill will have a capacity of 60,000 feet per day.

T. G. Blackstock, vice-president of the War Eagle and Centre Star mines in British Columbia, says that the C.P.R. are about to install a lead pipe plant at Trail in connection with their smelter there. They also think of establishing a lead converting plant with a capacity of 8,000 tons of lead per annum.

The Montreal Rolling Mills Company have removed their office staff into new and handsome offices a few doors west on Notre Dame street. Their new quarters are very commodious but enlarged offices were rendered necessary by the expanding business of this important industry.

D. O'Connor, of Sudbury, and T. B. Caldwell, of Lanark, say that if the electrical process of smelting is introduced into Canada and proves successful, within three years steel rail rolling mills will be established at Lake Tamagami, north of North Bay, on the Tamiscaming Railway. The iron ore of the mines in that district is of a high grade, and there are valuable water powers in the vicinity from which electricity may be developed.

The Westinghouse Machine Co., Pittsburg, are building a 11,000 horse-power turbo-generator for the central power station of the Pennsylvania Railroad tunnel from Jersey City to Long Island. The advantages of economy of floor space characteristic of the turbine are strikingly illustrated in this large unit. for in spite of its maximum capacity of 11,000 horse-power, the space occupied by the turbine measures only 13 feet 3 inches by 27 feet 8 inches. This works out to be 30 horse-power per square foot of floor area.

C. O. Macdonald, in the interests of the North Atlantic Collieries, Limited, which company controls $200,000,000 tons of coal in the heart of the Cow Bay Basin, Cape Breton, has left for Europe, where he will inspect the principal sub-marine colleries of Britain and other European countries. The submarine coal mines, already established at Port Morien, C. B., by Mr. Macdonald, have proven very successful, but the company expect that with the ideas that Mr. Macdonald will have picked up during his tour of inspection at their command they will be able to open up the South Head colleries much more economically and rapidly than the Port Morien ores were opened up.

Geipel's Steam Trap.

THE Fairbanks Co. are offering to the Canadian trade Geipel's automatic train cock or steam trap. The need of some such contrivance is recognized by every engineer. Every steam pipe, steam cylinder, or steam coil should be fitted with a drain cock to drain off the water which collects through condensation. This is the purpose of the Geipel steam trap.

When a steam pipe is not drained, the water in it invariably gets into the engine, It is almost certain to cut out the packing in the engine glands, and there is danger of breaking the cylinder cover if work is started suddenly. The steam trap should pay for itself in a few days by saving the renewal of packing in engine glands.

The advantage of an automatic drain cock is that with its use there is no danger of any trouble with water in the steam. Wet steam is very uneconomical and it is hard on packing and wearing surfaces. Steam can be kept dry by placing one of these automatic drain cocks at every point on a steam line where it is possible for water to collect.

The makers claim for this steam trap several advantages. First, its simplicity of construction. It has no internal levers or working parts boxed in and exposed to the action of the steam and water. It will work equally well on cylinder or steam pipes, and in any position. The valve is always open to the atmosphere, except when steam is passing, and therefore the water drains away from steam pipes as fast as it collects, even before steam is turned on. The valve is also very easily examined and replaced; the operation requires only two minutes. It can be opened by hand to blow through, and if desired it can be left open.

The Fairbanks Company, Montreal, issue a booklet explaining the merits and uses of this trap which will be mailed to any reader who asks for it.

Machinery Hockey.

The Fairbanks Company, Montreal, defeated Darling Bros. in a well contested game on Tuesday night by a score of 2 to 1. The ice was not in condition to allow very fast play but the game was so close that the interest was maintained to the last. The players lined up as follows:

Fairbanks Co.—A. M. Bremner, goal; W. E. McLean, point; J. Hurst, cover point; M. Davidson, centre; D. Nicholson, left wing; L. Watson, rover; G. W. Beauboy, right wing.

Darling Bros.—F. Rhine, goal; S. Rockford, point; W. Guerin, cover point; G. Butcher, centre; A. Wilson, left wing; L. Benoit, rover; G. Fortia, right wing.

IDEAL WOVEN WIRE FENCE.

Strength and durability in their woven wire fence are the features claimed by the "Ideal," manufactured by the McGregor-Banwell Fence Company, Limited, Walkerville, Ont. The use throughout of No. 9 hard wire and the peculiar lock that cannot slip establish its claims to superiority over all other makes. A catalogue of fencing and gates, showing styles for every purpose, will be mailed free by the company on request.

Get a

Canada Cheque Protector

P-R-I-C-E, $12.00

Manufactured by the

Hamilton Stamp & Stencil Works,

HAMILTON, ONT.

A QUICK SELLER AND PROFIT BRINGER

An indispensable combination plyer that sells on sight.
Can be used as gripping, side-cutting or flat nose plyer.
Forged from fine tool steel and warranted to be durable and free from defects.

Send for the " Green Book " of Hardware Specialties for price and description.

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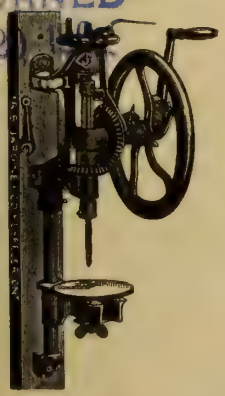

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12, 16 and 20 Guage.
Steel and Twist Barrels
Superior in Design, Workmanship and Finish, and the most popular Gun on the Market.

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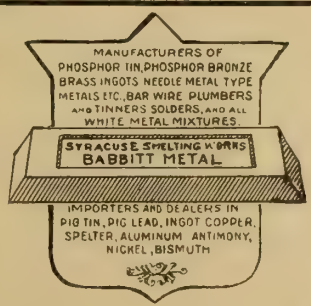
OPEN HEARTH
STEEL CASTINGS
OF ANY WEIGHT.



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Manganese
Anti-Friction Metal

will answer the purpose.

We guarantee every pound to give perfect satisfaction.

Syracuse Smelting Works,
Montreal,
New York,
Seattle.

ASK YOUR DEALER FOR IT.

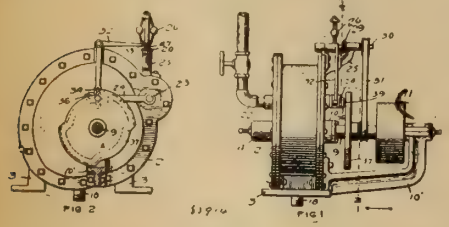
Patents Granted in Canada.

An authoritative report of patents granted by the Canadian Patent Office for recipes and devises of interest to HARDWARE AND METAL readers.

Rotary Engines.

GRANTED Angus A. Methven, Minneapolis, Minnesota. Claim: 1. The combination with the cylinder having inlet and exhaust ports, of a revolving piston arranged therein, a cam plate or disc mounted upon said shaft, a conical valve having a port adapted to register with said inlet port, an arm or lever provided on the stem of said valve, a block slidable on said arm and having a roller adapted to travel on said cam plate, a centrifugal governor and means connecting said governor and said sliding block, whereby the movement of said valve is regulated and the steam passing through said inlet port controlled, substantially as described.

2. In a rotary engine, the combination, with a cylinder, of a piston therein, a shaft therefor, a valve adapted to control the admission of steam to said cylinder, a disc connected with said shaft and having an irregular path or track, a lever connected with said valve,



a roller adapted to travel in the path on said disc and having a sliding connection with said lever, and a centrifugal governor for controlling the movement of said roller with respect to said lever and thereby regulating the operation of said valve and the admission of steam to said cylinder, substantially as described.

3. The combination with a cylinder having inlet and outlet ports, of a revolving piston arranged therein, a shaft therefor, a cam plate or disc mounted upon said shaft, a rotary valve adapted to control the admission of steam to said cylinder, a lever provided on the stem of said valve, a block slidable on said lever a suitable connection provided between said block and said cam plate, a centrifugal governor, and means connecting said governor and said block, whereby as the speed increases or decreases said block will be moved along said lever and the valve closed or opened, substantially as described.

4. The combination, with a cylinder, having an inlet port 19 and an exhaust port 17, of a rotary valve 20 adapted to close said inlet port, means for automatically operating said valve to close or open said port, a piston provided in said cylinder and comprising two sections or members said sections having radical slots and an intermediate communicating slot, a single wing member or section having a shank portion to slide in said communicating slot and head members to slide in said radical slots and alternately engage the walls of said cylinder, substantially as described.

5. In a rotary engine, the combination with a cylinder, of a piston therein, a shaft therefor, a rotary valve adapted to control the admission of steam to said cylinder, a disc provided on said shaft and having a cam track or path on its surface, a lever provided on the stem of said valve, a block slidable thereon and engaging said cam track, a centrifugal governor, and means connecting said governor and said block whereby the admission of steam to said cylinder may be automatically regulated, substantially as described.

6. The combination with a cylinder having inlet and exhaust ports, of a revolving piston within said cylinder having communicating radial slots in its opposite sides, a wing member or section slidably arranged in said slots and adapted to alternately engage the walls of said cylinder, a rotary cut-off valve for regulating the admission of steam through said inlet port, a lever provided on the steam of said valve, a block slidable on said lever, and a centrifugal governor mechanism connected with said block, whereby as the speed increases or decreases said block will be moved along said lever and said cut-off valve opened or closed.

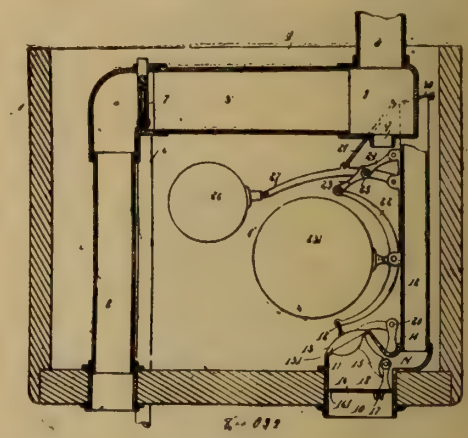
7. The combination with a cylinder having inlet and exhaust ports, of a revolving piston within said cylinder, a wing member or section slidably arranged in slots in said piston and having ends adapted to alternately engage the walls of said cylinder, a rotary cut-off valve for controlling the admission of steam through said inlet port, a lever for said valve, a cam disc provided on the shaft of said piston, a roller adapted to travel on said disc and having a sliding connection with said lever, and a centrifugal governor for controlling the movement of said roller with respect to said lever, thereby regulating the operation of said valve and the admission of steam to said cylinder.

Discharge for Water Tanks.

Granted Charles W. Schultz, Detroit, Michigan. Claim: 1. A discharge valve for water tanks, having in combination a hinged closure valve, a pair of toggle joint levers pivoted at both ends, one of its end pivots being pivoted directly or indirectly to the valve, the parts being so arranged that when the valve is upon its seat, the three pivots of the toggle joint levers shall be in their centres, and means for moving the middle joint off from its centre.

2. A discharge valve for water tanks, having in combination a hinged closure valve, an arm projection into the discharge pipe, an oscillatory leaf in the discharge pipe underneath the closure valve, an arm on said leaf engaging the arm on the valve on the hinge side thereof, whereby the valve and leaf swing in opposite directions, substantially as described.

3. A discharge valve for water tanks, having in combination a hinged closure valve, an arm projecting from the valve into the discharge pipe, an oscillatory leaf in the discharge pipe underneath the



closure valve, an arm on said leaf engaging the arm on the valve on the hinge side thereof, whereby the valve and the leaf swing in opposite directions, a float engaged by a link connection to the valve, substantially as described.

4. A discharge valve for water tanks, having in combination a hinged closure valve, an arm projecting from said valve into the discharge pipe, an oscillatory leaf in the discharge pipe underneath the closure valve, an arm on said leaf engaging the arm on the valve on the hinge side thereof, whereby the valve and the leaf swing in opposite directions, a float engaged by link connections to the valve, a locking link between the float and a fixed part of the tank, and means for automatically breaking the lock, substantially as described.

Persons addressing advertisers will kindly mention having seen their advertisement in Hardware and Metal.

The Best Door Closer is . . .

NEWMAN'S INVINCIBLE FLOOR SPRING

Will close a door silently against any pressure of wind. Has many working advantages over the ordinary spring, and has twice the wear. In use throughout Great Britain and the Colonies. Gives perfect satisfaction. Made only by

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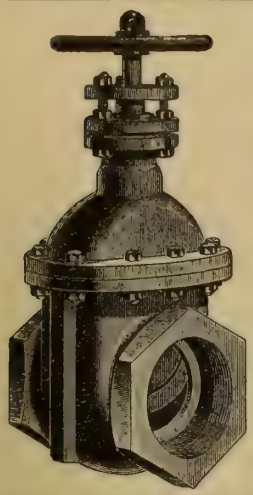

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They give satisfaction every time,

Catalogue on application.

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BRASS MFRS. **Windsor, Ont.**

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Save You Money

Do Men's Work

Draw no Salary

Our Trucks are guaranteed satisfactory. Turn in their own length.

MADE IN CANADA.

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QUALITY & PRICE TO SUIT ALL GRADES OF WORK.

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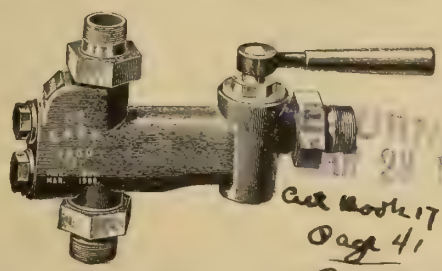

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A DOUBLE-TUBE MACHINE AT SINGLE-TUBE PRICE.

Write for Price List.

CANADA FOUNDRY COMPANY, LIMITED.

Head Office and Works, - TORONTO, ONT.

District Offices — Montreal, Halifax, Ottawa, Winnipeg, Vancouver, Victoria, Rossland.

If **CORUNDUM** be no better than emery, then emery is no better than iron ore.

If you grant that the United States Government is right when it states that emery is a mechanical admixture of Corundum and magnetite or hematite iron ore, you must at once grant the above deduction is logical.

But to use iron ore for polishing or grinding iron and steel would be absurd. If so, why use iron ore mixed with some Corundum instead of the pure abrasive **CRAIG MINE CRYSTAL CORUNDUM.**

The Canada Corundum Company, Limited

TORONTO, CANADA.

The P. & C. Hydrant.

INCESSANT care is essential in a large printing office, yet with the best of care mistakes will occur. In referring to the new hydrant, now offered the trade by the Fairbanks Co., last week four lines of type were misplaced, quite destroying the sense of the article, which should have read as follows:

As will be seen by referring to the cut, this hydrant has a straight barrel and an unobstructed water way right through from the in-take to the hose nozzle which gives a greater force to the stream than can be obtained with a hydrant in which the water way is more or less reduced at certain points by corrugations and curves.

RETURNED MAR 28 1914

One of the most important points in connection with the hydrant is the positive action of the drip valve which is not actuated by a spring but is worked by the operating rod itself. The rod has a fine thread which closes the drip valve tight when the hydrant is opened, and opens the drip valve when the hydrant is closed. As the drip valve is at the bottom of the hydrant all the water is allowed to run out and moreover no dirt, pebbles, roots or other foreign matter can obstruct it. The valve is left free at all times to perform its duty and there is no possibility of the hydrant freezing. The valve discs are all made of solid rubber and the seats are bronze. As the operating rod and, in fact, all working parts, are made of bronze, no rust or corrosion of those parts can take place.

The Fairbanks Company have recently secured through their Winnipeg branch the contract to furnish the hydrants and valves for the water works about to be constructed at St. Boniface. The contract was secured because the purchasers recognized the advantages described above. They were also influenced by the ease of access to the working parts of the hydrant in case any repairs should be necessary. It is not necessary to dig up the hydrant to make repairs for the working parts can be taken out by removing the cap. The Fairbanks Company will furnish further information to any readers who ask for it.

Getting Plans for New Foundry.

Mr. W. S. Fisher, of Emmerson & Fisher, St. John, N. B., was in Toronto on Monday of this week en route home from the Western States where he has been visiting some of the large foundries in Chicago and elsewhere with a view of making improvements in the plan of output of the firm's stove foundry at Sackville, N. B. He has also been incidentally keeping his eye open for new ideas in warehouses and store construction suitable for the wholesale and retail hardware trade in which his firm is engaged in St. John, the firm having decided to put up a new building this Spring. Referring to trade conditions he said that in the Martitime Provinces, as elsewhere, the severe Winter had interferred to some extent with trade but that an improvement was now being experienced. "The last figures I saw in regard to Winter port trade of St. John," said Mr. Fisher in reply to a question, "showed increase over the figures this year. I do not know what we are to gain from the Grand Trunk Pacific scheme, we only hope that they will be compelled to route their freight through Canadian ports."

FLINTKOTE ROOFING SALES.

Under the energetic management of J. B. Gass, the Canadian sales of Flintkote roofing are being much increased. Two carloads were shipped this week from Montreal to points in the Northwest. New territory is being opened up all the time.

A GOOD INDICATION.

Owing to the increase in business of E. W. Gillett Co., Limited, they find the 10 large floors in their building at 32-34 Front street west, to be inadequate to their requirements and they have recently rented additional floor space in first building west of their own, but as a 14-foot lane divides the two places, it was necessary to connect them by a fire-proof bridge. We are informed it is the intention of this company to commence the erection of a large up-to-date factory in about a year from now.

INQUIRIES FOR CANADIAN TRADE.

The following were among the inquiries relating to Canadian trade recently received at the Canadian Government office in London, Eng.

1. A firm of elastic web and smallware manufacturers are seeking to extend their business with Canada, and make inquiry respecting the appointment of agents.

3. A commission agent and general merchant in Newcastle is prepared to represent a good Canadian house in almost any line of business.

4. A North of England firm asks to be placed in touch with likely Canadian exporters of pit props.

6. A London firm of merchants, who have hitherto confined themselves to the South African trade, are desirous of establishing relations with Canadian business houses buying British and French goods.

8. Inquiry is made respecting producers of rotten stone in Canada by a correspondent who is interested in this mineral.

9. A Glasgow firm desires to get into touch with importers in Canada of bricks, fireclay pipes, retorts and other fire clay goods.

10. A gentleman with good business experience leaving England early in April to take up his residence in Canada is seeking a few agencies of British firms requiring a representative in the Dominion.

11. Inquiry is made for names of Canadian furniture manufacturers who can ship office furniture, telescope tables, bedroom suites, etc., by a person seeking to sell on commission or to obtain a buying agency.

12. A travelling agent in the North of England is seeking the representation of Canadian manufacturers.

13. A New Zealand firm have asked to be supplied with names and addresses of Canadian shippers of furniture, hardware, boots and shoes.

16. A firm of petrol and steam motor manufacturers have asked to be furnished with suggestions or information that might be useful in developing a demand in Canada for their productions.

The following enquiries were received at the Canadian Section of the Imperial Institute, London, Eng.:

1. A manufacturer of fishing rods and tackle is prepared to appoint a suitable Canadian resident agent.

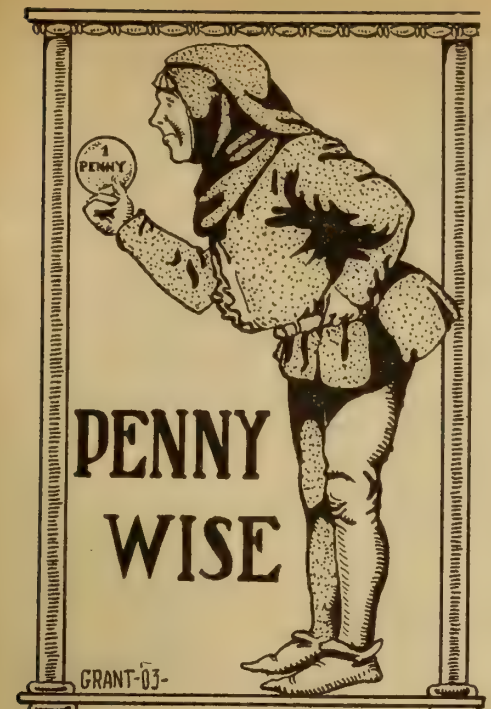
2. A firm manufacturing all varieties of iron and wire fencing, hurdles, gates, etc., wishes to develop trade in Canada.

3. The makers of a new patent boiler-cleaning material seeks the services of an active Canadian agent.

[The names of those making inquiries may be obtained from the Editor of [HARDWARE AND METAL.]

HARDWAREMEN WILL BANQUET.

Much interest is being taken in Toronto hardware circles in the second annual banquet of the Toronto Retail Hardware Merchants' section of the Retail Merchants' Association of Canada, at Webb's on Friday evening. This gathering is now recognized as the social event of the season in Toronto retail hardware circles.



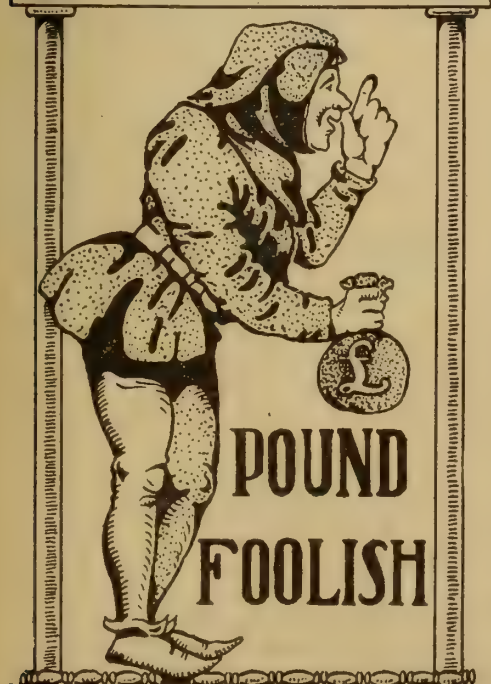
Hold a dime close to your eye with your right hand and a bright silver dollar a few inches away with your left; you cannot see the dollar because the smaller coin obscures your vision.

So it is with some people; in their eagerness to save a dollar they often lose sight of the fifty within their reach.

They would rather have a penny than a pound — if it meant spending the penny to get the pound.

Does the illustration apply?

Are you saving (?) money by not advertising in HARDWARE AND METAL?



MACLEAN PUBLISHING CO.-DEPT. OF ADVERTISING SERVICE

HARDWAREMEN, ORGANIZE!

THE State Associations of Retail Hardware Merchants in all parts of the United States have during the past months been holding the annual conventions.

While papers on technical subjects and business topics have contributed in large measure to the strength, to the value, of the meetings the predominate note has been "Organize, organize." In every meeting the most serious and progressive have united to emphasize the need of greater organization.

The following references to this feature of the meetings is from the Stove and Hardware Reporter, which has reported in detail the various gatherings: "The watchword adopted at nearly every meeting of hardware men has been 'Organize.' Hundreds of speakers, in different states, have reiterated the old saying, 'In union there is strength.' It is none the less true, however, because it is old. It is only a few years since hardware and stove dealers began to get together, to compare notes, to seek remedies for abuses and to advance their mutual interests. Go back even a dozen years and little was thought on the subject. To-day it is hard to find a dealer who will not acknowledge the benefits of organization, although there are plenty who refrain from adding their names to the lists, who hang back, thinking the other fellows will do the work and the trade in general receive the benefit. They are mistaken. It needs individual membership in an association and an active membership at that to secure the greatest gains and results.

"The cry to organize is spreading over the country. The movement has but just begun. It is going to grow, but what the grand result will be no man can forsee. Certainly organization is advantageous—not only state and national but local organization. The village society, even though composed of various classes of merchants, is beneficial. It helps each in his relations to a state organization and increases the power of the greater body.

"There are many beneficial features connected with hardware organizations and they are going to grow mightily in importance the coming year if every one at present enrolled will do his duty and see that he brings at least one new member into the fold.

"Organize is the watchword! Let the good work go on and be pushed unceasingly and uncompromisingly."

CONDENSED OR "WANT" ADVERTISEMENTS.

Advertisements under this heading, 2c. a word first insertion; 1c. a word each subsequent insertion.

Contractions count as one word, but five figures (as $1.000) are allowed as one word.

Cash remittance to cover cost **must** accompany all advertisements. **In no case** can this rule be overlooked. Advertisements received without remittance cannot be acknowledged.

Where replies come to our care to be forwarded, five cents must be added to cost to cover postage, etc.

SITUATIONS VACANT.

BOILERMAKER—Also flanger. Reply immediately, stating wages and experience, to Stratford Mill Building Co., Stratford, Ont. f

CARRIAGE PAINTER—At once. Tuck & Weber, Burlington, Ont. f

GENERAL BLACKSMITH—Must be first-class horseshoer; steady job for right man; state wages. Jno. Hymers, Parry Sound, Ont. f

WANTED—First-class harnessmaker; immediately; steady work; highest wages. Applicants wire G. L. Dodds, Melita, Man. f

WANTED — Boss shingle sawyer and saw jointers. T. J. Harwood, Mattawa. f

WANTED—Hardware clerk; must be well up in the business and a good storekeeper; young man preferred. Apply stating experience to P.O. Box 293, New Westminster, B.C. (16)

SITUATIONS WANTED.

HARDWARE SALESMAN—18 years' experience town and city; capable of taking charge of shop or department; references furnished on application; could travel for hardware or other line. Address Box 116, HARDWARE AND METAL, Toronto. (14)

WANTED—A position in hardware, stoves and tinware, agricultural implements or otherwise; thoroughly up in all classes of hardware, stoves, tinwork and general implement goods; have had over twenty years' experience; good buyer and bookkeeper; would like a position where energy and good management are required; at present engaged, but could go in one month. Address Box 113, HARDWARE AND METAL, Toronto.

YOUNG Englishman, eight months Canadian experience, desires responsible position as bookkeeper and assistant in retail hardware business. Good references. Address Box 114, HARDWARE AND METAL, Toronto. (13)

BUSINESS CHANCES.

HARDWARES at fifteen hundred, thirty-two hundred, five thousand and fifty-five hundred; list sent; all in Northwest. The locators, Winnipeg Business Chance Brokers. (13)

AGENCY WANTED.

AN established Manufacturers' Agent in Montreal representing several large American houses, with representatives covering all Canadian territory, wishes to secure a good Canadian manufacturer's line in Hardware or Specialties. Address Box 102, HARDWARE AND METAL, Montreal. 20

TO EMPLOYERS.

The undersigned labor agent is prepared to forward help to employers who are short-handed. Picked hands of any trade procured on shortest notice, paying own passage. Over 800 registered. Terms moderate. F. C. SMITH, 22 Penton street, London, Eng. (14)

PROBABILITIES! AN OLD-FASHIONED WINTER MEANS AN OLD FASHIONED SUMMER.

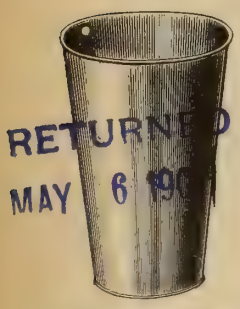
You'll Need White Mountain Freezers

DON'T WAIT. ORDER NOW.

THE McClary Manufacturing Co.

London, Toronto, Montreal, Winnipeg, Vancouver and St. John, N.B.

SAP PAILS and SPILES

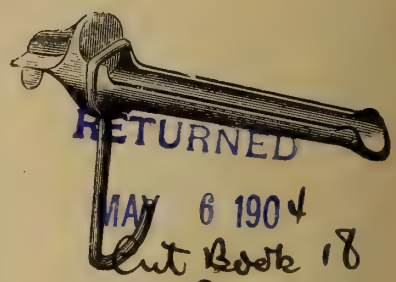


STRAIGHT PATTERN

FLARING PATTERN

These goods will be needed before long, and your customers may ask for them any time now.

If you require either spiles or pails we can ship you any quantity the same day the order reaches us.



Sap Pails

Made in six sizes in both straight and flaring patterns.

"Eureka" Cast Iron Sap Spiles

The superiority of these spiles over all others is well known to the trade

Tinned and Galvanized Iron in the following sizes and gauges, for sap pans always in stock.

Tinned Iron	*Galvanized Iron*
48x96x20	48x96x22
48x96x22	36x96x22
48x96x24	36x96x24
36x84x22	
36x84x24	

Prompt Shipment Guaranteed.

The McClary Manufacturing Co.

London, Toronto, Montreal, Winnipeg, Vancouver, St. John, N.B.

Sole Agents for Canada.

HARDWARE AND METAL

President:
JOHN BAYNE MACLEAN,
Montreal.

The MacLean Publishing Co.
Limited

Publishers of Trade Newspapers which circulate in the Provinces of British Columbia, North-West Territories, Manitoba, Ontario, Quebec, Nova Scotia, New Brunswick, P.E. Island and Newfoundland.

OFFICES.

MONTREAL - - - - 232 McGill Street. Telephone Main 1255.
TORONTO - - - 10 Front Street East. Telephone Main 2701.
WINNIPEG, MAN. - Room 308, McIntyre Block. Telephone 1846. L. P. Luxton.
LONDON, ENG. - - 109 Fleet Street, E.C. J. Meredith McKim.
MANCHESTER, ENG. - 92 Market Street. H. S. Ashburner.
ST. JOHN, N.B. - - No. 3 Market Wharf. J. Hunter White.
NEW YORK - Room 1241 New York Life Bldg W. T. Robson.
VANCOUVER, B.C. - Geo. S. B. Perry.

Subscription, Canada and United States, $2.00.
Great Britain and elsewhere - - 12s

Published every Saturday.

Cable Address { Adscript, London. Adscript, Canada.

RECIPROCITY WITH THE UNITED STATES.

IT seems to be the universal tendency of man to fail in appreciation of what is within reach and to ever strive after the unattainable.

At one time Canadian economists, politicians and business men were convinced that Canada needed closer commercial relations with the United States. Delegation after delegation went from the Canadian Parliament to Washington to ask for a reciprocal tariff arrangement which might be of advantage to both countries. Canada was at the time willing, even anxious, to give much in the hope of some gain for herself. But the United States would not deign to even consider seriously the Canadian proposals. Large interests which might have been affected by reciprocity with Canada used their influence so skillfully and so persistently that the efforts of those who desired closer relations with Canada were completely overshadowed.

In the passage of the "McKinley Bill," the climax of United States hostility to Canada was reached. At one stroke this enactment shut out many products, the sale of which contributed much to the country's prosperity. In the opinion of many Canada was ruined by this hostile legislation. It is well known that it takes years to turn the farmer from the crops he has found profitable under certain circumstances and to direct his energies to building up industries comparatively new to him. But this was done, and while the years immediately after the passage of the McKinley Bill were decidedly lean ones, they were well spent in turning the attention of the Canadian farmer to stock raising, cheese and butter making, etc. In a decade a market has been secured for Canadian products in Great Britain which is infinitely more valuable to Canada than our exports of agriculaural products to the United States ever could have been.

At the same time the contemptuous indifference to Canadian trade manifested by the utterances of leading public men of the United States was exasperating in the extreme.

All of this combined to nourish a national spirit and to develop a bond of Imperial loyalty which expressed itself first in the preference of 33 1-3 per cent. to British products and later in the general approval which greeted the statement by Sir Wilfrid Laurier, after the failure of the treaty negotiations in Washington a couple of years ago, that "Canada should go no more to Washington for tariff favors."

Since that utterance, which bears the weight of the conviction of the Canadian Premier and the moral support of the Canadian people, reciprocity has been a dead issue in Canada. Almost in inverse ratio as the desire for reciprocity has decreased in Canada it has increased in the United States. To-day it is recognized that Canada is, in comparative proportion and almost in aggregate volume, the best customer the United States has. It is also recognized that the strongest industrial organization in the Dominion, the Canadian Manufacturers' Association, seeks a higher tariff against United States goods even though that entailed a bigger preference to Great Britain.

So far Canada has never been stampeded into tariff enactments as a result of the hostility aroused by the unfriendly tariff legislation of the United States. And it is to be hoped that the same caution, the same moderation will dominate our future relations with the big Republic to the south.

Yet it must be made clear to United States commercial bodies that any movement for reciprocity with Canada must be initiated by the United States and must be backed by sufficient influence to guarantee to the Canadian Parliament that its proposals will be considered on a purely business basis. Canada is willing to give advantages to the United States, but for each advantage she gives she will insist on an equivalent in return.

At a banquet in Boston the other evening two of the foremost speakers, H. M. Whitney and Col. Clarke, in pointing out Boston's need of developing the fish trade, declared in no uncertain tone in favor of reciprocity with Canada.

It must be remembered, however, that Canada is unready to discuss reciprocity in any one line. Unless the United States fish interests, lumber interests, manufacturing interests, etc., who desire closer relations with Canada can unite their forces sufficiently to win the support of the United States Congress and overcome the antagonism of the United States Senate their desires for reciprocity will be of no avail.

STUDYING CANADIAN REQUIREMENTS.

THE complaint is often made by Canadian wholesale houses, and with more or less justification in fact,—that the British manufacturer is slow to adapt himself to the requirements of the Canadian market, that he makes his goods according to certain patterns, and refuses, even at the urgent solicitation of his agents in Canada who know what will sell and what will not, to alter his designs in order to suit the peculiar requirements of this market. There are none of our readers who have not heard this complaint and probably there are few who would not be prepared to substantiate the charge by citing specific instances. It is gratifying,

therefore, to find that some notice is being taken of this complaint by leading English manufacturers and that some of the more energetic are sending their representatives to Canada to find what patterns are best suited to the requirements of the trade in this country. The intention is that after consulting with Canadian jobbers and retailers these representatives shall return to England and supervise the manufacture of goods specially designed for the Canadian market.

Seller must always accommodate himself to the requirements of buyer if he would secure trade. There is a great trade to be developed in many lines if the British manufacturer will recognize that the Canadian market is of sufficient importance to merit particular attention. With the advantage of a preference and with his German rival handicapped by a surtax, the British manufacturer should be able greatly to increase his exports to Canada if he will manufacture for Canada the goods which the Canadian public demand.

ONE RESULT OF NEW ZEALAND PREFERENCE.

HARDWARE AND METAL is now receiving tangible proof of the increased interest which New Zealand importers are taking in Canadian trade as a result of the preference which has recently been established. This paper had a very respectable circulation among the leading importers of that island colony before the preference was granted, but the latest mails are bringing in new subscriptions and inquiries for sample copies in such numbers as to show that the hardware importers of New Zealand are very much interested in the prospects of a development of trade between the two countries. The hardware importers of New Zealand recognize in Hardware and Metal the representative of the hardware and metal trades of Canada, and it is to its columns that they refer for the announcements of Canadian firms who may have something to offer to New Zealand importers.

That there is a profitable trade to be developed in New Zealand is recognized by American manufacturers and jobbers perhaps better than by our own Canadian business men. Hardware and Metal has been informed on reliable authority that numerous American houses have been trying to make arrangements to ship Canadian goods in bond to their own ports and from there to New Zealand. Our Canadian business men should not allow this profitable trade to be captured by American houses by any such devise. The preference is intended to give the advantage to us and thereby to develop inter-Imperial trade. We should make the very most of the advantages offered us.

BUILDING UP TRADE AMONG FARMERS.

THE hardware dealer can perform a bit of good work in ascertaining the names and addresses of all the farmers in his section—all those with whom he may reasonably expect to do business. This work is not formidable; the voters' lists for the different townships from which he gets business will furnish him with abundant and accurate material. He will find it best to enter these names on cards such as are furnished by firms making a specialty of card-index systems. This card system is not expensive and when intelligently and faithfully used can be made a most valuable feature of a merchant's business—an asset worth a good many dollars in any reckoning-up of one's affairs

Having lists prepared, on cards such as are suggested, it will be a profitable task to classify these lists under as many heads as is found desirable. For example, there are among farmers those who devote a good deal of time and care to the raising of fowl for egg raising and for dressed poultry. The hardware dealer furnished with a list of poultry breeders could take up the matter of supplying these people with their requirements, by correspondence or by special circular. Of course this supposes that the dealer is prepared to furnish the goods in question.

Many farmers are interested in dairy supplies, cream separators and other appliances. To send letters or circulars to every farmer without distinction is clearly waste, but the alert merchant can find out by a little effort what farmers are likely to be interested in dairy supplies.

In the opening up of Spring, building operations begin. Some farmers will be building houses, some barns. The procuring of some supplies has been going on all Winter. By keeping one's ears open, by a little poking about, by watching the correspondence in the local paper, and by questions one can make up a very good list of probable buyers of building supplies. This list may be circularized or written to—not once or twice, but regularly. Persistency is a great factor in the procuring of business.

Gardening time provides another occasion for good work and correspondingly good sales. For this line practically the entire list can be used. It will pay the dealer to go to his printer and have printed an attractive circular, illustrated and with prices given. The illustrations or "cuts" can be almost certainly had by applying to the manufacturer or jobber of the lines enumerated.

And so on, throughout the year, every season provides the hardware dealer with an opportunity to advertise himself and to expand his trade. What he wants is the names of probable buyers of the goods he can sell. The getting of these names and their classification is a process that ought to go on throughout the year, and years. To attempt to complete it in a week or month is folly. Suppose, for example, the hardware dealer sells stoves. It is impossible for him to know without enquiries, made as opportunity presents, what people are interested in a new stove for the coming season. It is a very simple matter for him, however, to say to his customers as they visit his store: "Are you likely to buy a stove next Fall?" and to make out cards such as have been suggested, for all those who give him a reassuring reply. By this means when the stove-buying season opens, the hardware dealer will have on hand a valuable list to whom he can mail circulars and letters periodically. It is certain that the dealer who goes after trade so stands a much better chance to make sales than do his competitors who have not this advantage of knowledge and opportunity.

The time and trouble involved in pursuing such plans for the enlargement of one's trade have their vindication in the returns in dollars and cents that will surely result.

THE LATE E. N. HENEY.

THE late E. N. Heney, of Montreal, was known to many readers of Hardware and Metal as the head of one of the most reputable and enterprising wholesale saddlery hardware houses in Canada and was a very true friend of this paper. A correspondent who was very intimately acquainted with Mr. Heney writes to the Montreal Star the following tribute to his memory:

The death of few men would have occasioned a more general loss in the social, mercantile and political life of the city than that of the late E. N. Heney.

In all the varied relations of citizenship he was not only fully conscious of his duties and responsibilities, but made a steadfast and earnest effort to discharge them.

As a merchant and manufacturer he was progressive and advanced, but at the same time conscientious in the best sense of the word. The proper development of the business which he had built up with its ramifications with foreign lands constitutes a monument to his spirit of enterprise. The ordinary citizen may be astonished to learn that in one season recently, the firm of which Mr. Heney was the head, manufactured and shipped a consignment of jaunting cars for a customer in Ireland and a shipment of jinrichshaws on an order from Japan. His keen intelligence and wonderful powers of observation and good judgment rendered him a counsellor to whom his fellow business men were glad to resort in cases of difficulty and perplexity. That his advice was freely given is as true as that when given it was full of common sense and wisdom. And not only was the counsel itself precious, but it was doubly so by reason of the kindly sympathetic manner in which it was offered. On boards of directors his assistance was sought to a considerable extent, and, indeed, he was compelled to decline many such appointments because of the exacting nature and demands of his own immediate business. Few men were better posted upon all trade questions than Mr. Heney; for not only had he that experience and those powers of observation to which reference has been made, but he was a diligent reader and student of all the current literature on such subjects and kept himself thoroughly abreast of the current thought of the time. A short time since, during the visit of Mr. Henry Norman, M.P., of England, Mr. Heney entertained that gentleman at luncheon and in the discussion which ensued in reference to Mr. Chamberlain's preferential trade proposals the variety and breadth of Mr. Heney's knowledge was freely remarked.

In political matters Mr. Heney was a Conservative, who sincerely believed in a protective policy for Canada, and the party had no more devoted and unselfish supporter than he; in season and out of season, his time and energy were at the disposal of the party, and his place in the counsel of its chiefs was naturally a conspicuous one. Few English-speaking members of the province occupied so confidential a relation to the leaders, and his sad death will be keenly felt by them especially.

In all the more private and kindly relations of life it is hard to conceive a more lovable, urbane and gentle personality than that of Mr. Heney. Modest and unassuming to a degree, he would never, however, swerve from the assertion of his views of what he deemed to be the right, but his dissent, if such had to be expressed was given with such unobtrusiveness, such an evident sincerity and so earnest a desire to spare the feelings of those differing from him that his words carried exceptional weight and influence. The same qualities which rendered him the business adviser and policital counseller naturally made him invaluable as a private friend, and few men in the city had more warm, devoted friends and admirers. Those who knew him best, however, in those still more sacred relationships to which reference may not be made here, alone can know and appreciate the real worth and rare delicacy of his fine and tender nature and of his patience, of his charity, of his sympathy with misfortune, and of his unobtrusive generosity and kindness.

> His life was gentle, and the elements
> So mixed in him that Nature might stand up
> And say to all the world: "This was a man."

Mr. Heney's friends were legion, his enemies did not exist, for though always tenacious of his own opinion and rights, he was ever considerate of those of others and just in his dealings with all men. In every question that appertained to the welfare of the community in which he dwelt he exhibited an intelligent citizenship and exerted himself freely in all movements calculated to good government.

He will be sorely missed for he was a model citizen, and it will be many a day before those who knew, admired and esteemed him, can forget the kindly face and sympathetic presence of the departed.

PERSONAL MENTION.

Mr. Thos. Butler, of Butler & Co., harness makers, Ottawa, is dead.

Mr. R. W. Ross, of R. W. Ross & Co., hardware dealers, Prescott, Ont., is dead.

Mr. D. D. Currie, general merchant, Belleville, has gone to Saskatoon, N.W.T., where he intends opening a general store.

Mr. J. E. Westcott has sold out his interest in the Grand River Metal Works of Galt, Ont.

Mr. Walter Dorken, of Dorken Bros. & Co., Montreal, is on a two weeks' business trip to Winnipeg.

Mr. J. R. Wilson, manager of Thos. Robertson & Co., Montreal, left for England this week. Mr. Wilson expects to be absent about six weeks.

Mr. Archie MacFarlane, manufacturers' agent, Montreal, is visiting the trade this week in Toronto and various other points in Western Ontario.

Mr. J. Hofman, of the American Axe and Tool Company, has returned to Montreal from a business trip to the Pacific Coast. He also visited a good number of the trade in Western Ontario on his return journey.

Mr. J. B. Gass, the Canadian representative of J. A. & W. Bird & Co., Boston "The Flintkote Folks," has returned to Montreal from a business trip to New Ontario points. Mr. Gass was as far north as Liskard on the Temiskaming Railway.

Mr. J. R. Terrill, one of Caverhill, Learmont & Co.'s travellers, whose illness was mentioned in Hardware and Metal some weeks ago, returned to Montreal last week, afrer a long vacation, apparently quite restored to health. His retail friends will be glad to welcome him to their stores and offices again.

Mr. Martin Ratcliffe, representing Ratcliffe & Ratcliffe, Brimingham, Eng., was a caller at the Montreal office of Hardware and Metal on Wednesday last. Ratcliffe & Ratcliffe are manufacturers of electrical fixtures and supplies, and Mr. Martin Ratcliffe is visiting the Canadian trade with a view to extending his firm's business in Canada. Mr. Ratcliffe left for Western Ontario points on Thursday.

MARKETS AND MARKET NOTES

QUEBEC MARKETS.

Office of HARDWARE AND METAL
232 McGill Street.
Montreal, March 25, 1904.

Hardware.

THE beginning of the big rush which has been expected for weeks is plainly seen in a round of the jobbing houses to-day. The freight blockade is now broken and both on the main and branch lines of the railways large shipments are now being made. Perhaps the retailer suffered most of all during the blockade but the jobber also had his troubles. If the retailer could not get his goods neither, in many cases, could the wholesaler. The latter is dependent for his supplies of some lines of goods upon the American manufacturer and for weeks freight was stalled at various points and the jobber had to wait as patiently as he could. Even now, supplies of many lines are short and the jobber is having his own troubles which the retailer should not forget when he is anxiously awaiting the arrival of long delayed shipments of goods. Meanwhile the wholesale houses are scenes of bustling activity and every effort is being made to supply the demand at once. Manufacturers have large accumulations of stocks and are anxiously waiting for the railways to relieve the congestion of their storehouses.

There are few quotable changes in the list this week. Cotton rope has been advanced to 21c for quantities and for small lots a higher price is obtained. American single barreled guns are cheaper at present owing to a disagreement among the manufacturers. There was an agreed price until quite recently when some of the manufacturers commenced selling at lower prices. This has caused great confusion and almost all lines are now being sold at or very near cost. It is not likely that this state of affairs will continue for long but in the meantime the retailer has an opportunity to buy single barrel guns cheap.

Sap Spouts—The sugar season is now commencing and sap spouts are selling in large quantities. The price is $6.75 per 1,000. Cook's sugar bits are selling at 50 per cent. off list.

Churns—There are numerous inquiries for churns and actual business this week has been brisk. The discounts on "Favorite" are 40 and 15 per cent. f. o.b. Montreal and 30 and 10 per cent. f.o.b. factory.

Poultry Netting—Orders are still being received but the greater part of the season's business is probably already booked. Shipments are now being made. Discounts are, for 2-inch 19-gauge standard extras are 60 and 5; for 2-inch 16-gauge, the discounts are 55 and 5 per cent.

Galvanized Poultry Nettings Staples—In fair request at steady prices. We quote as follows: Sizes 5-8, 3-4, 1, 1 1-8, 10-lb boxes, $12.50 list; 25 and 50-lb boxes, $12.25 list; 100-lb boxes, $12 list. Less 57 1-2 per cent.

Bed Staples—The discount on the Montreal Rolling Mills Company's and the B. Greening Wire Company's lists is 57 1-2 per cent. The discounts on the Dominion Wire Company's list are 25 and 2 1-2 per cent.

Blind Staples—The discount is 40 per cent.

Boxwood Rules—Discounts range from 52 1-2 to 50 per cent. off list.

Hardwood Step Ladders—Prices are not uniform and are scarcely quotable, but as was noted before, there has been a general advance of about 20 per cent.

Shot Guns—As noted above, American single barrel shot guns are now exceedingly cheap. Until a short time ago there was an agreed price among the manufacturers but this price is not now being maintained and owing to excessive competition the trade can, for a short time at least, secure these goods at or near cost. It is scarcely likely that this condition of affairs will continue very long.

Wooden Goods—As noted last week, some lines of wooden tubs have been advanced about 5 per cent. All lines of wooden goods are firm in price.

Heavy Screw Hooks and Hinges—There is considerable improvement in the demand. Size 12 inches and upward are selling at $3.25 per 100 lbs; the price of 6, 8 and 10-inch sizes is $4.25.

Lawn Mowers—There is a steady demand this week at the following unchang prices: With 8-inch wheel, sizes 12, 14 and 16 inch, $2.65 each; with 9-inch wheel, size 12, $3; size 14, $3.12 1-2; size 16, $3.25 each; Philadelphia pattern, size 12, $3.25, size 14, $3.50; size 16, $3.75 each; High Wheel, size 12, $4; 14, $4.25; 16, $4.50; 18 $4.75; 20, $5.25 each.

Garden Hose—There is an excellent demand at the following unchanged discounts: Trade, 75 per cent.; Western, 65 and 10 per cent.; White, 40 and 10 per cent.; Maroon, 40 and 10 per cent.; cotton, 60 per cent.

Harvest Tools—The discount is 60 per cent.

Spring Hinges—There is a fair demand at steady prices. We quote: No. 5, $17.25 per gross; No. 10 $18 per gross: No. 20, $10.50; No. 120, $20 No. 51, $9.25; No. 50, $27.50.

Wire Nails—Prices continue steady at the following figures: $2.40 per keg carlots and $2.45 per keg in small lots f.o.b. Gananoque, Montreal, London, Hamilton, Toronto, Brantford and St. John.

Cut Nails—Prices rule steady at former quotations. There is very little doing. We quote $2.30 per keg f.o.b. Montreal, Toronto, Hamilton and St. John.

Fence Staples—There is nothing new to report. Good orders are being booked at present for Spring shipment. Prices continue firm as follows: $3 per 100-lb gek for galvanized, and $2.80 for bright; 25 to 50-lb packages, 25c extra.

Pressed Spikes—The discount is 25 per cent.

Horseshoes—Trade is dead at present. Prices are as follows: Iron shoes, light and medium pattern, No. 2 and larger, $3.65; No. 1 and smaller, $3.90; snow pattern, No. 2 and larger, $3.90; No. 1 and smaller, $4.15; light steel shoes, No. 2 and larger, $3.80; No. 1 and smaller, $4.05; featherweight, all sizes, 0 to 4, $5.35; toe weight, all sizes, 1 to 4, $6.60. Shoes more than one size in a keg, 10c per keg extra f.o.b. Montreal only.

Horsenails—There is nothing doing at present. We quote: C brand, 40, 10 and 71-2 per cent. off list; other brands 55 to 57 1-2 per cent. off.

Screen Wire Cloth—The price is $1.50 per 100 square feet.

Galvanized Coil Spring Wire—Trade is very quiet this week. Prices are: Nos. 6, 7 and 8, $3.20; No. 9, $2.70; No 10, $3.30; No. 11, $3.35; No. 12, $2.95; No. 13, $3.10. Carlots 5 cents less. Freight prepaid in less than car lots to extent of 25 cents and in carlots to extent of 20 cents. For following factory points freight is equalized: Montreal, Hamilton, London, Welland, Windsor, Stratford.

Galvanized Wire—Trade this week shows some further improvement. Prices are as follows: No. 5, $3.65; Nos. 6, 7 and 8, $3.10; No. 9, $2.45; No. 10, $3.15; No. 11, $3.20; No. 12, $2.60; No. 13, $2.70; No. 14, $3.70. In carlots f.o.b. Cleveland, No. 5, $2.15; Nos. 6, 7, 8 and 9, $2.10; No. 10, $2.15; No. 11 $2.20; No. 12, $2.25; No. 13, $2.35; No. 14, $2.45. In less than carlots 12 1-2c extra per 100 lbs will be charged.

Barb Wire—We again quote as follows: $2.75 per 100 lbs f.o.b. Montreal and $2.50 f.o.b. Cleveland. Carlots of 15 tons $2.40 f.o.b. Cleveland.

Smooth Steel Wire—There is only a moderate demand. Prices are as follows: Bright and annealed, $2.50 per 100 lb

f.o.b. Montreal, Toronto, Halifax, London, Hamilton and St. John. Net extras per 100 lb are now as follows: Coppered wire, 60c; tinned wire, $2; oiling, 10c; spring wire, $1.25; best steel wire, 75c; bright soft-drawn, 15c; hay-baling wire, 20 to 25c.

Annealed Hay Wire—Annealed hay wire and annealed and oiled wire are now sold at list prices plus the usual extras. As noted before this is equivalent to an advance of 25 cents per 100 lbs on hay wire.

Fine Steel Wire—There is only a moderate enquiry. The discount is 25 per cent, with net extras as follows: 1 and 2-lb hanks, 25c per 100-lbs; 1-2-lb hanks, 37 1-2c; 1-4-lb hanks, 50c.

Brass Wire—The market is quiet. The discount is 60 per cent.

Copper Wire—There is very little doing. The discount is 60 per cent.

Rivets and Burrs—There is a brisk demand at firm prices. We again quote the following discounts: Best iron rivets section carriage and wagon box, black rivets, tinned do., coopers' rivets and tinned swede rivets, 60 and 10 per cent.; swedes iron burrs are quoted at 55 per cent. off; copper rivets with the usual proportion of burrs, 45 per cent. off and coppered iron rivets and burrs, in 5-lb carton boxes are quoted at 60 and 10 per cent. off list.

Bolts and Nuts—"Rush" orders are numerous this week, but manufacturers state that they have large stocks on hand are are able to supply the demands of the trade without any delay. The discounts are still as follows: Carriage bolts common, ($1.00) list 3-16 and 1-4 diameter, 60 per cent.; carriage bolts, common ($1) list, 5-16 and 3-8 diameter, 55 and 5 per cent.; carriage bolts, common ($1) list, 7-16 diameter and up, 55 per cent.; carriage bolts, full square ($2.40) list, 60 per cent.; carriage bolts, Norway iron ($3) list, 60 per cent.; machine bolts, 3-8 diameter and under, 60 per cent.; machine bolts, 7-16 diameter and larger, 55 and 5 per cent.; plow bolts, 55 and 5 per cent.; blank bolts, 55 and 5 per cent.; bolt ends, 55 and 5 per cent.; sleigh shoe bolts, 70 per cent.; coach screws, cone point, 70 per cent.; nuts, square, all sizes 4c per lb off; nuts, hexagon, all sizes, 4 1-4c per lb off.

Washers, 45 per cent. off.

Screws—The demand is now becoming brisk as there is every indication that building operations this year will be extensive. The discounts are still as follows: Round head, bright, 82 1-2 per cent.; flat head bright, 87 1-2 per cent.; brass, round head, 75 per cent.; brass, flat head 80 per cent.

Cordage—Cotton rope has been advanced to 21c for good quantities, higher prices being charged for small lots. Prices throughout are firm. We quote: Pure manila, 15c; British pure manila, 12 1-2c; sisal, 12c; double lathyarn, 11c; single lathyarn, 10 1-2c; Russian tarred spunyarn, 13 1-2c; jute rope, 3-8-in in diameter and upwards, 9c; cotton rope, 21c; cotton twine, 24c for 3 and 4 ply. Cotton bedcord, 90c to $1.70, according to length. Sash cord 30 to 31 1-2c; cotton candle wick, 22 to 24c.

Building Paper—Trade is beginning to pick up this week having seen a considerable improvement in the demand. Our quotations are as follows: Tarred felt, $1.85 per 100 lb; 2-ply ready roofing, 90c per roll; 3-ply, $1.15 per roll; carpet felt, $2.25 per 100 lb; dry sheathing, 40c per roll; tar sheathing, 50c per roll; dry fibre, 55c per roll; tarred fibre, 65c per roll O.K. and I.X.L., 70c per roll; heavy straw and sheathing, $35 per ton; slaters' felt, 65c per roll.

Cement—We again quote: Canadian cement, $1.90 to $2.25; German, $2.25 to $2.40; English, $2.15 to $2.25; Belgian, $1.70 to $1.95 per barrel, ex store, and American, $2.20 to $2.40 ex-cars.

Firebricks—Trade is showing some slight improvement. Quotations are English, $16 to $22 per 1,000; Scotch, $17 to $22.

PLUMBING GOODS.

There is a still further improvement in the movement in plumbing supplies, and the market is active at steady prices. Lead pipe and soil pipe and fittings are in constant demand. In iron pipe the demand continues brisk and no quotable changes have been reported.

A good recipe for beginning a letter: "I saw your advertisement in Hardware and Metal."

Lead Pipe—The demand is still brisk, and prices are steady at 8c for composition and 7c for ordinary. The discount stays at 35 per cent.

Soil Pipe and Fittings—A good trade is in progress. The demand from Western houses continues good. We quote: Light soil pipe, 3 to 6-in, 50 and 10 per cent.; medium and extra heavy soil pipe, 2 to 6-in. 60 per cent.; extra heavy soil pipe, 8-in, 45 per cent. Light fittings, 2 to 6-in, 50 and 10 per cent.; medium and extra heavy fittings, 2 to 6-in, 60 and 5 per cent.; extra heavy fittings 8-in, 45 per cent.

Iron Pipe—Prices in all sizes are unchanged from last week. The market is active and steady. We quote as follows: Standard pipe, per 100 feet, in length under 19 feet—black, 1-8-in, $2.30; 1-4-in, $2.30; 3-8-in, $2.55; 1-2-in, $2.85; 3-4-in, $3.65; 1-in, $5.20; 1 1-4-in, $7.35; 1 1-2-in. $8.95; 2-in, $12.55. Galvanized—1-4-in, $3.20; 3-8-in, $3.45; 1-2-in, $3.90; 3-4-in, $5; 1-in. $7.20; 1 1-4in, $10.05; 1 1-2-in, $12.20; 2-in, $16.85. In the above the discount on 1-8, 1-4 and 3-8 in black and 1-4 and 3-8 in galvanized is 12 1-2 per cent.; and on 1-2 to 2, inclusive, in black and galvanized is 15 per cent. Extra heavy pipe, plain ends, are quoted per 100 feet as follows: Black, 1-2-in, $4.20; 3-4-in, $5.25; 1-in, $7.55; 1 1-4-in, $10.55; 1 1-2-in, $12.75; 2-in, $17.60. Galvanized—1-2-in, $5.25; 3-4-in, $6.65; 1-in, $9.55; 1 1-4-in, $13.25; 1 1-2-in, $16; 2-in, $21.90. The discount on all sizes of extra heavy pipe is 12-12 per cent.

Solder—A good steady demand keeps up. We quote: Bar solder, 18c; wire, 18 1-2c.

METALS.

The metal market is active and in fairly good condition. Wholesale houses are now booking orders for delivery at the opening of navigation, for both river and gulf ports. For some lines rush orders are being received and filled quite promptly. Shipments from Buffalo are coming forward more rapidly than last week though there is still great difficulty in securing deliveries. Still, considering the extent of the blockade at Buffalo the movement is as active as can be expected. In the country there is still a great deal of snow to obstruct traffic. Merchants from country points express surprise at the comparatively small depth of snow to be found about the towns. A few days more of the present mild weather will see Spring business at its height. The items showing quotable features in our list are pig tin, pig lead, scrap lead, machinery scrap and rubbers. Copper is still stiffening on the English and New York markets, with a sympathetic firming up of prices here, though there has been no quotable change. There has been something of a reaction in the tin market since last report, and this metal is quoted 1-2c higher this week. Pig lead has advanced from 5 to 10c.

Pig Iron—Importers are awaiting the opening of navigation for a resumption of active business. Orders continue fair for future delivery, and there is considerable confidence that further activity will characterize the market. Summerlee is quoted at last week's prices again, $20.25 to $20.75 per ton. No. 1 Middlesboro' iron is quoted for delivery at the opening of navigation, at $16 on wharf Montreal, and No. 2 at $15.50.

Bar Iron—Manufacturers deny all likelihood of a reduction in the price, but state, on the contrary, that if any change is made it will in all probability be an advance. As yet there is no change and we quote: Merchants' bar, $1.75; horseshoe iron, $2; forged iron, $1.95.

Black Sheets—There is an improvement in the demand this week. Trade is active. We again quote as follows: 28-gauge, $2.35; 26-gauge, $2.30; 22 to 24-gauge, $2.25; 19 to 20-gauge, $2.30, and 80 to 10-gauge, $2.40.

Steel—There has been no change. The demand is steady, and prices are as follows: Sleighshoes, $1.90; tire, $1.95 to $2.10; spring, $2.75 to $2.95; toe calk, $2.55; machinery (iron finish), $2.45; square harrow, $2.45.

Tool Steel—A slightly better trade is reported this week. Prices are: Black Diamond, 8 to 9c; Sanderson's,

8 to 9c, according to the grade; Jessop's, 13c; Jonas & Colver's, 10 to 20c; "Air Hardening," 65c per lb; Conqueror, 7 1-4c.

Sheet Zinc—A moderate trade is doing on a basis of $6.15 to $6.25 for cask lots and $6.50 for smaller quantities.

Galvanized Iron—Orders for delivery after the opening of navigation still continue to arrive. Quotations are: 28-gauge, Queen's Head, $4.30; Gorbal's "Best Best," $4.30; Apollo, 10 3-4 oz, $4.30; Fleur-de-Lis, $4; Comet, $4; Bell brand, $4. In less than case lots 25c extra.

Tinplates—There is a fair demand at steady prices. Cokes are worth $3.75 and charcoal tinplates $4.

Terne Plates—The price quoted is $6.75, though for shipment under the lower freight rates some concessions would be granted.

Ingot Tin—The position of tin has become much stronger, and dealers here are now quoting an advance over last week of 1-2c per lb, making the price 32 1-2 to 33c, in small lots.

Ingot Copper—Copper has been steadily advancing on the primary markets, but is not sufficiently higher to warrant any advance here. However, there is just about enough margin left to allow of the present prices being left stationery, and should there be any concessions given, which is thought doubtful, they would at least be but slight ones. Locally copper is quoted at 13 3-4 to 14c per lb.

Antimony—This is firm at 8c per lb.

Coil Chain—Chain continues to arrive from the other side. The demand this Spring has not been large. Our quotations are: No. 6, 10c; No. 5, 9c; No. 4, 8 1-2c; No. 3, 7c; 1-4-in, $6.10; 5-16-in, $4.70; 3-8-in, $4; 7-16-in, $3.80; 1-2-in, $3.70; 9-16-in, $3.55; 5-8-in, $3.35; 3-4-in, $3.30; 7-8-in, $3.25; and 1-in, $3.20 with 10c allowance on carlots.

Canada Plates—Prices are unchanged. Both locally and in the primary market the feeling is firm. We quote: 52s, $2.30; 60s, $2.40; 75s, $2.55; full polished, $3.60 and galvanized, $4 to $4.10; galvanized 60s, $4.25 to $4.35.

Pig Lead—Lead is higher this week, and very firm both on the primary markets and locally. We now quote: $3.40 to $3.50 according to quality.

Zinc Spelter—There is no change. We quote 6c.

Scrap Metals—There has been a better demand this week. A great deal of copper and brass has been going from Canada and the United States to England, and the price is slightly firmer. Lead is a little higher and firmer. There is nothing doing in wrought iron. Machinery scrap and cast iron scrap are scarce and firm. Rubbers are again lower, but this is usually expected at this time of year when new supplies come in. Our quotations are as follows: Heavy copper and wire, 10 1-2 to 11c per lb; light copper, 10c; heavy red brass, 10 to 10 1-4c; heavy yellow brass, 8 1-2c; light brass, 5 1-2c; lead, 2 3-4c; zinc, 2 3-4 to 3c; iron, No. 1 wrought, $10 to $12; machinery scrap, $15 to $16; stove plate, $12; mixed country rags, 65 to 75c per 100 lbs; old rubbers 5 1-2 to 6c per lb.

HIDES.

The hide market continues tame and uninteresting. The price advanced 1-2c on beef hides early in the week and 1c on calf skins. Normal conditions now rule as follows:

No. 1 beef hides	0 08 0 08½
No. 2 "	0 07 0 07½
No. 3 "	0 06 0 06½
Lambskins	0 75
No. 1 calfskins	0 11

ONTARIO MARKETS.

Office of HARDWARE AND METAL,
10 Front Street E.
Toronto, March 25, 1904.

WHOLESALE houses are in the midst of the rush of shipping Spring goods ordered months ago for March delivery. The effects of the freight blockade are still felt as orders for shipment on the first of March were kept to last week, which has thrown deliveries of later orders back several days. Orders are also now coming in freely for immediate shipment from stock, particularly such lines as spades and shovels, wringers and washing machines, screen doors and windows, screen wire cloth, spring hinges, horseshoes, horsenails, etc. Prices are steady throughout but without change.

Lawn Mowers—A nice trade is doing with prices steady at the following basis of prices: Woodyatt, 10 1-2 inch wheel, $8.50; Star, 9 inch, $7; Daisy, 8 inch, $5.75; Philadelphia, 7 1-2 inch, $7; Ontario, 7 1-2 inch, $15.80; King Edward, 12 inch, $9.50 (14-inch cut in aboee). D. Maxwell & Sons, 10 1-2 inch, $7.50 to $10; 9 inch, $5.50 to $6.25; 8 inch, $4.90 to $5.50. Discount 50 per cent.

Screen Doors—There is still some cutting, the quotations are nominally unchanged at these prices: Common, two or three panel, walnut, 4 inch, $6.50; yellow and green stained, $6.75; in natural colors oil finish, $8.75, with 20c less for 3-inch style.

Screen Wire Cloth—Prices are steady at $1.50.

Spring Hinges—An improved trade is reported with prices steady as follows: No. 5, $17.25 per gross; No. 10, $18 per gross; No. 20, $10.50; No. 120, $20; No. 51, $9.25; No. 50, $27.50.

Galvanized Wire—A larger volume of business is reported. We quote: No. 5, $3.65; Nos. 6, 7 and 8, $3.10; No. 9, $2.45; No. 10, $3.15; No. 11, $3.20; No. 12, $2.60; No. 13, $2.70; No. 14, $3.70. In carlots f.o.b. Cleveland, No. 5, $2.15; Nos. 6, 7, 8 and 9, $2.10; No. 10, $2.15; No. 11, $2.20; No. 12, $2.25; No. 13, $2.35; No. 14, $2.45. In less than carlots, 12 1-2c per 100 lbs extra charged.

Barb Wire—Trade is moving briskly. Our quotations are again as follows: $2.75 per 100 lbs f.o.b. Toronto, and $2.50 f.o.b. Cleveland. Carlots of 15 tons, $2.40 f.o.b. Cleveland.

Coiled Spring Wire—The market is steady. We quote the following prices: No. 9, $2.70 per 100 lbs, freights equalized with factory points at Montreal, Hamilton, London, Welland or Walkerville and allowance to other points up to 25c; carlots, $2.65, freight allowance to 20c.

Wire Nails—An improvement in the demand reported with prices unchanged at $2.45 per keg, f.o.b. Toronto, with carlots $2.40.

Cut Nails—There is a fair trade, with prices steady at $2.30 per keg f.o.b. Toronto and Hamilton.

Spades and Shovels—Orders have been liberal but shipments small. There is now, however, a good movement. Prices are at the same basis as was quoted a year ago.

Horseshoes—A better trade is reported. Prices show no change. We quote as follows: Iron shoes, light and medium pattern, No. 2 and larger, $3.80; No. 1 and smaller, $4.05; snow pattern, No. 2 and larger, $4.05; No. 1 and smaller, $4.30; light steel shoes, No. 2 and larger, $3.95; No. 1 and smaller, $4.20; featherweight, all sizes, 0 to 4, $5.50; toe weight, all sizes, 1 to 4, $6.75. If shipped from factory 15c less.

Horsenails—Orders are coming in somewhat more liberally. We still quote discounts as follows: "C" brand, 40, 10 and 7 1-2 per cent.; other brands, 55 to 57 1-2 per cent.

Screws—A fair trade is doing. Prices are steady. We quote as follows: Flat head bright, 87 1-2 per cent. discount; round head bright, 82 1-2 per cent.; flat head brass, 80 per cent.; round head brass, 75 per cent.; round head bronze, 70 per cent.; flat head bronze, 75 per cent.

Rivets and Burrs—An active demand continues at steady quotations, particularly in belting and coppered and tinned iron rivets. We again quote as follows: Iron rivets, 60 and 10 per cent. discount; iron burrs, 55 per cent.; copper rivets, with usual proportion of burrs, 45 per cent.

Bolts and Nuts—The demand for small sizes is increasing, while the big enquiry for large sizes continues. Prices are steady: Carriage bolts, common $1 list), 3-16 and 1-4-inch, 60 per cent.; 5-16 and 3-8-inch, 55 and 5 per cent.; 7-16 and up, 55 per cent.; carriage bolts, full square ($2.40 list), 60 per cent.; carriage bolts, Norway iron ($3 list), 60 per cent.; machine bolts, 3-8 and less, 60 per cent.; 7-16 and up, 55 and 5 per cent.; coach screws, cone points, 66 2-3 and 10 per cent.

Cordage—A fair movement continues with prices steady. We quote: Pure manila, 15c; British pure manila, 12 1-2c; sisal, 12c; double lathyarn, 11c; single lathyarn, 10 1-2c; double shingleyarn, 11c; single shingleyarn, 10 1-2c; sashcord 'Hercules,' 30 to 33c; 'Star,'

PORTLAND CEMENT

CANADIAN, ENGLISH, GERMAN and BELGIAN.

FIRE BRICKS, FIRE CLAY, ENAMELLED BRICKS, all colors. BUILDING BRICKS.

SEWER PIPES, CULVERT PIPES, WHEELBARROWS, FOUNDERS' and CONTRACTORS' SUPPLIES.

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Especially adapted for Car Wheels, Malleable Castings, Boiler Tubes, Engine Cylinders, Hydraulic and other Machinery where great strength is required; Strong, High Silicon Iron, for Foundry Purposes.

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BAR IRON, PIG IRON GALVANIZED IRON, CANADA PLATES, TINPLATES, WIRE ROPE (W. B. BROWN & CO.), CEMENT, FIRE BRICKS, ORE BAGS, GRAIN BAGS, ETC.

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Importers and Commission Merchants

151 Hastings St. W., VANCOUVER, B.C., and LIVERPOOL, ENGLAND.

36 to 38c; cotton rope, 3-16-inch and up, 20 1-2 to 22c; 5 32-inch, 25 to 27c; 1-8-inch, 25 to 28c; cotton twine, 3-ply, 23 to 24c; 4-ply, 27 1-2 to 28c; calking cotton, 16c; cotton waste, colored, 6 3-4c; white 10 to 12c.

Building Paper—Business is increasing. Prices are steady. We quote as follows: Tarred felt, $1.85 per 100 lbs; 2-ply ready roofing, 90c per roll; 3-ply, $1.15 per roll; carpet felt, $2.25 per 100 lb; dry seathing, 40c per roll; tar sheathing, 50c per roll; dry fibre, 55c per roll; tarred fibre, 65c per roll; O.K. and I.X.L., 70c per roll; heavy straw and sheathing, $35 per ton; slaters' felt, 60c per roll.

Firebricks—Firebricks are quiet this week, but will find a ready sale as soon as the weather opens up. We quote English and Scotch, each, at 28 to 35c.

Cement—Very little change has taken place since last week. All the lines of railways are now perfectly opened up and freight is moving freely. A good demand is reported. We quote: Canadian Portland, $1.90 to $2.25; American Portland, $2 to $2.10 f.o.b. Toronto.

PLUMBING GOODS.

A good general sorting trade is reported. Manufacturers and supply houses are making preparations for a big business this year. Prices are likely to be well maintained.

Lead Pipe—A fairly good movement is recorded. We quote: Lead, 7c; lead waste pipe, 8c; discount 35 per cent.

Soil Pipe and Fittings—A moderate trade is reported at steady prices. We quote: Medium and extra heavy pipe and fittings, 60 per cent.; 7 and 8-inch pipe 40 and 5 per cent.

Iron Pipe Fittings—Business in this line continues to improve. We quote: Malleable fittings, 15 per cent.; cast iron (standard), 57 1-2 per cent.; headers (not standard), 52 1-2 per cent.; flanged unions, 52 1-2 per cent.; bushings and plugs, 57 1-2 per cent.; nipples up to 2-inches, 65 per cent.; 2 1-2 to 6-inch, inclusive, 60 per cent.

Copper Range Boilers—Trade in copper range boilers continues fair. Discounts at 15 per cent. continue.

Brass Goods—Trade is improving in brass goods. Valves and steam specialties are moving particularly well.

Iron Pipe—A good volume of trade is recorded. Prices show no change. We quote f.o.b. Toronto: 1-8-inch, $2.93; 1-4-inch, $2.07; 3-8-inch, $2.27; 1-2-inch, $2.51; 3-4-inch, $3.22; 1-inch, $4.58; 1 1-4-inch, $6.47; 1 1-2-inch, $7.88; 2-inch, $11.05; 2 1-2-inch, $19.25; 3-inch, $22.75; 3 1-2-inch, $28.75; 4-inch, $35.25.

METALS.

A general tendency towards a higher level is manifest this week. Canadian pig iron producers have taken advantage of last week's advance of 50 to 75c in the United States market to stiffen their prices here and while there is no difference in quotations there is much less

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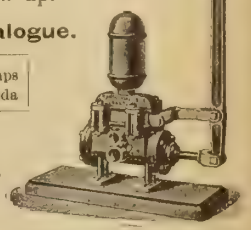

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Galt, Ont.

Latest Report on B.K. Morton & Co.'s

"B C" DRILL STEEL

From LE ROI MINING Co., Limited
ROSSLAND, B. C.,

Rossland, Sept. 7, 1903.

Messrs. B. K. MORTON & CO.,
Gentlemen:

I have great pleasure in stating that your **"B C" DRILL STEEL** has been in use in this mine for about one year, and has given entire satisfaction. In competition with American brands of steel it has more than held its own.

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NOVA SCOTIA STEEL & COAL CO., Limited

NEW GLASGOW, N.S.

Manufacturers of

Ferrona Pig Iron

And SIEMENS MARTIN

OPEN HEARTH STEEL

disposition to make concessions. Bar iron has also been strengthened by the higher values in the United States. Other ingot metals are also steady. A good seasonable demand, both from stock and for import, is reported.

Pig Iron—The advance made in the United States last week is well maintained and a comparatively large volume of business is reported in that market this week. Scotch iron warrants (Glasgow) have advanced 19s and Middlesboro' foundry iron 17s during the week. Consequently the Canadian market is decidedly stronger than it has been for some time. Stocks are not large and producers are refusing to make concessions formerly made. Quotations are still ranging from $18.50 to $19 for No. 1 and $18 to $18.50 for No. 2 f.o.b. Toronto; Midland $1.50 lower.

Bar iron—Prices continue to stiffen and the general quotation now is $1.80 f.o.b. Toronto. For extras as cut to length while rolling, 2 feet and over, 10c per 100 lb; 1 foot and under 2 feet, 15c; under 1 foot, 20c; over 20 feet by special agreement according to length and size.

Black Sheets—Orders for both import and stock are excellent. Prices are steady.

Canada Plates—Business is increasing in volume. Prices are unchanged, though firm. We quote as below: All dull, $2.50; half-polished, $2.60; and all-bright, $3.50.

Tin—Prices in both the United States and Great Britain are higher. Quotations locally are firm but unchanged at 30 to 30 1-2c.

Galvanized Sheets—There is an excellent demand. Prices are steady throughout. Our quotations are as follows: Queen's Head, $4.25 for 28 gauge; American, $.4 for 28 gauge; Bell brand, $4.25 for 28 guage; Gordon Crown, $4.25 for 28 guage.

Tinplates—Prices are unchanged. A larger business from stock than for some time is now reported. Import business is also satisfactory. We quote: Coke plates, bright, 14x20, $3.50; charcoal plates, $4.25.

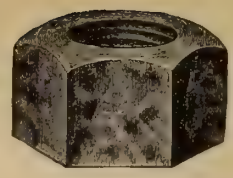
Copper—Advances on both the New York and London markets have been made and prices are consequently firm here. Locally there is considerable activity in both sheet and ingot and prices are steady. We quote: Ingot copper, $13.75, and sheet copper, $20 per 100 lbs.

Brass—There is a fair trade, with the discount steady at 15 per cent.

Lead—A good demand for English lead is reported. Canadian lead is also in fair demand. Prices are steady. We quote $3.30 per 100 lb for pig lead and $3.65 for bar lead.

Zinc Spelter—A fair demand at 6 to 6 1-2c per lb.

Zinc Sheets—The market is firm and a fair business doing in small lots. We quote: Cask lots, $6.70 to $7, and part casks $7 to $7.25.



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Manufacturers of Set and Cap Screws, Special Milled Work, Engine Studs, Etc. Cold Punched Nuts of every variety of finish.

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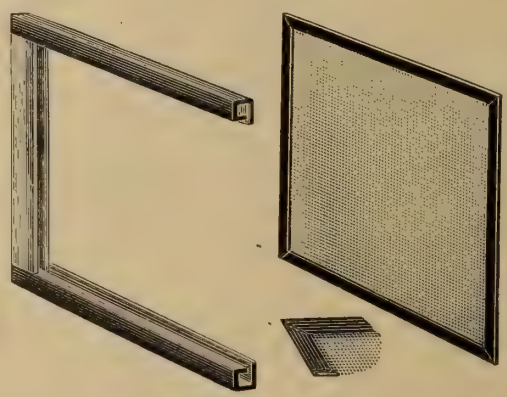

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C. M. CUTTS & CO.

Manufacturers of METALLIC WINDOW SCREENS.

Toronto Junction.

TRADE MARK

This design a guarantee of quality.

WRAPPING PAPERS

ALL GRADES, AND BEST OF EACH

GREY, RED-BROWN, MANILLA, FIBRE, TEA, ETC.

Samples and prices for the asking.

CANADA PAPER CO.

TORONTO LIMITED MONTREAL

Solder—Good trade doing. Prices are still stiffening. We quote: Guaranteed half-and-half at 18c, and wiping 17c.

Antimony—8c per lb.

Old Material—An advance of 1-4 to 1-2c is noted in heavy copper and wire, light copper, heavy red brass and heavy yellow brass. Most of the dealers thought that prices had reached about their lowest mark last week and in consequence there was a rush for stock which accounts for the above advance. A good demand is reported. We quote dealers' prices as follows: Heavy copper and wire, 10 3-4c per pound; light copper, 9 1-4c per pound; heavy red brass, 9 3-4c per lb; heavy yellow brass, 8 to 9c per lb; light brass 5 to 5 1-2c per lb; lead, $2.35 per cwt; scrap zinc 3 1-4c per lb; iron, No. 1 wrought, $10.50; No. 2 wrought, $4; machinery cast scrap, $14; stoveplate, $10; malleable and steel, $4; old rubbers, 5 1-2 to 6c per lb; country mixed rags, 50c per 100 lbs.

PETROLEUM.

The market is stationery and prices firm at the following figures: Canadian

prime white, 19c; Canadian water white 20c; American prime white, 19 1-2c; American water white, 21 1-2c, ex-warehouse.

Hides, Skins and Wool.

Business has changed little since last week. Trade is fairly good. A decline of 1c is noted in fleece wool. White tallow has dropped off ¼c per lb. We quote as follows:

HIDES.

No. 1 green, per lb	0 07½
" 2 " "	0 06½
" 1 " steers, per lb	0 07
" 2 " "	0 06
Cured, per lb	0 08

CALFSKINS.

Veal skins, No. 1, 6 to 12 lb. inclusive	0 09
" " " 2 " " "	0 07
" " " 1 15 to 20 lb "	0 08
" " " 2 " "	0 06
Deacons (dairies), each	0 60
Lamb and sheep skins	1 00 1 10

WOOL.

Unwashed wool, per lb	0 09 0 10
Fleece wool, "	0 16 0 17
Pulled wools, super, per lb	0 18 0 21
" " extra "	0 20 0 22
Tallow, per lb	0 04½ 0 05

Newest Artistic Ideas

Are embodied in the decorations found in our METALLIC ceilings and walls.

They make a most beautiful interior finish and in addition are so practically durable and sanitary that it is easy to understand their immense popularity.

Equally suited for use in new or old buildings.

There's big business in these lines for you.

The Metallic Roofing Co., Limited

TORONTO MONTREAL WINNIPEG

NOVA SCOTIA MARKETS.

Halifax, March 21, 1904.

SHIPMENTS have been called for from a number of points on orders for Spring delivery, which would seem to indicate that merchants are hopeful of a good season's business. One customer in Prince Edward Island wrote to a wholesale firm in this city last week urging him to send his goods forward by the Pictou route and not to await the opening of navigation, as the fishermen were beginning to make enquiries and he wanted to get his stock in the store. Quite a large quantity of goods are being forwarded this season by the Winter steamers as the cost is only slightly greater than by direct boat from this city. Along the Western shore of Nova Scotia the harbors are now fairly free of ice but to the Eastward the blockade is still maintained.

* * *

In connection with the meeting of axe manufacturers held at St. John last week to consider steps to prevent the sale of United States axes on this market a leading Halifax jobber states that no very large quantities of American axes are now handled by dealers here. Some years ago he found it necessary to import American axes to meet the demands of his customers, but in late years he discontinued the practice. He does not believe the sales of United States axes are increasing and that so long as the home manufacturers produce as good an article as at present they need not worry over fair competition from any outside source. The makers fixed the price of axes for next Fall at practically last year's quotations.

* * *

Importations of cement have been heavy of late at this port. The "Loyalist" on her last trip brought 5,500 barrels, the greater part of which was despatched to Sydney. Business at the later place is now improving. The new works of the Dominion Iron & Steel Company are nearing completion and business generally is in better condition in the "Iron City" than it has been for many months.

* * *

A shipment of cable intended for the Eastern Telephone Co. at Sydney, C. B., was made from Chicago some months ago. It went astray and after a long search was located at Sydney, Australia, where it was being sold for what it would bring in order to pay transportation charges.

PITTSBURG METAL MARKET.

From The Iron Trade Review, March 24,1904

THE iron and steel market shows increased strength in all lines except plates, demand for the latter not increasing in proportion to the demand for other products, due to the fact that the railroads are not buying steel cars and to the falling off in the shipbuilding industry. While the buying of pig iron for delivery during the next two and three months on the part of the largest buyers in this district is practically at an end, the tonnage contracted for has been sufficiently large to stiffen prices for future as well as prompt deliveries, and iron and steel manufacturers generally are much encouraged over the outlook.

Pig Iron—All of the Valley furnaces are suffering from a shortage of coke, their stocks being entirely depleted and depending entirely on shipments from day to day. One stack has already been banked, and unless shipments materially improve before the end of the week further stacks will be compelled to shut down. The heavy buying for delivery the next two months is practically at an end, although small lots here and there are being purchased of both foundry and Bessemer. We note one sale of Bessemer for April delivery of 2,500 tons at $13.50 at the furnaces and another lot of the same tonnage for delivery through May was placed at $13.35. We also note the sale of 1,000 tons of No. 2 Foundry for delivery during the next three months at $13.85, Pittsburg, and 250 tons of forge at $13.50. Basic is held on the same basis as Bessemer and early deliveries are hard to secure. The general tone of the pig iron market is strong with a tendency towards further slight advances. Nearly all the Valley furnaces are behind on deliveries of March Bessemer iron to the United States Steel Corporation, and as the option has been granted to cancel all undelivered portions at the end of the month for delivery the previous month, it is believed that this option will be exercised due to the fact that during the months of April and May additional furnace capacity will be available among Steel Corporation companies. One of the Donora stacks at Donora, Pa., is about ready to blow in; while the second will be blown in in April. One new stack at Sharon and one furnace at Youngstown will also be available next month. We revise quotations as follows:

Bessemer, Valley	$13 35 to $13 50
Bessemer, Pittsburg	14 20 to 14 35
No. 1 Foundry	14 25 to 14 50
No. 2 Foundry	13 75 to 14 00
Gray forge, Pittsburg	13 25 to 13 50
Chilled basic, Valley	13 25 to 13 50
Chilled basic, Pittsburg	14 10 to 14 35

Bars—A slight change in the new clause inserted in steel bar contracts is now being considered by the manufacturers and will be adopted within a few days. The clause has been referred to elsewhere in this report. While buying of steel bars has not been heavy since the advance, consumers are specifying heavily and all the mills are operating in full. Iron bars are being held by several large producers at 1.45c, Pittsburg, but 1.40c, Pittsburg, is also

open-hearth, 1.40c; plow beams and cultivator beams, 1.35c, net; channels, angles, zees and tees, Bessemer, under quoted. We make the following quotations: Bessemer steel bars, 1.35c; 3 inches, 1.45c; common bar iron, 1.40c to 1.45c, Pittsburg; for Western delivery 1.35c, Pittsburg, is quoted plus freight to point of destination.

Sheets and Tin Plates—The reduction in wages in the sheet and tin plate trades allowed by the Almagamated Association are expected by the trade to be followed by slightly lower prices in both products. The wage reductions in both lines date from March 21, but if the vote now being taken of the tin and sheet lodges is against the reduction, a strike will be declared on April 2, the date when all returns are to be in, at all the mills that refuse to pay the scale of wages in force prior to March 21. In the tin plate trade a straight reduction of 20 per cent. was made, amounting to about 12 1-2 cents a box on 100-pound coke plates 29 and 30 gauges. In addition the base was reduced from $4.20 to $3.50, thus giving the association the advantage of the slightest advance that might be made over the prevailing price of tin plate which is $3.45 a box, f.o.b. nearest mill, Pittsburg district. In the sheet trade a straight reduction of 20 per cent. of the 1903-04 scale was made on steel sheets, which the American Sheet & Tin Plate Co. manufactures exclusively.

Wire and Wire Nails—Demand for wire and nails continues strong, the cut nail manufacturers receiving heavy orders owing to the disparity between the prices of wire nails and iron and steel cut nails. At the April meeting of the cut nail manufacturers a substantial advance is looked for. We make the following quotations: Wire nails, carload lots to jobbers f.o.b. cars Pittsburg, $1.90 base plain wire; carload lots $1.80 base; barb wire, carload lots, $2.20 base; staples, carload lots, $2.05 keg. Galvanized 30 cents extra. Carload lots to retailers are held at 5 cents advance in all lines, and on less than carload lots a further advance of 10 cents is charged. Steel and iron cut nails, carload lots, $1.70 and less than carload lots, $1.75 f.o.b. Pittsburg, plus freight to point of destination. Terms, 60 days, less 2 per cent. off in 10 days.

BUSINESS CONDITIONS IN BRITISH COLUMBIA.

By Regular Correspondent of HARDWARE AND METAL.

Vancouver, March, 19, 1904.

WITH building permits issued to date this year for a total of $275,000, and none of these for very large buildings, the prospects are that the coming season will be a very lively one. There are many more buildings in view than those for which permits have been issued, and as some of them are large blocks the aggregate will be large. Building Inspector Captain Geo. McSpadden says he believes the total for 1904 will reach $2,000,000 and that will not include the large amount of building done in the suburbs which are outside of his jurisdiction. Last year the total of buildings reached $1,500,000.

* * *

Very great activity marks all branches of industrial trade at the present time. Though the mills are having troubles of their own, the demand for lumber keeps up and the mills are turning out very large quantities every day. The local trade is, of course, the present largest demand, though the Northwest trade is beginning to open up. The proposal to form a selling pool for all lumber used in the city has not met with much favor, and the fact that one firm stands out is apparently blocking the scheme. It is not very likely, however, that a rate war will be precipitated, though that has been threatened. One of the millmen is credited with the statement that his firm had $20,000 to spend in forcing the formation of the selling pool. The contractors say they will stand with the mill which is staying out of the proposed pool and even if lumber prices are temporarily cut, as soon as they are restored, they would continue their support of that mill. The proposal, which virtually means that all orders should go to a central office, established by the pool, and be apportioned according to a percentage agreed on, has the effect of taking from the hands of any one mill its own trade, if the percentage set by the pool is less than what they have been getting in open trade. All the other mills are willing to go into the pool, because the particular mill referred to has been doing, it is said, at least 50 per cent. of the city trade for some time. The big objection the contractors have to the proposal is that it puts the mills out of the necessity of competition in quality, which has been the only competition possible, since the prices are the same at all.

* * *

While a great deal of attention is being attracted to the new Alsek diggings below White Horse, there is not the less great confidence in the Atlin camp, which is having very good Winter experiences on its creeks, where Winter work has been carried on. A letter received in the city this week from J. Roxborough, of Atlin, says: "It has been very cold here, sometimes 57 below. Boulder creek is doing all right. Seventy-five men are working. Black is doing well; 150 ounces a week for 25 men. F. Dockrell is taking out 15 ounces to one set of timbers. T. Reel, at bed rock, has just about as much gold as gravel. The camp is all right." Seeing that the above letter is to a private individual from a friend, and not by any means written with the idea of publication, it can be taken as fairly indicative of the results, on that one creek, at any rate. Though such returns as mentioned are perhaps larger than all realize, the average of the Atlin camp has during the Winter operations, been very satisfactory. Every report received from there has shown fair results. There has been more Winter Work there than usual, and nearly all operators working in the Winter are among the smaller miners, or single claim owners, who find the open season too short to pay them well enough, so they make arrangements to keep on right through the Winter. That there is a rush to the Alsek diggings, and that there is some guarantee for fair success and possibly for excellent returns as development goes forward, is evident from the persistent reports from there and from White Horse. "Hotel accommodation at White Horse will be severely taxed during the next few months," said Dr. F. W. Cane, postmaster of White Horse, to a Vancouver paper the other day, on his arrival from the north. The doctor is en route to his old homes in Toronto and Newmarket on a visit. "The influx of people will, if I am not much mistaken, continue through the Summer. Already there have been a great number of people at White Horse outfitting, and though many have gone on over the snow to the fields, the town is still filled with people from everywhere getting ready to go in before the Winter breaks up.

"The last reports received at White Horse from the diggings before I left were very encouraging. The prices asked and paid for claims on some of the creeks best prospected have risen from $100 to $150, until now they are quoted at $1,000 to $1,500. The Winter has been so severe in the north that operations have been difficult to carry on, but every case where bedrock was reached in testing the ground, there have been such good results that the owners are holding for bigger prices for their claims.

"The merchants of White Horse have stocked up heavily with all sorts of supplies, both in provisions and in hardware; in fact, everything the prospector or miner could require. The expectancy of a large trade is based very much on the amount of direct inquiry which has reached White Horse. That there is to be a big travel, is indicated by the amount of bookings in advance for passage on the various steamers to Skagway from British Columbia and Puget Sound ports.

* * *

Receipts of hardware stocks from the Old Country have been very heavy during the past two weeks. Following the arrival of the "Ping Suey" with large consignments for several wholesale houses here, and at Victoria the British ship "Hougomont" is discharging at Victoria from Liverpool, and will next week be in this port with cargo for Colin F. Jackson & Co., Evans, Coleman & Evans, Pilkington Bros. and other leading wholesale houses. Among the principal items of hardware staples ex "Hougoment" are as follows: Glass, 50 tons; tinplates, 700 cases; wire netting, 340 rolls; salt, 7,500 sacks, venetian red, 40 casks; oxide of iron, 50 casks; galvanized iron sheets, 810 bundles, 100 tons pig iron, 50 cases bath bricks, 46 cases and four casks ink;

creosote oil, chain, anvils, bicarbonate of soda, and various other smaller items.

* * *

Prices of staple lines here have not changed appreciably for some time. Inquiry among leading jobbers gives the same reply that there is no change to note.

Steel rails, 8, 10, 12 lb., short ton	$50 00
White pig iron, short ton	25 00
Eglinton pig iron, No. 1, long ton	22 50
Summerlea pig iron, No. 1	25 00
English pig lead, per lb.	3½
" pig tin, "	33
Cement, English and Belgian, per bbl	3 25
Canada plates, 18 x 21 and 18 x 24	3 25
Firebricks, Gartcraig, per 1000	42 50
Scotch fire clay, per lb.	01¼
Ore sacks, each	7
Bar iron, base price	2 90

Wire rope, crucible steel, 6 strand, 19 wires:

Black, ⅞ inch	12c.
" ½ inch	5¾c.
Galvanized, ⅞ inch	13c.
" ½ inch	6½c.
Galvanized iron sheets, plain, 18 and 20 gauge	4¼c.
" " " 22, 24, 26 "	4½c.
" " " 28 "	4¾c.
" " corrugated, 26 "	4c.

——

HARDWARE CONDITIONS IN MANITOBA

Office of HARDWARE AND METAL,
Room 308, McIntyre Block.
Winnipeg, March 24, 1904.

BUSINESS for the past week has been very bright and the prospects for another busy week is anticipated. The recent blizzard will undoubtedly cause some more blockades and delay freight shipments a little on the branch lines. Winnipeg's price list remains practically unchanged with the exception of glass, which the market quotes a little lower.

* * *

Another departmental store to be known as the Central Department Store, was opened in Winnipeg last week. Among other interesting features in connection is the accomodation for farmers provided by the proprietors in the way of stables and attendants for their horses.

* * *

The Gurney Stove & Range Co. has changed its name to the Tilden & Gurney Co., Limited.

* * *

We quote as below:

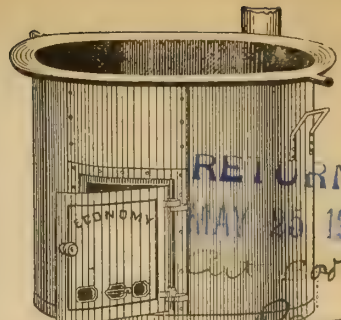
Barbed wire, 100 lb.		$3 15
Plain galvanized	6 to 8	3 39
"	9	2 50
Plain galvanized	10	3 50
"	12	3 10
"	13	3 20
"	14	3 90
"	15	4 45
"	16	4 60
Plain twist		3 15
Staples		3 65
Oiled annealed wire	10	3 42
"	11	3 48
"	12	3 56
"	13	3 66
"	14	3 76
"	15	3 91

Annealed wires (unoiled) 10c. less.
Horsenails, 40 per cent. discount.

Horseshoes, iron, No. 0 to No 1	$4 75
No. 2 and larger	4 45
Snow shoes, No. 0 to No. 1	4 60
No. 2 and larger	4 45
Steel, No. 0 to No. 1	4 45
No. 2 and larger	4 20

Cut Nails—		Wire Nails—	
2d 1 in.	$4 10	1 in.	4 15
3d Fin. 1⅛ in.	4 10	1⅛ in.	4 10
3d 1¼ in	3 75	1¼ "	3 70
4d 1½ in	3 50	1½ "	3 50
5d 1¾ in	3 50	1¾ "	3 50
6d 2 in.	3 40	2 "	3 40
8d 2½ in	3 25	2½ "	3 25
10d 3 in.	3 20	3 "	3 20
20d 4 in.	3 15	3½ "	3 15
30d 4½ in.	3 10	4 "	3 10
40d 5 in.	3 10	4½ "	3 10
50d 5½ in.	3 10	5 "	3 10
60d 6 in.	3 10	5½ "	3 10
		6 "	3 10

Bar iron (basis)	2 50
Swedish iron (basis)	4 75
Sleigh shoe steel	2 85
Spring steel	3 25
Machinery steel	3 50
Tool steel, Black Diamond, 100 lb	8 50
Jessop	13 00
Sheet iron, black, 10 to 16 gauge, 100 lb.	3 50
18 to 22 gauge	3 75
24 gauge	3 90
26 gauge	4 00
28 gauge	4 10
Galvanized Iron, Apollo, 16 gauge	4 00
18 and 20 gauge	4 00
22 and 24 gauge	4 25
26 gauge	4 25
28 gauge	4 50
30 gauge or 10¾ oz	4 75
Extra sheets, 36 in. wide an advance of 25 p.c. per 100 lb.	
Queen's Head, 24 gauge	4 25
26 gauge	4 50
28 "	4 75
Extra sheets, 36-in. wide, an advance of 25 p.c. per 100 lb.	
Genuine Russian, per lb	11
Imitation " "	07 to 08
Tinned, 24 gauge, 100 lb	8 00
26 gauge	8 50
Tinplate, IC charcoal, 20 x 28, box	9 50
" IX "	11 50
" IXX "	13 50
Ingot tin	35
Canada plate, 18 x 21, 18 x 24 and 20 x 28.	3 00
Canada plate, full polished	3 75
Sheet zinc, cask lots, 100 lb	7 00
Broken lots	7 50
Pig lead, 100 lb	5 50
Black iron pipe, ⅛ inch	3 30
" ¼ "	3 30
" ⅜ "	3 40
" ½ "	3 75
Black iron pipe, ¾ inch	4 30
" 1 "	6 25
" 1¼ "	8 75
" 1½ "	10 50
" 2 "	14 50
Rope, sisal, 7-16 and larger, basis	11 75
Manila, 7-16 and larger, basis	15 25
Lathyarn	11 25
Solder	20
Axes, chopping	$6 75 to 12 00
" double bitts	12 00 to 18 00
Bluestone	5 25
Screws, flat head, iron, bright	85 and 10 p.c.
Round " "	80 p.c.
Flat " brass	75 and 10 p.c.
Round " "	70 and 10 p.c.
Coach	70 p.c.
Bolts, carriage, 3-16 and ¼	60 p.c.
" 5-16 and ⅜	55 and 5 p.c.
" 7-16 and up	55 p.c.
Bolts, machine, ⅜ and under	50 and 5 p.c.
" 7-16 and over	55 and 5 p.c.



RETURNED MAY 25 1904

Steel Feed Cookers For Earth Foundation.

A desirable addition to the business of stove dealers.

Many thousands of these are being bought yearly by the farmers and butchers.

Are you getting your share of the business? Perhaps you are not selling the right kind, or getting the right prices.

We have a modern Steel Feed Cooker, and will be glad to send you circulars and quote prices.

We sell to dealers only.

Merrick, Anderson & Co.

WINNIPEG, MANITOBA.

Bolts, tire	60 and 5 p.c.
Bolt ends	55 and 5 p.c.
Sleigh shoe bolts	70 p.c.
Machine screws	70 p.c.
Plough bolts	55 and 5 p.c.
Square nuts, case lots	3c. discount.
" " small lots	2½c. "
Hex " case lots	3c. "
" " smaller lots	2½c. "
Rivets, iron	50 and 10 p.c.
Copper, No. 8	32
" No. 12	36
Coil chain, 3-16 inch	9½
" ¼ inch	7⅞
" 5-16 inch	5¾
" ⅜ inch	5¾
" 7-16 inch	4¼
" ½ inch	4½
" ⅝ and ¾ inch	4
Spades and shovels	40 and 5 p.c.
Harvest tools	60 p.c.
Axe handles, turned, s. g. hickory, doz.	$3 15
No. 1	1 90
No. 2	1 60
Octagon extra	2 30
No. 1	1 60
Files common	70 and 10 p.c.
Diamond	60 p.c.
Building paper :	
Anchor, plain	65c.
" tarred	70c.
Pure fibre, plain	67½c.
" " tarred	80c.
Ammunition, cartridges, Dominion R.F.	50 p.c.
Dominion, C.F., pistol	30 p.c.
" military	15 p.c.
American R.F.	30 p.c.
C.F. pistol	5 p.c.
C.F. military	10 p.c. advance.
Loaded shells :	
Eley's soft, 12 gauge black	15 00
chilled, 12 gauge	16 00
soft, 10 gauge	18 00
chilled, 10 gauge	19 00
Shot, Ordinary, per 100 lb	6 00
Chilled	6 50
Powder, F.F., keg	4 75
F.F.G.	5 00
Tinware, pressed, retinned.	70 and 10 p.c.
" " plain	75 and 2½ p.c.
" pieced	
Japanned ware	37½ p.c.
Enamelled ware, white	45 p.c.
" Famous	50 and 10 p.c.
" Imperial	50 and 10 p.c.
Green Wire Cloth	1 55

PETROLEUM.

Water white American	27½c.
Prime white American	25½c.
Water white Canadian	25½c.
Prime white Canadian	24½c.

SCRAP.

No. 1 cast iron	$14 to 15
No. 2 "	7
Wrought iron scrap	5
Copper (heavy)	8½c. per lb.
Yellow brass (heavy)	7½c. "
Light brass	5c. to 6c. "
Lead pipe, or tea lead	2c. to 2½c. "
Zinc scrap	1c. "

PAINTS, OILS AND GLASS.

White lead	$6 00 to $6 50
Putty in bladder, 2½ lb., in keg of 100 lbs.	0 02¾
Turpentine, pure in barrels	$ 0 97
Less than barrel lots	1 02
Linseed oil, raw	0 57
Boiled	0 60
Lubricating oils, heavy castor machine	0 29
" " extra engine	0 27
" " dynamo	0 35
" " black	0 22
" " cylinder	$0 50 to 0 75
Black oil, per gal	0 25 to 0 30

WINDOW GLASS.

Single 1st break, up to 25 miled inches, $3.05; 26 to 40, $3.75; 41 to 50, $4.25; 51 to 60, $4.5; 61 to 70, $5, in 100-ft. boxes.

BARS NEEDED FOR COKE SHIPMENT.

Connellsville, Pa., March 21. — Coke production in the Connellsville and Masontown fields is showing marked increase and would increase still further in the event of sufficient and regular supply of cars. An adequate car supply means an almost full coke trade during the next few months, Of the 23,037 ovens in the region less than 5,000 are idle now as compared to an idle list of over 14,000 ovens in the closing months af last year. The record for February makes a gooh showing in comparison to the furnace report. The list of active ovens in the region increased during the month from ao active list of 16,916 to 17,551 ovens. The month's yield aggregated 848,571 tons as compared to 686,020 tons in the month of January, an increase for the month of 152,551 tons. The shipments amounted to 744,846 tons as compared to a shipment of 695,648 tons in January. The shipments from the Masontown field sent out a tonnage of 138,310 tons, as compared to 106,204 tons for January. The summary of the region for the past week shows 23,037 ovens in the region, with 18,221 ovens in blast, 3,816 ovens idle, an increase for the week of 250 ovens. Of the 84 active plants in the region, 71 plants, 17,075 ovens, made six days; 9 plants, 742 ovens, five days; 3 plants, 324 ovens, made four days, and 80 ovens, the Semet Solvay plant, made seven days, an average of 5,90 days as compared to 5.88 days the week previous.—New York Journal of Commerce.

PIG IRON PRODUCTION.

THE following table, from Bradstreets, gives the approximate production of pig iron in the world for two years past, the figures being reduced to metric tons for purposes of comparison :

	1902.	1903.	Increase
United States	18,003,448	18,297,400	293,952
Germany	8,402,660	10,085,634	1,682,974
Great Britain	8,653,976	8,686,901	32,725
Total	35,060,084	37,069,735	2,009,651
All other countries	9,497,907	9,625,000	127,093
Total	44,559,991	49,694,735	2,136,744

The following table gives by grades the total production of pig iron in the United States in 1902 and 1903, in gross tons of 2,240 pounds.

	1902.	1903.
Bessemer and low phos. pig iron	10,393 168	9,989,908
Basic pig iron made with min. fuel	2,038,590	2,040,726
Forge pig iron	833,093	783,016
Foundry and high silicon pig iron	3,851,276	4,409,023
Malleable Bessemer pig iron	311,458	473,781
White and mot. and other grades	180,741	120,137
Spiegeleisen	168,408	156,700
Ferromanganese	44,573	35,961
Total	17,821,307	18,009,252

Finkbeiner Bros., hardware merchants, Milverton, Ont., have dissolved partnership. W. F. Finkbeiner continuing the business.

Reward of Merit

36 years devoted entirely to

FILES AND RASPS

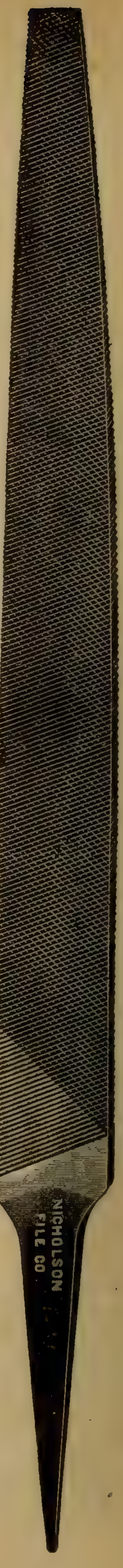
Six large factories producing daily **one hundred and twenty thousand** (all shapes, sizes and cuts).

Sold all over the world.

Nicholson File Co.

Dominion Works:
PORT HOPE, CANADA.

Main Office and Factory:
PROVIDENCE, U. S. A.



OAKEY'S The original and only Genuine Preparation for Cleaning Cutlery 6d. and 1s Canisters.

'WELLINGTON'

KNIFE POLISH

JOHN OAKEY & SONS, LIMITED

MANUFACTURERS OF

Emery, Black Lead, Emery, Glass and Flint Cloths and Papers, etc.

Wellington Mills, London, England

Agent:

JOHN FORMAN, 644 Craig Street

MONTREAL

Department of Railways and Canals, Canada

WELLAND CANAL.

NOTICE TO CONTRACTORS.

SEALED TENDERS addressed to the undersigned and endorsed "Tender for Electrical Apparatus," will be received at this office up to 16 o'clock, on Monday, the 28th March, 1904, for the furnishing and erection of Arc, Lamps, Regulators, Switchboards, and other apparatus, appliances and materials required for the Welland Canal.

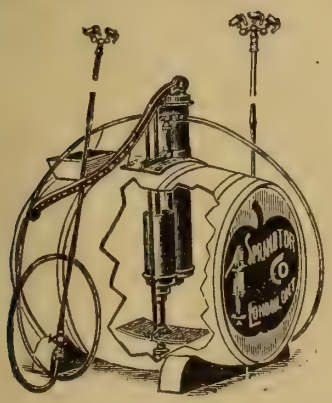
Plans and specifications can be seen on and after Monday, the 14th March, at the office of the Superintendent Engineer of the Welland Canal, St. Catharines, Ont., at the office of Roderic J. Parke, Esq., Consulting Electrical Engineer, 52-53 Janes Building, Toronto, and at the office of the Chief Engineer of the Department of Railways and Canals, Ottawa. Forms of tender can be obtained at the places named.

The Department does not bind itself to accept the lowest or any tender. By order,

L. K. JONES,
Secretary.

Department of Railways and Canals,
Ottawa, 12th March, 1904.

Newspapers inserting this advertisement without authority from the Department will not be paid for it.



THE SPRAMOTOR

is recognized by the users as the most durable and efficient apparatus yet invented, for the

Prevention of blight and bugs on fruit and potatoes.

For the destruction of wild mustard in the grain crops without injury to the grain, and for

The painting of buildings.

Has been awarded First Place by the Canadian Government in actual contest, and

The Gold Medal at the Pan-American.

The Trade fully protected.

Write for particulars and discounts. Terms liberal.

THE SPRAMOTOR CO.,

68-70 King St., - - LONDON, CAN.

AN ANTI-FOULING PAINT WHICH STOOD THE TEST.

IN many parts of Canada will be found a demand for anti-fouling paints for ships' bottoms. For this reason the experience of the Imperial Japanese gun boat "Chokai" is of much interest. This boat was selected at the Japanese naval station, Sasebo, for the purpose of applying Dampney's anti-fouling paint for ships' bottoms, and the following testimonial was given unsolicited on the result:

In order to make comparative tests of Dampney's and the other composition we have been using, coatings of each manufacture were applied the I. J. gunboat Chokai on August 16, 1902. The Chokai was docked on April 16, 1903, after having been on the Sasebo Navel Station during the interval, and the result of the test is as follows: In point, that seaweeds and barnacles do not attach. Dampney's Anti-fouling Paint is superior in quality to that of ——'s.

(Signed) SASEBO NAVEL STATION.

Sasebo, 18th day, 4th month, 36th year of Meiji.

Last year Henderson & Potts were appointed sole manufacturers in Canada and Newfoundland of Dampney's anti-corrosive and anti-fouling compositions for the bottoms of iron and steel ships. They were also appointed manufacturers of a boat-topping; also, for the interior of ships, of an anti-corrosive hold paint.

The firm of J. Dampney & Co., Cardiff and Liverpool, have long been one of the most progressive producers of compositions for ships' bottoms. The fact that they are contractors to the leading navies, as well as the largest steamship lines in the world, speaks volumes for their products.

Dampney & Co. have coated some ships as often as 17 times, and they have received, unsolicited, innumerable testimonials of which that quoted above is an example.

An illustration of the British cruiser "Sultez" is shown herewith, as a type of the vessels using this paint.

Since starting to manufacture in Canada, Henderson & Potts, Limited, have made large shipments to the Pacific Coast, West Indies, South American and Quebec docks, as well as looking after the Halifax trade. They will be pleased to furnish further information and send booklets to anyone desiring same.

The British Cruiser "Sultez."

MARITIME NAIL CO. TO RE-BUILD.

The Maritime Nail Company, whose works at St. John, N.B., were recently destroyed by fire, have decided to rebuild. Sydney is offering them some inducements to remove to that enterprising town, but it seems likely that the management will decide to rebuild in the old town. A representative of the Maritime Nail Co. in Montreal this week stated to Hardware and Metal that at the time of the fire they had the largest stock on hand in the history of their business. The fire was, therefore, a particularly heavy loss to them.

Wm. C. Hawkins, general manager of the Hamilton Cataract Power, Light and Traction Co., Limited, is calling for tenders for the construction of an enlargement of the hydraulic system of the company. The work embraces construction of dams, canals, bridge abutments, and highways.

PAINT, OIL AND BRUSH TRADES

Tests for Turpentine.

THE following turpentine tests, which may prove of interest to our readers were recently published in "Drugs, Oils, and Paints," U. S. A.: In a test tube (size 6 in. by $\frac{5}{8}$ in.) place about 10 c. c. of the turpentine to be tested, then add about 10 c. c. of C. P. sulphurous acid (not sulphuric), and shake four or five times until the two liquids are mixed. Set aside for twenty or thirty minutes to allow to separate, then observe the appearance and color of the two strata.

American Turpentine — Separation takes place very slowly. Upper stratum—Opaque; milky white color. Lower stratum—Translucent; milky white. Odor—Slight terpene smell.

Russian Turpentine — Quick separation. Upper stratum — Translucent; faint turbidity. Lower stratum—Clear and colorless. Odor—Slight pungent smell.

Pine Distillate (Dead Wood)—Medium slow separation. Upper stratum — Opaque; light buff color. Lower stratum—Translucent; yellow amber color. Odor—Distinct tar smell.

Pine Distilled (Live Wood)—Medium quick separation. Upper stratum — Translucent; lemon yellow color. Lower stratum—Clear and colorless. Odor — Mild tar smell.

Rossin Spirit—Medium slow separation. Upper stratum—Translucent; golden yellow color. Lower stratum — Translucent; creamy white color. Odor —Pungent resin smell.

Benzine (Petroleum Naphtha)—Quick separation. Upper stratum—Clear and colorless. Lower stratum—Clear and colorless. Odor—sulphurous gas smell.

Solvent Naphtha (Benzole) — Quick separation. Upper stratum—Slight turbidity; faint yellow color. Lower stratum—Clear and colorless. Odor—Benzole and sulphurous smell.

Note.—Pine distillate from stumps, dead wood, &c., if highly rectified, gives a reaction approaching that of the live wood distillate. The more the distillate is rectified the less turbidity and the more lemon yellow in color the reaction is.

For absolute results, the tests should be made alongside of liquids of known purity, at least during the first trial or until the experimenter is familiar with the color, reactions, odor, &c. The time of separation is as important as the color distinction.

Took His Discount.

"Hello!"

"Well?"

"Are you the credit clerk at Messrs. Tacks & Brads?"

"Yes."

"Can you tell me if Mr. Horsnales' credit is good?"

"He does not owe us anything. Paid cash for the last bill."

"Is that so; 2 per cent. or 5 per cent.?"

"Neither—70 per cent. He paid thirty cents on the dollar cash!"

Unsettled Turpentine Market.

Naval stores yesterday were more or less neglected, there being only a light demand for them, but plenty of sellers. Spirits turpentine ruled weak and unchanged at 61c asked, while the prices in Savanah was quoted at 57c. The spot supply of spirits was somewhat larger than during the week just past, and if there had been a heavier demand the possibility of buying large quantities at the prevailing price would have been greater. Buyers showed a disposition to hold off unless concessions were made, which holders were not in a hurry to do. Receipts in the South continue small as well as the volume of business. The stock in Savannah on Saturday was 5,603 barrels turpentine, against 2,116 barrels last year.—New York Journal of Commerce, Mar. 22.

"What Should a Paint Do?"

Secure the agency for Hollywood Brand, sell some of it to a few of your most particular customers and see how they will come back for more and recommend it to their neighbors.

Every tin of Hollywood sold is an advertising agent for your business. HOLLYWOOD PASTE, READY-MIXED AND FLOOR PAINT. Richer shades, larger covering capacity and greater durability than is to be obtained in any other paint. They wear on the job, not off it.

THE IMPERIAL VARNISH & COLOR CO. LIMITED,

TORONTO, ONTARIO, CANADA.

LINSEED OIL

Raw and Boiled

"GUARANTEED PURE"

MANUFACTURED BY

Canada Linseed Oil Mills,

LIMITED,

MONTREAL.

☞ **BARRELS WANTED!!**

We are open to **buy good, sound, oak** Linseed Oil, Turpentine, Varnish, and Machine Oil Barrels.

LUCAS
IMPERIAL FRENCH GREEN
(Dry and in Oil)

A standard green that none have been successful in imitating.

Popular with painters in all the civilized countries of the world.

Unsurpassed in covering qualities, body, and tone of color.

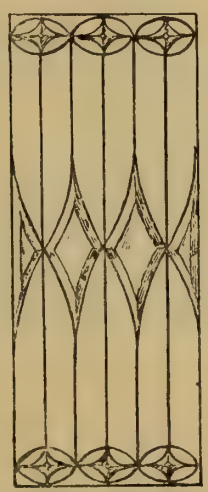
'Tis an article always worthy the special attention of paint dealers.

Correspondence solicited.

JOHN LUCAS & CO.
PAINT MAKERS
NEW YORK, PHILADELPHIA, CHICAGO
ESTABLISHED 1848.

Show These to Your Customers.

BEVEL PLATE DOOR AND WINDOW PANELS



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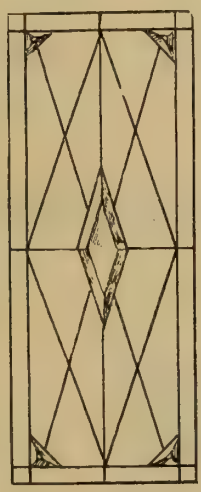


103.

LUXFER WINDOW PRISMS

LUXFER SIDEWALK PRISMS

3 feet Square } STANDARD SIDEWALK PRISMS
4 feet Square } IN STOCK.

LUXFER PRISM CO.,
100 King St. W., TORONTO.

USE ONLY THE BEST

GILLETT'S PERFUMED LYE

is the STANDARD article

READY FOR USE IN ANY QUANTITY.

For making soap, softening water, removing old paint, disinfecting sinks, closets, drains and for many other purposes. A can equals 20 pounds SAL SODA.

SOLD EVERYWHERE.

E.W. GILLETT COMPANY LIMITED
TORONTO, ONT.

Paint and Oil Markets

Quebec.

Office of HARDWARE AND METAL,
232 McGill Street.
Montreal, March 25, 1904.

AFTER much wobbling so far as the volume of business is concerned the sagging tendency of the white lead and linseed oil market seems to have ceased. It is now predicted by paint and oil men that the coming two months will see an extraordinary spurt in the volume of business, not only in linseed oil and white lead but also in all general lines. It is expected that the increase of business will in a large measure make up for the serious loss experienced this season owing to the impossibility of making shipments. Orders are coming in now much more steadily and although payments are rather slow owing to the lack of communication it is felt that the general situation is much brighter. There are no special changes in price to note. We quote:

Ground White Lead—Best brands, ernment standard, $4.50; No. 1 Government standard, $4.50; No. 1 3, $3.67 1-2 to $3.77 1-2; No. 4, $3.30 to $3.40, all f.o.b. Montreal.

Dry White Lead—$4.25 in casks, and in kegs $4.50.

Dry White Zinc—Pure dry, in casks, 6 1-4c; in 100-lb kegs, 6 3-4c; No. 1, zinc, in casks, 5 1-4c; in 100-lb kegs, 5 3-4c.

White Zinc—(ground in oil)—Pure, 25-lb irons, 8c; No. 1, 7c; No. 2, 6c.

Putty—We quote: Bulk, in barrels, $1.50; in 25-lb tins and irons, $1.85; bladdered putty in barrels, $1.75.

Orange Mineral—Casks, 7c; 100-lb kegs, 7 1-4c; smaller quantities, 8 1-4c.

Red Leads—Genuine red lead, in casks, $4.25; in 100-lb kegs, $4.50; in less quantities, $5.50 per 100 lb. No. 1 red lead, casks, $3; kegs, $4.25, and smaller quantities, $5.25.

Litharge—Ground, casks, 5c; in less quantities, 5 1-2c; flake litharge, casks, $5; smalls, $5.50 per 100 lb.

Linseed Oil—Raw, 1 to 4 barrels, 47 to 48c; 5 to 9 barrels, 46 to 47c; boiled, 1 to 4 barrels, 50 to 51c; 5 to 9 barrels, 49 to 50c. Delivered in Ontario between Montreal and Oshawa at 2c per gallon advance.

Turpentine—Single barrels, 91 1-2c; 2 to 4 barrels, 90 1-2c. Standard gallon of 8.6 pounds.

Shellac Varnish—Pure white, $2.75 to $3.50; pure orange, $2.65 to $3.40; No. 1 orange shellac, $2.35 to $2.50.

Mixed Paints—$1.20 to $1.40 per gallon.

Castor Oil—8 3-4 to 9 1-4c in wholesale lots, and 1-2c additional for small lots.

Canadian Paris Green — Barrels, 14 1-4c; arsenic kegs, 14 1-2c; 50 and 100 lb drums, 15c; 25-lb drums, 15 1-4c; 1-lb packages, 16c; 1-2-lb packages, 18c; 1-lb tins, 17c. Terms 2 per cent. discount for cash in 30 days or 90 days net.

English Paris Green—Barrels, 14 1-4c; arsenic kegs, 14 1-2c; 50 and 100 lb drums, 15c per lb; 25 lb drums, 15 1-2c; 1-lb paper boxes, 16c; 1-lb tin boxes, 17c. Terms, 2 per cent. 30 days; 90 days net.

Ontario.

Office of HARDWARE AND METAL,
10 Front street east.
Toronto, March 25, 1904.

White lead and turpentine are exciting general interest this week. Turpentine is expected to decline in some degree at this time of the year, when the new crop is about ready for the market. The anticipated reduction has taken place at the South and has been followed to some extent on this market. White lead continues firm, as prices of the lead in oil have been at almost the same level as that of the dry product and there is a general disposition to fix a price which would permit a fair price. Linseed oil is steady at unchanged figures. Other products are without change. A continued improvement in the demand is reported. We quote:

White Lead—Ex-Toronto, pure white lead, $4.65; No. 1, $4.20; No. 2, $3.90; No. 3, $3.50; No. 4, $3.25 in packages of 25 lb and upwards; 1-2c per lb extra will be charged for 12 1-2-lb packages; genuine dry white lead, in casks, $4.50.

Red Lead—Genuine in casks of 560 lb, $4.25; ditto, in kegs of 100 lb, $4.50; No. 1, in casks of 560 lb, $3.75 to $4; ditto, in kegs of 100 lb, $4.25.

White Zinc—Genuine, French V.M., in casks, $6 to $6.25; Lehigh, in casks, $6 to $6.25.

Shingle Stain—In 5-gallon lots, 60 to 85c per gallon.

Paris White—90c to $1 per 100 lb.

Whiting—60 to 65c per 100 lb; Gilders' whiting, 75c.

Shellac—Pure orange, in barrels, $2.50 to $3; white, $2.50 per gallon; No. 1, $2.37 1-2, including price of can.

Linseed Oil—Raw, 1 to 2 bbls, 48c; boiled, 51c; 3 to 5 bbls, raw, 47c; boil-

Send us a post card and let us tell you all about it.

INVESTIGATE

the merits of "ANCHOR" Liquid Paint.

It will stand the light of the closest investigation.

Quality and everything needed to inspire confidence and create permanent trade is found in its make-up.

The fact that the best white lead in the world, **Brandram's B.B. Genuine,** is used in its manufacture is one argument of its superiority.

HENDERSON & POTTS, Limited, Halifax.
HENDERSON & POTTS CO., Limited, Montreal.

Make it a practice to read our Paint and Oil Market Quotations in each issue.

R. E. THORNE, 768 Craig St., MONTREAL

Wholesale Agent and Importer

Dry Colors, Ochres, Bronze Powders, Aluminum Powder, Schlag Metal, Bronze Liquids and Varnishes.

Toronto Office—29 Melinda St.

TRADE NOBLES & HOARE NH LONDON MARK

Nobles & Hoare.

CORNWALL ROAD STAMFORD STREET.

LONDON, ENG.

Manufacturers of

HIGH-CLASS VARNISHES ONLY

Which can be obtained direct from the works or from the principal Color Dealers in Canada

A Reason or Two

Why every dealer should stock CHURCH'S COLD WATER

ALABASTINE

Because it has an established reputation—always working to the satisfaction of the user and possesses every advantage necessary or desirable in a material for wall tinting and decorating.

Because by a thorough system of advertising **everybody that reads** knows about **ALABASTINE,** and when in want of anything to fix up walls, calls for it as naturally as for any staple in the hardware, dry goods or grocery line.

Because of its convenience, and its permanent and sanitary features, Mr. M. B. Church, the original inventor of **ALABASTINE** and now President of this Company, was the first to produce a practical wall-coating adapted for use in **cold water,** a process that is patented in Canada and other countries, that has forced the manufacturers of hot water preparations, at the risk of patent infringements, to imitate his example.

ALABASTINE is for sale by Wholesale Hardware and Paint Dealers everywhere. Also by

THE ALABASTINE CO., Limited, PARIS, ONT.

"Island City" Paint and Varnish Works

Our "Island City" Enamel Paints are the best in the market—17 artistic shades.

Our "Island City" Aluminum, Gold and Silver Paints can be used with great satisfaction on Furnaces, Radiators, all sorts of Furniture and Ornaments that require renovating.

P. D. DODS & CO., Proprietors, Montreal, Toronto, Vancouver.

Solvo— A Paint and Varnish remover. The quickest, most convenient and best manufactured. Does not discolor, injure, or raise the grain of the wood. Contains no water, fusel oil, alkali, or acids. Does not injure the hands and has no objectionable odor.

PUT UP IN ½ PINTS, PINTS, QUARTS, HALF GALLONS, GALLONS, 5-GALLON CANS AND BARRELS.

WRITE FOR PRICES.

THE STANDARD PAINT AND VARNISH WORKS CO., Limited

WINDSOR - - CANADA.

THE
CANADA
PAINT
COMPANY
LIMITED,
MONTREAL,
TORONTO

are the leading manufacturers of **Colors, Varnishes** and **Paints** in the Dominion of Canada.

FIRST
HANDS

for everything used by the **Decorator, Painter** or **Finisher.**

Catalogues, color cards and close prices upon application to

THE
CANADA PAINT COMPANY
LIMITED,
MONTREAL, CANADA.

ed, 50c; 6 to 9 bbls, raw, 46c; boiled, 49c; delivered, Toronto, Hamilton, London and Guelph. One firm is quoting raw, 1 to 4 bbls, 47c; boiled, 50c; 5 to 9 bbls, raw, 46c; boiled 49c; 10 bbls and over, open; ex-Toronto, 2 per cent. off 30 days.

Turpentine—Single bbls, 90c; 2 to 4 bbls, 89c; 5 bbls and over, open Toronto, Hamilton, London and Guelph, with 2c extra for delivery outside. One firm quotes: Single bbls, 91 1-2c; 2 to 4 bbls, 90 1-2c, delivered; 5 bbls and over, open, ex-Toronto with 2 per cent. off 30 days. For less quantities than barrels, 5c per gallon extra will be added, and for 5-gallon packages, 50c and 10-gallon packages, 80c will be charged.

Glues—Broken sheet, in 200-lb bbls, 8 to 8 1-2c per lb; cabinet glue, in bbls, 11 1-2 to 12c; emery glue, in bbls, 17c; bookbinders', ground, 10 1-2c; finest American, white, 19c; No. 1 American white, 15c per lb.

Putty—Common, $1.65; pure (linseed oil) bladders in barrels, $2; bladders, in 100-lb kegs, $2.25; bulk in barrels, $1.75; bulk, less than barrels and up to 100-lb, $2.

Plaster Paris—New Brunswick, $2 per bbl.

Liquid Paints—Pure, $1.20 to $1.40 per gallon; No. 1, $1.10 per gallon.

Barn Paints—65 to 70c per gallon.

Castor Oil—English, in cases, 7 1-2 to 8c per pound, and 8 1-2 to 9c for single tins.

English Paris Green — Petroleum bbls, 13 1-4c; arsenic kegs, 13 1-2c; 50 to 100-lb drums, 14c; 1-lb packages, 15c; 1-lb tins, 16c; 1-2-lb tins, 18c.

Canadian Paris Green (present delivery)—Petroleum bbls, 13 1-4c; arsenic kegs, 13 1-2c; 50 and 100-lb drums, 14c; 1-2-lb tins, 18c.

St. John.

This line shows no change here in price. As is usual at this season business in burning oil begins to drop off. Lubricating oils are actively pushed, as the chief season of business approaches. In paint oil business is quite active. Linseeds being very low. Turpentine still holds at the high price. Fish oils are in light supply.

Window Glass.

MONTREAL.

Prices remain steady at figures before quoted. There is not much business this week. We quote: First break 50 feet, $1.70; second break, $1.80 for 50 feet. First break, 100 feet, $3.25; second break, $3.45; third break, $3.95; fourth break, $4.20.

TORONTO.

An improvement in the demand from stock is reported and prices are steady. We quote: Star, first break at $3.10 per 100 feet and Double Diamond, first break, at $5.10. Discount 15 to 20 per cent.

How Stained Glass Windows Are Made.

THE twentieth century stained glass maker follows without important variation the simple methods of the French monk of eight centuries ago. The first requisite is the design. The artist makes a small water-color sketch to show the general design and color scheme, accompanying it with detailed studies. From this two large drawings or "cartoons" are made, the exact size of the desired window. One cartoon shows where the "leads" will be placed —the thin strips of lead, hollowed on both sides and looking in a transverse section like the letter H, which form the framework to bind the pieces of glass together. Another drawing gives the size and shape of each piece of glass. This cartoon is cut into its component pieces by a pair (or triplet) of three-bladed scissors, which leave between their parallel blades a space sufficient for the leads. These cut-out patterns are put together again on a large glass easel, to which they are attached by wax, and the spaces between are blacked in, to give the effect of the leads. The easel is then placed against a window where the light can stream through it. The artist or his substitute replaces each paper pattern on the easel by a piece of glass of exactly the same size, cut from a sheet of glass of the color called for by the color sketch. The sketch is not followed slavishly, experiment with the actual glass will suggest improvements. To a greater or less extent this stained glass is supplemented by painted glass, on which the colors are fired as in china painting. When all the pieces have been cut, they are transferred to the "leading" drawing; the flexible leads are twisted into shape and soldered at the joints, and a special cement applied to make the whole water-tight. The window is now complete, ready to be put in position, where it is made secure by copper wires fastened to the transverse bars of iron.—Booklover's Magazine.

G. F. STEPHENS & CO., Limited

MANUFACTURERS OF

READY MIXED PAINTS, made with Manitoba Pure Linseed Oil, Hard Drying Floor Paints, Enamels, Colors in Oil and Japan, Liquid and Paste Wood Fillers, Carriage Paints, Blackboard Slating, Oil and Varnish Stains, White Lead, Putty, etc., etc.

IMPORTERS AND JOBBERS OF

Brushes, Varnishes, Dry Colors, Painters' Supplies, Window, Plate, and Ornamental Glass.

170, 172, 174, 176 Market St., Winnipeg, Canada.

BRANCH AT CALGARY, ALTA.

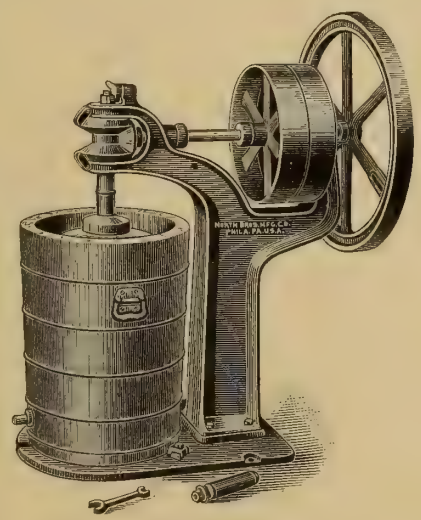
A NEW ICE CREAM FREEZER.

NORTH BROS. MFG. CO., Philadelphia, are this season offering the trade a new line of machine freezers just designed to meet demand for smaller-sized, well-built machines for confectioners whose business is not large enough to warrant putting in forty-quart machines, but who have power in use through electric motors, gas engines, etc., and thereby enabled to do away with the laborious work of operating their freezer by hand power.

The general design and mechanism for engaging gearing with dasher is same as in this firm's Combination Freezer, but the smaller size of machine, the omission of belt shifter, and no provision to use different size apparatus interchangeably, allows of much less price than the same sizes in their combination freezer, and puts a substantially built machine freezer of a small capacity within the reach of every confectioner using power.

The coupling to connect gearing to can has clutch at each end, one of which engages with clutch on lid of can and the other with clutch on lower bevel gear. The shaft of dasher passes through coupling and engages with upper gear. As the upper and lower bevel gears turn in opposite directions the can and dasher will do likewise. The clutches in gearing are operated by one small lever at top of machine.

In position shown in illustration, the gearing is engaged with can and dasher to operate freezer. When lever is thrown in opposite position the clutches are separated so that tub with can and dasher may be readily removed. The lever locks the clutch in either position. The arrangement of parts is such that the gearing is never exposed at any time, not even during the change of tubs and cans. The cover prevents any possible injury to operator, or the gearing becoming clogged with dirt or ice and salt. There are no loose pieces to be lost or mislaid. The machine is very compact and of great strength. The frame is in one piece and all bearings are accurately bored.



The can is made of No. 18 sheet steel, riveted in seam, with heavy malleable iron bottom, and tinned after being made up. The top of can is reinforced with wrought iron band. The body of can is very much thicker than the ordinary can made of the heaviest tinplate, and cannot be dented by careless use, or by ice in packing.

The tub is made extra heavy of selected Virginia white cedar, with staves tongued and grooved into each other, and held together with electric welded wire hoops, which are much stronger than ordinary flat hoops and guaranteed not to fall off. The tubs are painted both inside and outside.

The dasher is of malleable iron, heavily coated with pure block tin. It has two metal scrapers for side of can and one scraper for bottom of can.

The most careful attention has been given to every detail, not only in design, but superior and accurate workmanship, and the use of the very best quality of all materials used in their construction. Terms on application.

THE EFFECTIVENESS OF COURTESY.

Three qualities are necessary to the perfect salesman: politeness, honesty, quickness, says John E. Baker. Even if a clerk is honest and polite I am willing to give him a trial. Politeness costs nothing, but is worth everything. Even the customer who is always kicking about prices should be well treated, for he really needs our sympathy. Take care of the children, because the impressions made on the childish mind remain throughout the whole life, and the children may be drawn to you or driven from you by your treatment. Travelling salesmen should be treated with courtesy, and your decision should be made known to them promptly in order that they may waste no time if there is not going to be a sale. We endeavor to so influence all who come to our place that when again in need of anything in our line they will come to us.

STOVES AND TINWARE.

American Tin Plate Mills.

THE present arrangement as to scale of wages which the American Sheet and Tin Plate Company have with their workmen in the union tin-plate mills expires on July 1, and as a precaution against a possible strike the big concern and other independent plants as well are accumulating very large stocks, in order to be well fortified in case a tie-up should occur on the above date. For some time past some of the independent tin-plate mills have been agitating with the Amalgamated Association the question of a reduction in wages in union tin-plate mills, but their request has been refused, the association declining to take up the question of lower wages in tin-plate mills before the present scale expires on July 1 next. It is stated on good authority that the union tin-plate mills will demand from the Amalgamated Association a material reduction in wages of tin-plate workers from present scale. Since the present scale was made the price of tin-plate has suffered a decline, and, in addition, heavy reductions in wages have been made in the sheet mill scale, both in union and non-union mills, and general reduction in wages have been made in all other classes of labor. Many of the important plants of the American Sheet and Tin-Plate Company are operated as non-union mills, and in the event of a strike this concern would probably not be very seriously inconvenienced.

As American tin-plates are now being sold in Canada in direct competition with Welsh, the above may be of interest to Canadian buyers.

Some Don'ts for Stove Dealers.

By Damper Rod.

Don't speak ill of a competitor.

Don't advertise in a perfunctory manner.

Don't fail to be explicit in ordering repairs.

Don't forget that stove polish is a good salesman.

Don't bite on everything new that comes along.

Don't try to carry orders for repairs in your head.

Don't attempt to carry too many lines; select a good one and stick to it.

Don't sell stoves that are difficult to repair; stove repairs, like chickens and curses, come home to roost.

Don't guarantee a small stove to do the work of a large one.

Don't expect a stove to work as well before it is paid for as after; it seldom does.

Don't guarantee a range to bake well if connected with a short chimney; it may not.

Don't use smoke pipe that is too small; better too large.

Don't trust a customer, or other inexperienced person, to put up a new stove, if possible to avoid it.

Don't undertake to get stoves delivered without sufficient help; if broken in handling you will have the expense of repairing and probably a dissatisfied customer.

Don't urge a woman to buy a stove she does not like the looks of; if she takes it, it will never be perfectly satisfactory.

Don't try to convince a prospective purchaser that he or she is prejudiced for or against any particular kind of stove.

Don't expect to do all the business done in your line nor claim that you do it all.

Don't get the idea that dust and dirt will be overlooked in your place because it is a stove store.

Don't condemn without a hearing a range that does not bake well on the bottom; it may "talk" when connected with another chimney.

Don't forget that a few ashes spread over the top oven-plate of the range will improve its baking.

Don't overlook the fact that a stove must have sufficient draft to work saisfactorily, and that the chimney and not the stove must furnish the draft.

Don't allow stoves to be taken out of the store until they are looked over carefully; filing and fitting after a stove is delivered arouses an unpleasant suspicion in the mind of the housewife.

Don't be "penny wise and pound foolish" in the matter of tools and appliances to work with.

Don't expect the stove repair branch of your business to run itself; it won't.

Don't have too many prices; the adoption of this rule will save you considerable annoyance and promote confidence in the justness of your prices.

Don't leave your store in charge of one who has not a practical knowledge of the goods; a customer wants and expects intelligent attention.

Don't forget that the average man or woman is more stupid regarding the needs, uses and general make-up of a stove than upon almost any other subject.—The Metal Worker.

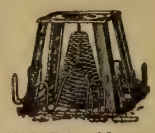
Universal Bread Maker.

An American manufacturing concern are offering through the jobbing houses a break maker which is new to the Canadian market. It consists of a tin pail with cover and automatic device for kneading the dough. The mixture is placed in this pail and by turning a crank at the top it may be kneaded much more quickly than by hand.

$5 CHEQUE PERFORATOR

perforates and indelibly inks the amount. Five dollars only. Express paid. Sent on approval.

Canadian General Purchasing Agency
MONTREAL.



Wire-Cone Incandescent Toaster

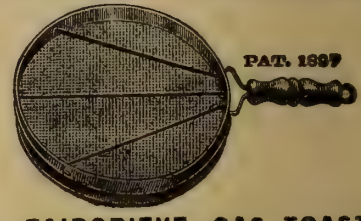
Only perfect bread toaster for Gas or Gasoline Stoves. No smoky taste to bread toasted on this toaster. Write for prices.

H.O.Edy, Montreal. E.T.Wright & Co., Hamilton,
HARKINS & WILLIS,
Manufacturers and Inventors - ANN HARBOR, Mich

COVERT MFG. CO.
West Troy, N.Y.
Steel Carriage and Wagon Jacks
Harness Snaps, Chain, Rope and Web Goods, etc.
SOLD BY ALL LEADING JOBBERS.

PRIEST'S CLIPPERS

Largest Variety, Toilet, Hand, Electric Power
ARE THE BEST.
Highest Quality Grooming and Sheep-Shearing Machines.
WE MAKE THEM.
SEND FOR CATALOGUE TO
American Shearer Mfg. Co., Nashua, N.H., USA

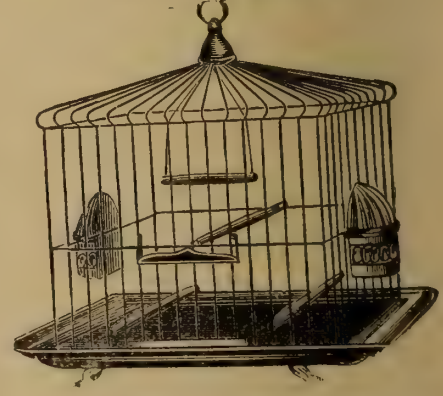


The FAIRGRIEVE GAS TOASTER

Retails at 25c. The only Toaster guaranteed to toast on gas, gasoline or blue flame oil stoves without taste or smell. Write for prices.

THE FAIRGRIEVE MAN'FG. CO.,
295 COLLEGE ST., TORONTO.
U. S. Branch: 289 Jefferson Ave., DETROIT
Agents for Great Britain: Heine, Solly & Co., Sutton House, 2 Old Street, London, E.C.

CAGES.



Bird Cages, Japanned and Brass, Parrot Cages, Squirrel and White Rat and Mouse Cages, Breeding Cages.

The most complete line of Cages manufactured on this continent. Styles, sizes and prices to suit every purchaser

E. T. Wright & Co., MANUFACTURERS, Hamilton and Montreal

Have you tried it?

Tried what?

SELLING MANTELS.

This is in your line of business, and it will pay you.

The Batty Stove & Hardware Co

76 YORK ST., TORONTO.

If you have the goods; We can Sell Them.

COLTART & CAMERON CO., Limited, WINNIPEG.

Manufacturers and Shippers of Hardware Specialties.

LOOKING TO THE WEST FOR TRADE?

COMMUNICATE WITH

COLTART & CAMERON CO., Limited

Manufacturers' Agents and Warehousemen,

WINNIPEG, CAN.

To Manufacturers' Agents

HARDWARE AND METAL has inquiries from time to time from manufacturers and others wanting representatives in the leading business centres here and abroad.

Firms or individuals open for agencies in Canada or abroad may have their names and addresses placed on a special list kept for the information of inquirers in our various offices throughout Canada and in Great Britain without charge.

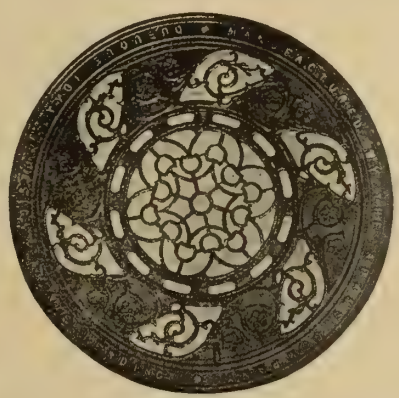
Address

Business Manager

HARDWARE AND METAL

Montreal and Toronto

THE ADAMS STOVE PIPE REGISTER.



Design Patented June 29, 1897.

Design Patented August 31, 1897.

Made by

The Adams Company

Dubuque, Iowa, U.S.A.

Prices and Catalogue, showing a full line of these goods, on application.

Standard Wickless Blue Flame Oil Stoves

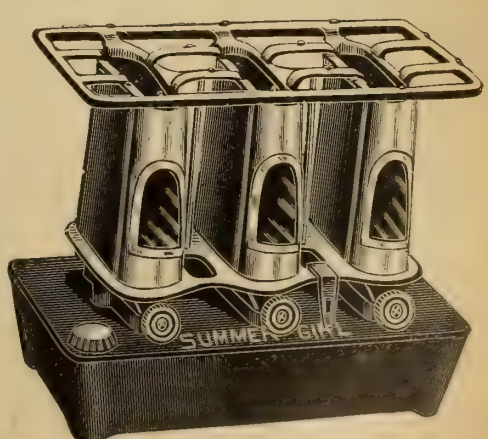
FOR

COAL OIL or GASOLINE.

SIMPLEST, SAFEST and BEST.

"Lights Like Gas."

(Simply turn on the oil and apply the match.)



"Summer Girl" Oil Stove 1, 2 or 3 Burners.

WIDTH OF FLAME—4 INCHES.

A good serviceable Oil Stove at a cheap price.

Al o in stock :—EAGLE AND GERMAN OIL STOVES, EXTENSION TOPS, WICKS, ETC.

WRITE FOR PRICES.

The THOS. DAVIDSON MFG. CO. Limited. ...MONTREAL

HEATING AND PLUMBING

ARCHITECTS' FIELD INVADED.

THE indications are that in New York the so-called interior decorator may supplant the architect to some degree in the planning of the most costly private residences. And New York sets the fashion in these matters for the continent. A large firm of interior decorators were commissioned recently to supervise the erection of the new residence of one of the steel trust magnates. In this particular case, an architect drew the plans but it is rumored in professional circles that the decorators controlled largely the design of the structure, seeing that its interior construction should be adaptable to the decorations to be used in the various rooms.

"Architects who cater chiefly to private individuals who contemplate erecting palatial residences are not a little exercised over the situation," said a representative New York architect recently. "It is generally known that another millionaire who recently acquired a valuable piece of property on Fifth avenue is about ot start work on the erection of a new house. It is also known that this owner invited the leading firms of architects in New York to enter into a competition to draw plans for the structure. None of these was accepted, and it is reported that he secured plans in Paris last Summer.

"On his return to the United States, he took these plants to a Fifth avenue decorator and told him to superintend the building of the house. In other words, all the changes that may be made all the amendments to the specifications that may become necessary as the work progresses, and all the thousand and one details which always arise during the construction of a house of this character will be left very largely to the judgment of a man familiar with the value of antiques and tapestries."

The foregoing may or may not indicate an important change which will be of some importance to the architects.

Thermit Welding.

THIS process is described in the Journal of the Society of Arts for February 13. Its application to welding pipes is given by the Plumbers' Review as follows :

In the case of a weld in a pipe, or in an angle iron, it is probably desirable that the body of the weld shall, when finished, be identical in section with the rest of the material, so that on no account must any iron produced by the action of the thermit remain adherent. If this is the object, a simple mould is placed around the pipe or bar to be welded, leaving a space which experience has found to be suitable, the two ends are securely held in position by means of clamps, so that when desired a considerable pressure can be exercised between them. Then, when all is ready the charge of thermit in the crucible, the amount of which for each section is known to a nicety and is tabulated, is ignited, and as soon as the fluid has become quiet, it is poured into the mould. As it is difficult to see the mould in consequence of the glare from the crucible, it is desirable just to splash a little alumina as near as can be judged into the mould, when at once the glare from this will make the opening into the mould easily seen, and the rest of the mixture can be gently and gradually poured in. Now, in this operation, the alumina going first immediately chills in contact with the cool metal, thus forming a protecting layer, which prevents the iron that follows from damaging or adhering to the bar. The heat of the mixture—again iron below and alumina above—quickly heats up the bar or tube to the welding point, and if the space below, where the iron is, has been properly proportioned and a proper quantity of thermit has been taken, the temperature of the bar or tube will reach the melting point. After a time, varying from one minute to three or four, according to size and thickness, it is merely necessary to exert pressure by means of the clamps and the weld is complete. Immediately—that is, while still white hot—the mould is removed, and the hot iron and alumina are knocked away when there is nothing more to be done but to leave it to cool.

Building Notes.

A new Masonic building is being erected in Tillsonburg, Ont.

Wm. Quey is going to build a hotel at Rainy River to cost $50,000.

A new hotel will be built in Clinton, Ont., S. S. Cooper has the contract.

A new brick block will be erected by H. Sandison on Main street, Winnipeg.

Vancouver is scarce of houses and contractors are already stocked with contracts.

The University of Ottawa recently destroyed by fire, will be rebuilt as soon as the weather permits.

A school house is to be erected near Saskatoon, N.W.T. Frank Kailes, secretary, Saskatoon, has called for tenders.

Jas. Johnston, proprietor of the European Hotel, Guelph, Ont., is going to remodel that hotel at a cost of $15,000 to $25,000.

Adams & Co., wholesale leather dealers, Toronto, propose to erect a new four storey brick warehouse in Winnipeg in the near future.

Plans have been decided upon for the new club house which the Montreal Amateur Athletic Association will erect on Peel street, Montreal.

The Scott Furniture Co., retail furniture dealers, Winnipeg, have prepared plans for the erection of a six storey brick and stone building adjoining their present building.

Work is progressing somewhat slowly on the Union Bank skyscraper at Winnipeg. This is owing to the delay in the shipments of materials from the Dominion Bridge Co., Montreal, because of the blockaded roads.

The Cement Building Block Co., Limited, Winnipeg, have been awarded the contract for supplying material for the construction of the large warehouse of McColl Bros. & Co., of that city. This is one of a number of large contracts already let in Winnipeg where cement block will be used in building this season.

Building Permits.

TORONTO.

Geo. Philips, a pair of semi-detached dwellings on Huron street, to cose $6,000.

Mrs. K. E. Wharin, a two-storey addition to dwelling at 1964 Queen street east.

James Cuttle, a one-storey brick factory at 210 Victoria street, to cost $1,000.

Geo. Gooderham, a one-storey brick factory on Temperance street, to cost $10,000.

J. W. Jupp, a two-storey brick dwelling on Broadview avenue, to cost $2,500.

Thos. Mellwain, a two storey brick dwelling on Sorauren avenue, to cost $2,500.

J. Bowman, a two-storey and attic brick dwelling on 455 Dovercourt road, to cost $4,000.

L. C. Sheppard, five attached three-storey stores and dwellings, also three

Don't you sometimes have a customer come to your store for something to take off old varnish? Sell him Varn Off.

Perhaps he has tables, chairs, doors, anything at all, all scratched up. He wants it cleaned. Varn-Off cleans it right down to the board.

Does he want to take off old paint? Sell him Varn-Off.

Has he a spoilt job? Sell him Varn-Off.

Do you want a sample for yourself? Write us, and you'll be surprised to see it work.

No bad odor. No injury to the hands. Good profits.

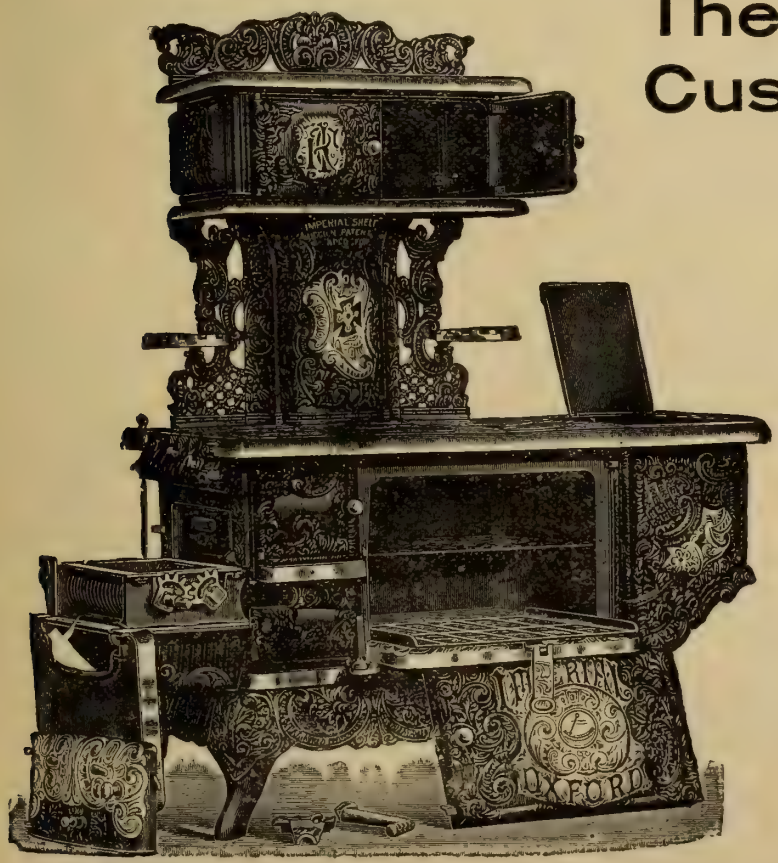
A. RAMSAY & SON **EST'D** **THE PAINT**
MONTREAL **1842** **MAKERS**

The New Century Ball-Bearing Washing Machine.

Not the cheapest but decidedly the best Washing Machine made.

Five to seven minutes only required for a tubful.
The operator need not stand when using it, and there is practically no wear on garments.
Full information given on application.

THE DOWSWELL MANUFACTURING CO., Limited.
Hamilton, Ont.
W. L. HALDIMAND & SON, Montreal, - Eastern Agents.



The Range Your Customers Know

You'll find it harder work than ever selling any other range than the

Imperial Oxford

because no other range is so well and favorably known. The Imperial Oxford Range is really half sold when your customer comes into the store. That saves you a lot of "haggling," and it sells more ranges. Let us talk it over.

The Gurney Foundry Co., Limited
TORONTO WINNIPEG VANCOUVER

The Gurney-Massey Co., Limited
MONTREAL

one-storey stores on the corner of Lippincott and College streets, to cost $10,000.

Norman Brayley, a two and one-half-storey brick dwelling on McMaster avenue, to cost $3,000.

Mrs. Barrett, four attached brick stores and dwellings on Queen street east, to cost $9,000.

Toronto Hotel Co., an elevator shaft and brick and steel area on Colborne street, to cost $10,000.

Dr. W. A. Young, a one-storey brick addition to dwelling at 145 College street, to cost $2,000.

Wm. Moss, four attached two-storey and attic brick dwellings, on Arthur street, to cost $8,000.

Thos. McIlwain, a pair of semi-detached two-storey dwellings on Dowling avenue, to cost $8,500.

William Apps, a pair of semi-detached two-storey brick dwellings on Albany avenue, to cost $5,500.

J. O. Stewart, three attached two-storey brick cased dwellings on Birch avenue, to cost $4,000.

J. Poucher, three pairs semi-detached brick and roughcast dwellings on Gerrard street, to cost $7,500.

Richard Henderson, a pair of semi-detached two-storey brick dwellings on Pears avenue, to cost $1,300.

W. J. Fielding, a one and one-half-storey brick addition to residence on William street, to cose $1,000.

Kenneth Cross & Co., a pair of semi-detached two-storey brick dwellings on Howland avenue, to cost $3,000.

W. H. Thompson, a pair of semi-detached, two-storey brick dwellings on McPherson avenue, to cost $5,000.

Wm. Davies Co., a one-storey brick store on the corner of Broadview avenue and Gerrard street, to cost $3,500.

Thos. Fussell, a pair of semi-detached two and one-half-storey brick dwellings on Poplar Plains road, to cost $3,600.

H. M. Deeth, a pair of semi-detached two storey dwellings on the corner of Hepbourne and Concord streets, to cost $2,000.

The North American Land Co., two pairs of semi-detached two-storey and attic brick dwellings on Manning avenue, to cost $6,000.

MONTREAL.

Jos. Fabien, 494 Charlevoix, for alterations to 336 Centre to cost $1,500.

Louis Lafayette, 999 St. Andrew, for alterations to 995-999 St. Andrew, to cost $2,200.

J. S. Prince, 33 St. Lawrence, for alterations to 1881 St. Catherine, to cost $2,000.

A. Belanger, Centre and Ropery, for alterations to houses on same strees, to cost $5,000.

C. Lavigne, 2316 Norte Dame street, for alterations to 2316 Norte Dame, to cost $3,400.

Nap. Belanger, 82 Chambord, to erect on Breboeuf street, a two-storey third-class house, dimensions 25x41 1-2, to cost $1,950.

Francis Casey, 431 Champlain, for alterations to 421 Champlain, to cost $1,500; also to 425 Champlain, to cost $1,500.

Thos. Quintal, Centre and Charlevoiz, to erect on Charlevoix, a two-storey third-class house, dimensions 26x100, to cost $4,500.

Alphonse Rochon, 1662 St. Hubert, to erect on St. Hubert, a one-storey third-class house, dimensions 25x30, to cost $1,000.

Patrick Dunn, 403 Aylivin, to erect on Aylivin a three-storey third-class house forming three dwellings, dimensions 25x35, to cost $2,500.

Jos. Baucher, 1305 Sauguinet, to erect on Drolet two two-storey second-class houses, dimensions 33x33 each, forming two dwellings, to cost $1,800 each.

Mrs. V. Maranaille, 777 Papineau avenue, to erect on Gain street, a two-storey third-class house forming two dwellings, dimensions 25x45, to cost $2,500.

A. Belanger, Centre and Ropery streets, to erect on same streets two three-storey third-class houses each forming three dwellings, dimensions of each 50x36, to cost $3,000 each.

Camille Legault, 203 Park avenue, to erect on the corner of Prince Arthur and Park avenue, three three-storey second-class houses, forming two dwellings, dimensions 53x104, to cost $1,500 each.

Slag Roofing for Flat Roofs.

More or less enquiry has recently been made with regard to the laying of slag roofs, and as bearing upon the subject we take pleasure in presenting herewith some extracts from "Specifications for Slag Roofing for Flat Roofs," taken from a recent issue of a little publication issued quarterly, under the name of Headquarters:

"Make the first course next the walls or eaves of full five thicknesses or layers of felt. Then lap each successive layer at least two-thirds of its width over the preceding layer, firmly securing the felt with tins or cleats nailed on in the manner customary to the best composition roofing, and thoroughly mop the surface underneath the outer layer of the first course and underneath each succeeding layer, as far back as the edge of the next lap, with a coating of hot coal tar pitch, in no case applied hot enough to injure the woolly fiber of the felt.

"The quantity of felt to be used per 100 square feet of roofing to be not less than 70 pounds.

"Over the entire surface of the felt thus applied spread a good, heavy coating of hot coal tar pitch, heated as before specified, and completely cover the same with a coat of slag, granulated and bolted for the purpose, using no slag larger than that which will pass through a 5-8-inch mesh, and none smaller than that which will be caught by a 1-4-inch mesh. The slag to be free from sand, dust and dirt, and applied perfectly dry and while the pitch is hot."

A Test of "Uralite."

Another series of tests has been carried out to prove the efficiency of "Uralite." This took place a few days ago at the cement works of Messrs. Currie & Co., Limited, Cathcart street, Kingston, Glasgow. The test was carried out with a platform constructed of timber, partly covered with "Uralite" and partly left bare, and there was a timber structure on both sides covered with "Uralite"; and a wooden box covered internally and externally was fixed on an iron frame and placed in the midst of the fire. The fire burned for an hour fiercely, and registered a temperature of 2,000 degrees F. by a pyrometer. The unprotected portion of the platform was destroyed in about fourteen minutes; that protected by "Uralite" remained standing, and was able to carry the weight of a man upon it after the fire was subdued.

Metallic Window Screen.

The metallic window screen advertised by C. M. Cutts & Co., Toronto Junction, is winning the widespread attention which it deserves. The hardware trade have found in it a line that can be handled to good advantage, its taking point being its strength which, it is claimed, more than offsets its greater cost than the wooden. The standard frames are in black and galvanized, but special finishes such as old copper, brass, nickle plated and tinned can be had on request. The complete screens are packed one dozen in a crate and knock down screens with wood ends six dozen in a crate. Any further information will be supplied on request.

H. BOKER & CO.'S "KING CUTTER" RAZORS.

There is an effort being made by the manufacturer to get the Canadian retailer to offer for sale "King Cutter" razors not lower than $2 each. It is well for the retailer to adopt this at once, as it is clearly in his own interest to get as good a profit as possible on good standard goods, and $2 is not too high a price for the "King Cutter" razor.

"SHIELD BRAND" SHEATHING

TARRED or DRY.

For Lining—Houses, Barns and Stables. Extra strong, full weight, best quality. When ordering from your dealer DEMAND the "Shield Brand." It's a quick seller.

MANUFACTURED ONLY BY

Lockerby & McComb, 65 Shannon St., Montreal

Bell Telephone Main 1989.

P-H —— Pipe that is Pipe

AT CONSIDERABLE EXPENSE

We have had made a special high-grade pipe—a pipe that is pipe.

It will thread easily.
Will not open at the seam.
Extra long lengths.
Made true to size.
Superior finish.
Minimum of waste.

Page-Hersey Iron & Tube Co., Limited,
GUELPH, CANADA.

WRITE FOR QUOTATIONS.

ATKINS HIGH-GRADE, CROSS-CUT SAWS

ARE SUPERIOR TO ALL OTHERS IN MATERIAL, TEMPER, WORKMANSHIP FINISH AND CUTTING QUALITIES.

OUR VICTOR, TUTTLE TOOTH AND SEGMENT GROUND SAWS ARE THE FAVORITES IN THE CAMPS

E. C. ATKINS & CO.,
INCORPORATED.

LEADING MANUFACTURERS OF HIGH-GRADE, CROSS-CUT, HAND, BAND, CIRCULAR, HACK, BACK, WOOD AND SMALL SAWS OF ALL KINDS

Factories and Home Office: INDIANAPOLIS, IND., U.S.A.

Write for Catalogue and Prices

C. D. TEN EYCK, Sales Agent for Canada. Toronto Office; 30 Front St. East. Tel. Main 1896.

Make Business

by pushing the "Morrison Gas Arc Light."
It gives an enormous volume of light for a very small cost.
It will pay for itself in a short time, is a ready seller and offers nice profits.

JAMES MORRISON BRASS MFG. CO.
Limited,

TORONTO, ONT.

. . FULL STOCK . .

Salt Glazed Vitrified

SEWER PIPE

Double Strength Culvert Pipe a Specialty.

THE CANADIAN SEWER PIPE CO.

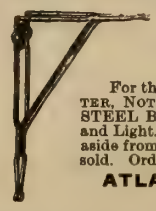
HAMILTON, ONT. TORONTO, ONT.
ST. JOHNS, QUE.

Permanent, Economical, Handsome.

Arrow Brand Asphalt Ready Roofing.

Comes in rolls, ready to lay, with nails and cement.
All ready covered with white sea gravel. No further attention after laid.

A. C. JENKING, Sole Agent,
Room 215 Coristine Building, - MONTREAL.
Sun, Frost, Water, Fumes DO NOT affect it. Write to-day for agency.



Will Hold Up a Shelf!

That's what a shelf bracket is for.

For this purpose there can be NOTHING BETTER, NOTHING CHEAPER than the BRADLEY STEEL BRACKET. It is well Japanned, Strong and Light. The saving in freight is a good profit, aside from the lower price at which the goods are sold. Order direct or through your jobber.

ATLAS MFG. CO.,
New Haven, Conn., U.S.A.

MADE IN ENGLAND.

HACK SAW BLADE

MADE BY
CHAS. BAYNES
KNUZDEN BROOK
BLACKBURN

The Hanover Portland Cement Co., Limited

HANOVER, ONTARIO.

Manufacturers of the Celebrated "Saugeen Brand" OF PORTLAND CEMENT.

Prices on application.

PORTLAND CEMENTS

Best German, Belgian and English Brands.

FIRE BRICKS
FIRE CLAY
FLUE LININGS
DRAIN PIPES
HARD WALL PLASTER
CALCINED PLASTER
WHEELBARROWS
MORTAR STAINS.

A Full Stock of Builders' and Contractors' Supplies.

W. McNALLY & CO.
40 to 52 McGill St (Cor. Wellington St.)
MONTREAL.
Write for our quotations.

"THE EMLYN" SAW BENCH

Made in 6 sizes. Best value obtainable. Specially designed for export With or without "Emlyn" Patent Guard. Sole maker—

CHARLES D. PHILLIPS,

Cables—"Machinery," Newport.
Emlyn Engineering Works
NEWPORT, MON., ENGLAND

$2 FOR THIS SMALL SUM THE $2

MANUFACTURER and SUPPLY MERCHANT

may keep posted on new openings for trade.

The CANADIAN CONTRACT RECORD

reports weekly all projected building and other construction works throughout Canada as well as new business enterprises.

Send your name and address with $2 for a year's subscription to

Canadian Contract Record

$2 TORONTO and MONTREAL $2

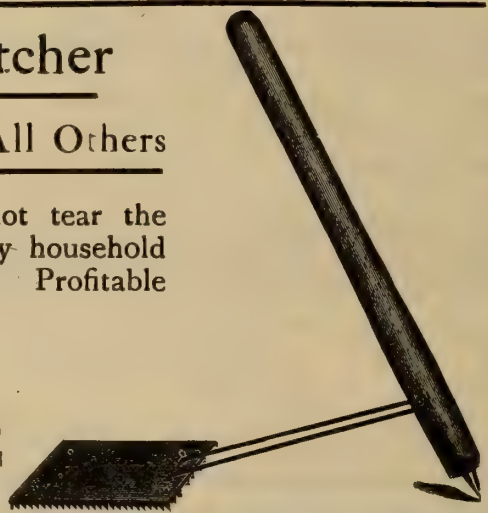
Galt Carpet Stretcher

Away Ahead of All Others

Simple, Effective. Will not tear the finest carpet. Will sell to every household on the score of price and utility. Profitable to dealer.

SEND FOR BOOKLET.

Grand River Metal Works,
Limited
Galt, - Ont.

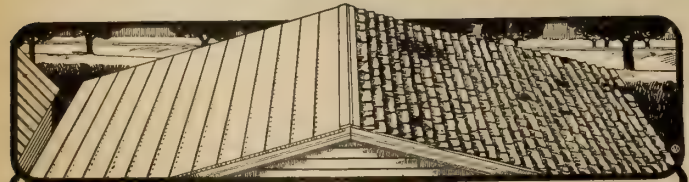


You Can't Do It Yourself

—namely, make Skylights, corrugated iron, siding, metallic ceilings, etc.—You must buy these goods from another. We propose ourselves to you for consideration—in your interests.

WRITE US.

A. B. ORMSBY & CO.,
Cor. Queen and George Streets,
TORONTO, ONT.



CONSTRUCTION vs. DESTRUCTION.
CARE vs. CARELESSNESS.
BEST MATERIAL vs. POOR MATERIAL
REX FLINTKOTE ROOFING vs. ALL OTHER ROOFING.

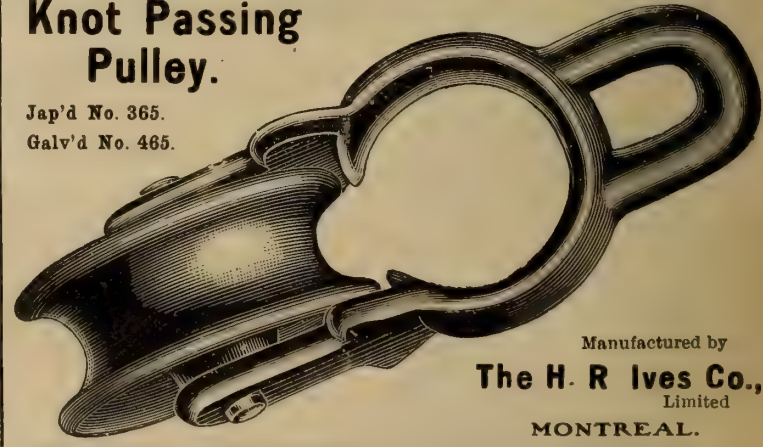
REX Flintkote Roofing
TRADE MARK

The above tells the whole story, and means to the dealer a quick-selling, business-bringing roofing *vs.* the ordinary kind that never sells, because people don't want it, and when they are persuaded to try it never come back again. If you want satisfied customers for roofing, you should write us to-day about **Rex Flintkote Roofing.**

J. A. & W. BIRD & CO., 49 India Street, Boston, Mass.

Knot Passing Pulley.

Jap'd No. 365.
Galv'd No. 465.



Manufactured by
The H. R Ives Co.,
Limited
MONTREAL.

Write for prices. JACK SCREWS, SHELF BRACKETS, LETTER PRESSES, Etc.

INDUSTRIAL GOSSIP

HARDWARE AND METAL would be pleased to receive from any authoritative source industrial news of any sort, the formation or incorporation of companies, establishment or enlargement of mills, factories foundries or other works, railway or mining news, etc. All such correspondence will be treated as confidential when desired.

THE John Murphy Co., Montreal, have been incorporated with a capital of $450,000, to acquire the dry goods business of John Murphy & Co., Montreal. The directors are John Murphy, H. Henry, both of Montreal, and S. Gamble, Ottawa.

The Guelph Herald says that the Mayor of Guelph has received a communication from W. J. Green, Toronto, stating that a certain company are desirous of establishing a large factory in Guelph for the manufacture of high grade metal work. The proposed plant would cost about $100,000. The city Council have the proposition under consideration.

Southam, Limited, Hamilton, Ont., have been incorporated with a capital of $1,000,000, to carry on business as proprietors and publishers of newspapers, journals, magazines and books in Hamilton and Ottawa. The directors are Wm. Southam, Hamilton; F. M. Southam, Montreal; Wm. Southam and H. S. Southam, both of Ottawa; and R. Southam, Toronto.

The Arlington Company, of Canada, Toronto, have been incorporated with a capital of $40,000 to take over the business of A. B. Mitchell, manufacturer of rubberine collars and cuffs. The directors are E. W. Crane, Newark, U. S.A.; C. B. Chapman, Borough of Glen Ridge, U.S.A.; A. B. Mitchell and W. D. Mitchell, both of Toronto, and E. Schultz, Arlington, U.S.A.

Wm. Whyte, of Winnipeg, 2nd vice-president of the C. P. R., says that he looks for an almost unbroken period of railway building during the ten years to come. The immense strides which the country has made during the past few years, opening up as it has any amount of new territory, has rendered necessary a much more complete railway service.

T. Langton, general merchant, Lourville, has advertised his business for sale.

The Murray and Gregory saw mill, St. John, N.B., is nearing completion. The mill will be in running order by May, at which time the first logs of the season will arrive. It is claimed that the new mill will be the most up-to-date sawmill in New Brunswick. The capacity of the mill per day of 9 hours will be 75,00 feet of log lumber, 25,000 shingles, 6,000 to 8,000 pieces of clapboard, 40,000 laths and 25,000 staves and headings.

Notes.

A strike of 30 feet of ore of smelting value has been made on the 850-foot level of the White Bear mine, Rossland, B.C.

Alex. Dick, general sales manager of the Dominion Coal Co., expects to see busy times in the Nova Soctia colleries this year.

The Keewatin Flour Mills Company, incorporated under the laws of the Dominion of Canada, have been granted a license to carry on their business in Ontario.

Five Winnipeg capitalists propose to erect a large lumber mill in Vancouver, B.C., and ship the product to their own yards in Winnipeg. They are putting $160,000 capital into the project.

A new sawmill is in course of construction in Victoria, B.C., with a capacity of 20,000 feet of lumber per day. It is being constructed by Lemon, Gonnason & Co., and will be completed by June.

W. Bailey & Co., broom manufacturers, whose factory at Kingston, Ont., was recently burned down, have started to negotiate with Niagara Falls, Ont., concerning the establishment of a factory there.

The Council of North Sydney have offered Maritime Nail Works, on the consideration that they rebuild their plant in Sydney, a free site, a cash bonus, free water and exemption from taxation for 20 years.

The Londonderry Iron Mines, Colchester County, N.S., are sending an exhibit of iron ore to the St. Louis Exhibition. The Intercolonial Coal Mining Co. are also sending exhibits of coal from the Drummond colliery, Westville, N.S.

La Compagnie de Progres du Canada, Montreal, have been incorporated with a capital of $10,000 to carry on a general trade and commerce. The directors are A. Chabot, M. Paquette, E. Noel, Chas. Qebel, and A. Beaupre, all of Montreal.

Dominion Introduction Company, Montreal, have been incorporated with a capital of 49,000, to carry on the business of manufacturers, manufacturers' agents and commission merchants with the right to manufacture merchandise of every description.

St. Raymond Paper Co., Montreal, have been incorporated with a capital of $500,000, to manufacture and deal in wood, wood pulp and paper and articles manufactured from them. The directors are T. M. McCaw, J. Adair, M. P. Buchanan, F. T. Enright and B. M. Murison, all of Montreal.

The Force Food Company incorporated under the laws of the United States, have been granted a license to manufacture and deal in "Force" food in Ontario, provided that in so doing the company do not use a larger capital than $100,000.

Inter-Ocean Land Company, Toronto, have been incorporated with a capital of $100,000, to carry on the business of a land company. The directors are J. H. Willoughby, Saskatoon, N.W.T.; J. H. Scott, F. A. Clarry, P. Ryan, J. I. Davidson and A. F. Webster, all of Toronto.

George Foster & Sons, Brantford, Ont., have been incorporated with a capital of $100,000, to manufacture and deal in groceries, provisions, drugs and chemicals. The directors are F. M. Foster, A. G. Olive, J. Ruddy, E. Sweet, and M. H. Robertson, all of Brantford.

A new sawmill has just commenced operations at Hawkesville, Ont. The mill is operated by the McAllister Co. The 50 horse-power engine was manufactured by Leonard & Sons, London, and the boiler also was made by the same firm. The 5-foot saw came from the Waterous Co., of Brantford.

A report has gone the round that the Saginaw Lumber & Salt Co. had found it necessary to rebuild their mill at Sandwich, Ont., owing to its settling. This is absolutely in error, as may be judged from the fact that the mill ran night and day last year and expect to do the same this year.

It is reported that a very rich strike in high-grade copper ore has been made on Vancouver Island by R. Herd, prospector. The situation of the strike is very close to the Tyee Copper Company's smelter. Samples of the ore tested yielded $80 per ton in copper, $3 in gold and $1.50 in silver.

WILCOX MFG. CO. OF ONTARIO, Limited

HEAD OFFICE **LONDON, ONT.**

Door Hangers of every description, Automatic Fire Door Equipments, Overhead Trolley Carrying Systems, Velox Ball-Bearing Grindstones, Velox Ball-Bearing Emery Grinders, Triumph Wire Stretchers, Sash Weights.

WRITE FOR PRICES.

FACTORIES:

AURORA, Ill.
ST. THOMAS, Ont.
HAMILTON, Ont.

CURRENT MARKET QUOTATIONS.

March 25, 1904.

These prices are for such qualities and quantities as are usually ordered by retail dealers on the usual terms of credit, the lowest figures being for larger quantities and prompt pay. Large cash buyers can frequently make purchases at better prices. The Editor is anxious to be informed at once of any apparent errors in this list, as the desire is to make it perfectly accurate.

METALS.

TIN.

Lamb and Flag and Straits—
56 and 28-lb. ingots, 100 lb. $30 00 $31 00

TINPLATES.

Charcoal Plates—Bright.

		Per box.
M.L.S., equal to Bradley—		
I C, usual sizes	....	$6 50
I X "	....	8 00
I X X "	....	9 50
Famous, equal to Bradley—		
I C	....	6 75
I X	...	8 25
I X X	....	9 75
Raven and Vulture Grades—		
I C, usual sizes	....	4 25
I X "	....	5 00
I X X "	....	5 75
I X X X "	....	6 50

"Dominion Crown Best"—Double Coated, Tissued.

		Per box.
I C	....	5 50
I X	....	6 50
I X X	....	7 50

Allaway's Best"—Standard Quality.

I C	....	4 50
I X	....	5 50
I X X	....	6 50

Coke Plates—Bright.

Bessemer Steel—		
I.C., usual size, 14x20	....	3 50
I.C., special sizes, base	....	3 75
20x28	....	7 50

Charcoal Plates—Terne

Dean or J. G. Grade—		
I.C., 20x28, 112 sheets	....	7 50
IX., Terne Tin	...	10 50

Charcoal Tin Boiler Plates.

Cookley Grade—
X X, 14x56, 50 sheet bxs. }
" 14x60, " } 7 00
" 14x65, " }

Tinned Sheets.

72x30 up to 24 gauge	7 25	7 50
" " 26 "	7 75	8 00

IRON AND STEEL.

Common bar, per 100 lb	...	2 00
Refined " "	....	2 40
Horseshoe Iron "	....	2 40
Hoop steel, 1½ to 3-in. base	....	2 75
Sleigh shoe steel, "	....	2 10
Tire steel	2 30	2 50
Reeled machinery	....	3 00
Toe calk steel	2 85	3 00
T. Firth&Co.'s tool steel, per lb	0 12½	0 13
Jessop's tool steel	....	0 14
Morton's tool steel	0 12½	0 13
Black Diamond and "B.C." tool steel	0 10	0 11
Chas. Leonard's tool steel	0 08	0 09
Jonas & Colver's tool steel	0 10	0 20
" "Air Hardening"	....	0 70
Drill steel, per lb	0 08	0 10
Russia Iron—		
Genuine	....	0 11
Imitation Dom. Crown	....	0 06

STEEL BOILER PLATE.

¼ in	2 50	2 60
3-16 in	2 60	2 70
⅜ in. and thicker	2 50	2 60

BABBIT METAL.

"Tandem," A per lb.	0 27
" B "	0 21
" C "	0 11½
Frictionless Metal "	0 23

Syracuse Smelting Works:

Aluminum, genuine	0 45
Government, "	0 44
Tough, "	0 40
Hard, "	0 40
Dynamo	0 30
Special	0 25
Harmony	0 22
Car Box	0 20
Extra	0 15

The Canada Metal Co.:

Imperial, genuine,	0 40
Metallic	0 30
Hercules	0 20
Star	0 15
No. 1	0 12
No. 2	0 10
No. 3	0 06
No. 4	0 05

Geo. Langwell & Son.

No. 1	0 08
No. 2	0 07
No. 3	0 05½
Extra	0 09½

BLACK SHEETS.

	Montreal.	Toronto
10 and 16 gauge	2 25	2 50
18 gauge	2 30	2 50
20 "	2 30	2 50
22 to 24 gauge	2 35	2 70
26 "	2 40	2 80
28	2 40	2 90

COPPER WIRE.

Discount, 50 per cent.

CANADA PLATES.

Ordinary	2 60
All bright	3 50

Galvanized Canada Plates—

	Ordinary.	Dom. Crown.
18x24x52	4 25	4 35
" 60	4 50	4 60
20x28x80	8 50	8 70
" 94	9 00	9 20

GALVANIZED SHEETS.

	Fleur-de-Lis.	Gordon Crown.	Comet	Bell.	Queen's Head
16 gauge	3 65	....	....		....
18 to 24 gauge	3 75	3 75	3 75		3 75
26 "	4 00	4 00	3 90		4 00
28 "	4 25	4 25	4 05		4 25

American brands, $4.00 for 28 gauge.
Less than case lots 10 to 15c. extra.

CHAIN.

Proof coil, 3-16 in., per 100 lb.	....
" ¼ "	6 10
" 5-16 "	4 70
" ⅜ "	4 00
" 7-16 "	3 80
" ½ "	3 70
" 9-16 "	3 55
" ⅝ "	3 35
" ¾ "	3 30

Halter, kennel and post chains, 40 to 40 and 5 per cent.

Cow ties	40 p.c.
Tie out chains	65 p.c.
Stall fixtures	35 p.c.
Trace chain	45 p.c.

Jack chain, iron, single and double, discount 35 p.c.
Jack chain, brass, single and double, discount 40 p.c.

COPPER.

	Ingot.	Per 100 lb.
Casting, car lots	....	13 75

Bars.

Cut lengths, round, ½ to ⅞ in.	21 00	23 00
" round and square, 1 to 2 inches	21 00	23 00

Sheet.

Plain, 16 oz., 14x48 and 14x60	....	20 00
Plain, 14 oz.,	....	21 00
Tinned copper sheet	....	24 00
Planished	....	32 00

Braziers' (in sheets).

4x6 ft., 25 to 30 lb. each, per lb.	....	0 22
" 35 to 45 " "	....	0 21
" 50-lb. and above "	....	0 20

BOILER AND T.K. PITTS.

Plain tinned, per lb	....	0 28
Spun, per lb,	....	0 32

BRASS.

Rod and Sheet, 14 to 30 gauge, 15 per cent.

Sheets, hard-rolled, 2x4	0 23
Tubing, base, per lb	0 23½

ZINC SPELTER.

Foreign, per 100 lb	6 00	6 25
Domestic " "	....	....

ZINC SHEET.

5-cwt. casks	6 15	6 50
Part casks	6 50	7 00

LEAD.

Imported Pig, per 100 lb.	3 20	3 30
Bar, per lb	....	0 05
Sheets, 2½ lb. sq. ft., by roll	....	0 06½
Sheets, 3 to 6 lb. "	....	0 06

NOTE.—Cut sheets ½c. per lb., extra. Pipe, by the roll, usual weights per yard, lists at 7c. per lb. and 35 p.c dis. f.o.b. Toronto.

NOTE.—Cut lengths, net price, waste pipe 8-ft. lengths, lists at 8c.

ANTIMONY.

Cookson's per lb. 7 50 8 00

SHOT.

Common, $6.50 per 100 lb.; chilled, $7.00 per 100 lb.; buck, seal and ball, $7.50. Discount, 17½ p.c. Prices are f.o.b. Toronto, Hamilton, Montreal, St. John and Halifax. Terms, 3 p.c. cash, freights equalized.

PLUMBING GOODS.

BATH TUBS.

Zinc	6 00

Copper, discount 20 per cent. off revised list.

BATHS.

Standard Enameled.

5½-ft. rolled rim, 1st quality	23 00
5½ " " " 2nd "	20 00

CLOSETS.

	Net.
Plain York or Ontario Syphon Jet	$9 60
Emb. " " "	10 20
Fittings	1 00
Plain Simplex Syphon Jet	9 00
Emb. " " "	7 50
Fittings	1 25
Low Down Elgin or Teutonic, plain	6 00
Low " " " emb.	6 50
Plain Richelieu	4 25
Emb. "	4 50
Connections	1 25
Closet connection	1 25
Basins, P.O., 14-in	0 63
Basins, oval, 17 x 14-in.	1 50
Basins, " 19 x 15-in.	2 00

IRON PIPE.

Black pipe—		Per 100 feet.
⅛ inch	....	2 93
¼ "	....	2 07
⅜ "	....	2 27
½ "	....	2 51
¾ "	....	3 22
1 "	....	4 58
1¼ "	....	6 47
1½ "	....	7 88
2 "	....	11 05
2½ "	....	19 25
3 "	....	22 75
3½ "	....	28 75
4 "	....	35 25
4½ "	....	41 00
5 "	....	44 00
6 "	....	57 50

Galvanized pipe—		
⅜ inch	....	3 20
½ "	....	3 45
¾ "	....	3 90
¾ "	....	5 00
1 "	....	7 20
1¼ "	....	10 05
1½ "	....	12 20
2 "	....	16 85

Malleable Fittings—Discount 15 p.c.
Cast Iron Fittings—
On unions, 55 per cent.; on nipples, 60 per cent.; headers and flanged unions, 52½ per cent.; bushings, plugs and other than standard 57½ per cent.

PLUMBERS' BRASS GOODS.

Standard Compression work, dis. 60 per cent.
Cushion work, discount 50 per cent.
Fuller work, discount 65 per cent.
6 dozen lots and over of the above, extra discount 10 per cent.
Lever handle Stops and Waste, discount 60 per cent. With, in lots of 2 dozen and over, an extra discount of 10 per cent.
Globe, Angle and Check Valves, discount 55 per cent.
Standard Globe, Angle and Check Valves, discount 60 per cent.
J. M. T. Radiator Valves discount 55 per cent.
Standard Radiator Valves, discount 60 per cent.
Patent Quick-Opening Valves, discount 65 per cent.

No. 1 compression bath cock......net	1 75
No. 4 " " "	2 00
No .7 Fuller's "	2 20
No. 4½, " "	2 35
Patent Compression Cushion, basin cock, hot and cold......per doz.	15 00
Patent Compression Cushion, bath cock, No. 2208	2 25

Square head brass cocks, discount 55 per cent.
" " iron " " 50 to 60 "
Competition Globe, Angle and Check Valve discount 65 per cent.
Thompson Smoke-test Machine $25.00

RANGE BOILERS.

Dominion, 30 gallon	net	4 75
" 35 "	"	5 75
" 40 "	"	6 75
Ronald's Galvanized, 30 gallon,	"	7 40
" " 35 "	"	8 40
" " 40 "	"	9 60
Copper, 30 gallon	"	22 00
" 35 "	"	24 00
" 40 "	"	28 00

Discount off copper boilers 15 per cent.

SOIL PIPE AND FITTINGS.

Light soil pipe, discount, 50 per cent.
" " fittings, discount 50 and 10 p.c.
Med. and Extra heavy pipe and fittings, dis. 60 per cent.
7 and 8-in. pipe, discount 40 and 5 per cent.

SOLDER.

		Per lb.
Bar, half-and-half, guaranteed	....	0 19
Bar, half-and-half, commercial	....	0 18
Refined	....	0 18

PAINTS AND OILS.

BLUESTONE.

Casks, for spraying,	5 50
100-lb. lots do per lb.	0 06

COLORS IN OIL.

1-lb. tins, pure.

Venetian red, per lb.	....	0 08
Chrome yellow	....	0 15
Golden ochre	....	0 08
French "	....	0 06
Marine black	....	0 04
Chrome green	....	0 10
French Permanent green	....	0 13
Signwriters' black	....	0 15
Umber	....	0 11
Sienna	.	0

THOS. GOLDSWORTHY & SONS

MANCHESTER, ENGLAND.

EMERY { Cloth Corn Flour

We carry all numbers of Corn and Flour Emery in 10-pound packages, from 8 to 140, in stock. Emery Cloth, Nos. OO., O., F., FF., 1 to 3.

JAMES HUTTON & CO., Wholesale Agents for Canada, **Montreal.**

COLORS DRY.

Pure in bbls., per cwt. Less than thi quantity ½c. extra.

Common ochre, bbls	....	2 50
Yellow ochre	....	1 12½
Brussels ochre	....	2 75
Venetian red,	1 50	2 25
English oxides,	3 00	3 25
American oxides	1 25	2 75
Canadian red oxides	....	1 50
Super magnetic oxides, 93 p.c.	....	2 00
Burnt sienna	....	9 00
" umber	6 00	7 00
Raw umber	6 00	7 00
Drop black	....	12 00
Chrome yellow	....	0 18
Chrome greens	....	5 50
French green	....	0 09
Golden ochre	....	2 75
Ultramarine blue, in 28-lb. bxs	7 00	10 00
Fire proof mineral	...	1 00
Genuine Eng. Litharge	....	4 50
Mortar color	....	1 00
Pure Indian red, lb	....	0 09
Whiting, bbl	....	0 65
English vermilion in 30-lb. bgs.	...	0 85

CASTOR OIL.

British, 1st. qual, in cases, per lb	0 08½	0 09½
" " small lots	0 10	0 10½

COD OIL, ETC.

Cod oil, per gal	0 50	0 55
Pure olive	....	1 40
" neatsfoot	....	0 90

WHITE LEAD. er 100 lb.

Pure	....	4 75
No. 1	....	4 50
No. 2	....	4 25
No. 3	....	3 87½
No. 4	....	3 50
Munro's Select Flake White	....	4 75
Elephant and Decorators' Pure	....	4 75
Monarch	....	5 00
Decorator's Pure	....	4 75
Essex Genuine	....	4 25
Sterling Pure	....	5 00
Island City Pure	....	5 00
Ramsay's Pure Lead	4 75	5 00
Ramsay's Exterior	4 50	4 75

RED LEAD.

Genuine, 560 lb. casks, per cwt	$4 25	$4 50
Genuine, 100 lb. kegs, "	....	4 75
No. 1, 560 lb. casks, per cwt	....	4 00
No. 1, 100 lb. kegs, per cwt	....	4 25

WHITE ZINC.

Extra Red Seal	0 06	0 08
French V. M.	0 06	0 06¼
Lehigh	0 06	0 06¼

DRY WHITE LEAD.

Pure, casks	4 50
Pure, kegs	4 75
No. 1, casks	4 25
No. 1, kegs	4 50

PREPARED PAINTS.

In ¼, ½ and 1-gallon tins.

Pure, per gallon	....	1 20
Second qualities, per gallon	....	1 00
Barn (in bbls.)	0 60	0 90
The Sherwin-Williams paints	1 30	1 40
Canada Paint Co.'s pure	....	1 25
Toronto Lead & Color Co's pure	....	1 25
Sanderson Pearcy's pure	....	1 20
Standard Co.'s "New Era."	....	1 30
"Globe" barn	60	70
Francis-Frost Co.'s "Ark" B'd	....	1 25
" British Navy deck	....	1 50
Henderson & Potts's "Anchor"	....	1 35
Globe Paint Co.'s mixed	....	1 30
" barn and bridge	....	0 75
Ramsay's paints, Pure, per gal.	....	1 20
" Thistle, "	....	1 00
" Outside, bbls	0 55	0 65
Island City House Paint	....	1 25
" Floor "	....	1 25
Sterling House Paint	....	1 20
" Floor "	....	1 10
National	....	1 05

PUTTY.

Bulk in bbls	1 50
Bulk in less quantity	1 75
Bladders in bbls	1 75
Bladders in kegs, boxes or loose	1 90
25-lb. tins	1 85
12½ lb. tins	2 10
Bladders in bulk or tins less than 100 lb.	1 90

VARNISHES.

In 5-gal. lots.	Per gal.	Net.
Carriage, No. 1	1 50	1 60
Pale durable body	4 10	4 25
" rubbing	2 85	3 20
Gold size, japan	1 50	1 60
No. 1 brown japan	0 85	0 90
Elastic oak	....	1 50
Furniture, extra	1 10	1 25
" No. 1	0 90	1 00
Hard oil finish	1 35	1 50
Light oil finish	1 60	1 70
Damar	1 75	2 00
Shellac, white	2 40	2 50
" orange	2 30	2 40
Turpentine, brown japan	1 10	1 20
" black japan	1 10	1 20
" " No. 1.	0 85	0 90
Elastilite varnish, 1 gal. can, each		2 00
Granitine floor finish, per gal		2 75

Maple Leaf coach enamels; size 1, $1.20; size 2, 70c.; size 3, 40c. each.

Sherwin-Williams' kopal varnish, assorted case, from to 1 gal., $2.50.

GLUE.

Common	0 08	0 08½
French medal	0 10	0 14
White, extra	0 18	0 22
Gelatine	....	....
Strip	0 18	0 20
Coopers	0 19	0 20
Huttner	....	....
Ground	0 12	0 16
Cologne, genuine	....	

HARDWARE.

AMMUNITION.

Cartridges.

B. B. Caps Dominion, 50 and 5 per cent.
Rim Fire Pistol, discount 40 p.c., American.
Rim Fire Cartridges, Dominion, 50 and 5 p.c.
Central Fire Pistol and Rifle, 10 p.c., Amer.
Central Fire Cartridges, pistol sizes, Dominion, 30 per cent.
Central Fire Cartridges, Sporting and Military, Dominion, 15 per cent.
Central Fire, Military and Sporting, American, add 5 per cent. to list. B.B. Caps, discount 40 per cent., American.
Loaded and empty Shells, "Trap" and "Dominion" grades, 25 per cent. Rival and Nitro, 10 per cent. advance on list.
Brass Shot Shells, 55 per cent.
Primers, Dom., 30 per cent.; American, $1.60.

Wads.	per lb.
Best thick white felt wadding, in ¼-bags	$ 00
Best thick brown or grey felt wads, in ½-lb. bags	0 70
Best thick white card wads, in boxes of 500 each, 12 and smaller gauges	0 99
Best thick white card wads, in boxes of 500 each, 10 gauge	0 35
Best thick white card wads, in boxes of 500 each, 8 gauge	0 55
Thin card wads, in boxes of 1,000 each, 12 and smaller gauges	0 20
Thin card wads, in boxes of 1,000 each, 10 gauge	0 25
Thin card wads, in boxes of 1,000 each, 8 auge	...

Chemically prepared black edge grey cloth wads, in boxes of 250 each—	Per M.
11 and smaller gauge	0 60
9 and 10 gauges	0 70
7 and 8 "	0 90
5 and 6 "	1 10

Superior chemically prepared pink edge, best white cloth wads, in boxes of 250 each—	
11 and smaller gauge	1 15
9 and 10 gauges	1 40
7 and 8 "	1 65
5 and 6 "	1 90

ADZES.

Discount 20 per cent.

ANVILS.

Wright's, 80-lb. and over	0 10¾
Hay Budden, 80-lb. and over	0 09¼
Brook's, 80-lb. and over	0 11¼

AUGERS.

Gilmour's, discount 65 and 5 per cent. off list.

AXES.

Chopping Axes		
Single bit, per doz.	7 00	10 00
Double bit, "	10 00	18 00
Bench Axes, 40 per cent.		
Broad Axes, 25 per cent.		
Hunters' Axes	5 50	6 00
Boys' Axes	6 25	7 00
Splitting Axes	7 00	12 00
Handled Axes	....	10 00

AMERICAN AXE AND TOOL CO.

Red Ridge, boys', handled.	....	5 75
" hunters	....	5 25

AXLE GREASE

Ordinary, per gross	6 00	7 00
Best quality	10 00	12 00

BELLS.

Hand.

Brass, 60 per cent.
Nickel, 55 per cent.

Cow.

American make, discount 63¾ per cent.
Canadian, discount 45 and 50 per cent.

Door.

Gongs, Sargant's	5 50	8 00

" Peterboro', discount 50 and 10 per cent. off new list.

Farm.

American, each	1 25	3 00

House.

American, per lb.	0 35	0 40

BELLOWS.

Hand, per doz	3 35	4 75
Moulders', per doz	7 50	10 00

Blacksmiths', discount 40 per cent.

BELTING.

Extra, 60 per cent.
Standard, 60 and 10 per cent.
No. 1, not wider than 6 in., 60, 10 and 10 per cent.
Agricultural, not wider than 4 in., 75 per cent.

BITS.

Auger.

Gilmour's, discount 60 per cent.
Rockford, discount 50 and 10 per cent.
Jennings' Gen., net list.

Car.

Gilmour's, 47½ per cent.

Expansive.

Clark's, 40 per cent.

Gimlet.

Clark's, per doz	0 65	0 90
Diamond, Shell, per doz	1 00	1 50
Nail and Spike, per gross	2 25	5 20

BLIND AND BED STAPLES.

All sizes, per lb.	0 07½	0 12

BOLTS AND NUTS

	Per cent.	
Carriage Bolts, common ($1 list)		
" " 3-16 and ¼	60	
" " 3-16 and ⅜	55	and 5
" " 7-16 and up	55	
" " full sq. ($2.40 list)	60	
" " Norway Iron ($3 list)	60	
Machine Bolts, all sizes, ⅜ and less	60	
Machine Bolts, 7-16 and up	55	and 5
Plough Bolts	55	and 5
Blank Bolts	55	and 5
Bolt Ends	55	and 5
Sleigh Shoe Bolts	70	
Coach Screws, cone point	70	

Nuts, square, all sizes, 4c. per lb. off.
Nuts, hexagon, all sizes, 4¼c. per lb. off.
Stove Rods, per lb., 5½ to 6c.

BOOT CALKS.

Small and medium, ball ....per M.	4 25
Small heel .... "	4 50

BRIGHT WIRE GOODS.

Discount 62½ per cent.

BUTCHERS' CLEAVERS.

German ....per doz.	6 00	9 00
American .... "	12 00	18 00

BUTCHER KNIVES.

Bailey's ....per doz.	0 60	6 30

BUILDING PAPER, ETC

Tarred Felt, per 100 lb.	85
Ready roofing, 2-ply, not under 45 lb. per roll	0 90
Ready roofing, 3-ply, not under 65 lb., per roll	1 15
Carpet Felt ....per ton	45 00
Heavy Straw Sheathing ....per ton	35 00
Dry Sheathing .....per roll, 400 sq. ft.	0 40
Tar " " 400 "	0 50
Dry Fibre " 400 "	0 55
Tarred Fibre " 400 "	0 65
O. K. & I. X. L. " 400 "	0 70
Resin-sized " 400 "	0 45
Oiled Sheathing " 600 "	1 00
Oiled " " 400 "	0 70
Roof Coating, in barrels .....per gal.	0 17
Roof " small packages "	0 25
Refined Tar ....per barrel	5 00
Coal Tar "	4 00
Coal Tar, less than barrels ....per gal.	0 15
Roofing Pitch ....per 100 lb.	1 10

BULL RINGS.

Copper, $2.00 for 2½-inch, and $1.90 for 2-inch

BUTTS.

Wrought Brass, net revised list.

Cast Iron.

Loose Pin, discount 60 per cent

Wrought Steel.

Fast Joint, discount 65, 10 and 2½ per cent.
Loose Pin, discount 65, 10 and 2½ per cent.
Berlin Bronzed, discount 70, 70 and 5 per cent

Gen. Bronzed ....per pair	0 40	0 65

CARPET STRETCHERS.

American ....per doz.	1 00	1 50
Bullard's .... "	....	6 50

CASTORS.

Bed, new list, discount 55 to 57½ per cent.
Plate, discount 52½ to 57½ per cent.

CATTLE LEADERS.

Nos. 32 and 33 .....per gross	7 50	8 50

CHALK.

Carpenters' Colored, per gross	0 45	0 75
White lump ....per cwt.	0 60	0 65
Red	0 05	0 06
Crayon ....per gross	0 14	0 18

CHISELS.

Socket, Framing and Firmer.

Broad's, discount 60 and 10 per cent.
Warnock's, discount 50 and 10 per cent.
P. S. & W. Extra, discount 60 and 10 per cen

FOODS—STOCK.

Colonial Stock Foods, 10c. packages, per doz	$4 00
" " " 25c. pkgs., "	2 00
" " " 10c. " "	75
" " " 25-lb. pail, each	1 30
Poultry Foods, 25c. packages	1 25
Cough Powders, per doz	1 25
Worm " "	1 25
International Stock Foods, $1 packages, per doz.	8 00
International Stock Foods, per pail	2 75
" " " per bbl	10 50
" Poultry " $1 pkgs., per dz.	8 00
" Worm Powders, 50c. pkgs. "	4 00
" Pine Healing Oil, per doz	8 00
" Pheno-Chloro, $1 pkgs., per doz	8 00
" Hoof Ointment	8 00
" Compound Absorbent	16 00

Also 25c. pkgs. at $2 per doz. 50c. pkgs. at 4 per doz.

CLIPS.

Axle, discount 65 per

Paterson's Wire Edged Ready Roofing

has successfully stood the test of Canada's variable climate for over twenty years, and is the only popular substitute for shingles.

We are advertising the above Roofing extensively in the "Farmers' Magazines" and in all cases we ask prospective customers to order our goods from their local Hardware Merchants.

There will be a very large quantity of our Ready Roofing sold in the future, and you can't blame us if you don't get your share of that trade.

Prices, Samples and Testimonials from

The Paterson Mfg. Co., Limited

Toronto and Montreal.

COMPASSES, DIVIDERS, ETC.

American, discount 62½ to 65 per cent.

CONDUCTOR PIPE.

Plain or Corrugated.

2-inch	per 100 feet	3 00
3 "	" "	4 00
4 "	" "	5 25
5 "	" "	6 75
6 "	" "	9 00

CRADLES, GRAIN.

Canadian, discount 20 to 25 per cent.

CROSSCUT SAW HANDLES.

S. & D., No. 3	per pair	0 17½
S. & D., " 5	"	0 22½
S. & D., " 6	"	0 15
Boynton pattern	"	0 20

DOOR SPRINGS.

Torrey's Rod	per doz.	....	1 75
Coil, 9 to 11 in.	"	0 95	1 65
English	"	2 00	4 00

DRAW KNIVES.

Coach and Wagon, discount 50 per cent.

Carpenters' discount 60 and 10 per cent.

DRILLS.

Hand and Breast.

Millar's Falls, per doz., net list.

DRILL BITS.

Morse, discount 37½ to 40 per cent.
Standard, discount 50 and 5 to 55 per cent.

FAUCETS.

Common, cork-lined, discount 35 per cent.

EAVETROUGHS.

10-inch ....per 100 ft. 10 00

ELBOWS (stovepipe.)

5 and 6-inch, common	per doz.	1 20
7-inch	"	1 35

Polished, 15c. per dozen extra.

ESCUTCHEONS.

Discount 50 and 10 per cent., new list

ESCUTCHEON PINS.

Iron, discount 40 per cent.

FACTORY MILK CANS.

Discount off revised list, 40 per cent.

FILES AND RASPS.

Great Western	70 and 10	per cent.
Arcade	70 " 10	"
Kearney & Foot	70 " 10	"
Disston's	70 " 10	"
American	70 " 10	"
J. Barton Smith	70 " 10	"
McClellan	70 " 10	"
Eagle	70 " 10	"
Nicholson, 60 and 10 to 60,	10 and 5	"
Royal	80	"
Globe	70 to 75	"

Black Diamond, 60 and 10 to 60, 10 and 5 per cent.
Jowitt's, English list, 25 to 27½ per cent.
Nicholson File Co.'s "Simplicity" file handle, per gross 85c. to $1.50

GLASS.

Window. Box Price.

Size United Inches.	Star Per 50 ft.	Star Per 100 ft.	D. Diamond Per 50 ft.	D. Diamond Per 100 ft.
Under 26	....	3 10	....	6 75
26 to 40	....	3 30	....	7 25
41 to 50	....	3 70	....	8 75
51 to 60	....	4 00	....	10 00
61 to 70	....	5 00	....	11 5
71 to 80	....	5 30	....	12 50
81 to 85	....	....	....	14 00
86 to 90	....	....	....	16 50
91 to 95	....	....	....	18 00
96 to 100	....	....	....	20 00

Special discount of 25 per cent. on "Double Diamond," besides regular discount of 15 to 20 per cent.

GAUGES.

Marking, Mortise, Etc.

Stanley s, discount 50 to 55 per cent.

Wire Gauges.

Winn's, Nos. 26 to 33 ....each 1 65 2 40

GILLETT'S POWDERED LYE.

1-case, $3.60; 3-case, $3.50; 5-case and over, $3.40.

HALTERS.

Rope, ⅜-inch	per gross	....	12 00
Rope, ½ "	"	....	9 00
Rope, ⅝ to ¾-inch	"	....	14 00
Leather, 1-inch	per doz.	....	4 00
Leather, 1¼ "	"	....	5 20
Web	"	....	2 45

HAMMERS.

Nail.

Maydole's, discount 5 to 10 per cent. Canadian discount 25 to 27½ per cent.

Tack.

Magnetic ....per doz. 1 10 1 20

Sledge.

Canadian..............per lb. 0 07½ 0 08½

Ball Pean.

English and Canadian, per lb. 0 22 0 25

HANDLES.

Axe, 2nd growth, per doz. net	3 00	4 00
tore door..........per doz.	1 00	1 50

Fork.

C. & B., discount 40 per cent., revised list.

Hoe.

C. & B., discount 40 per cent., revised list.

Saw.

American...........per doz 1 00 1 25

Plane.

American .... per gross 3 15 3 75

Hammer and Hatchet.

Canadian, discount 40 per cent.

HANGERS.		doz. pairs.
Steel barn door	8 00	10 00
Stearns, 4-inch	....	4 50
" 5-inch	....	6 00
Zenith	....	9 00
Lane's covered—		
No. 11, 5-foot run	....	8 40
No. 11½, 10-foot run	....	10 80
No. 12, 10-foot run	....	12 60
No. 14, 15-foot run	...	21 00
Steel, covered	4 00	11 00
" track, 1 x 3-16 in	....	3 90
" " 1¼ x 3-16 in	....	5 60

HARVEST TOOLS.

Discount 60 per cent.

HATCHETS.

Canadian, discount 40 to 42½ per cent.

HAT ENAMEL.

Henderson & Potts' "Anchor Bran

HINGES.

Blind, Parker's, discount 60 per cent.

Heavy T and strap, 4-in., per lb.	......	0 06¼
" " 5-in., "	......	0 06¼
" " 6-in., "	......	0 06
" " 8-in., "	......	0 05¾
" " 10-in., "	......	0 05½

Light T and strap, discount 65 and 5 per cent.

Screw hook and hinge—			
6 to 10 in.	per 100 lb.	....	4 50
12 in. up	"	....	3 25
Spring, No. 20, per gro. pairs		....	10 50

HOES.

Garden, Mortar, etc., discount 60 per cent.
Planter.............. per doz. 4 00 4 50

HOLLOW WARE.

Tinned cast, 35 per cent.

HOOKS.

Cast Iron.

Bird cage	per doz.	0 50	1 10
Clothes line, No. 61	"	0 00	0 70
Harness	"	0 60	12 00
Hat and coat	per gro.	1 10	10 00
Chandelier	per doz.	0 50	1 00

Wrought Iron.

Wrought hooks and staples Canadian discount 60 per cent.

Wire.

Hat and coat, discount 60 per cent.
Belt ....per 1,000 .... 0 60
Screw, bright, discount 60 per cent.

HORSE NAILS.

"C" brand, 40, 10 and 7½ per cent. off list } Oval
"M" brand, 55, per cent. } head
Countersunk, 57½ per cent.
"Monarch," 50 and 7½ per cent.
"Peerless" 50 per cent. dis.

HORSESHOES.

Iron Shoes.	F.O.B. Montreal No. 2 and larger.	No. 1 and smaller.
Light, medium and heavy	3 65	3 90
Snow shoes	3 90	4 15
Steel Shoes.		
XL, sizes 1 to 5	....	5 35
Light, No. 2 and larger	....	3 80
No. 1 and smaller	....	4 05
Featherweight, all sizes 0 to 4.	....	5 35
Toeweight, all sizes 1 to 4	....	6 60

JAPANNED WARE.

Discount 50 per cent.

ICE PICKS.

Star............ .....per doz. 00 3 25

KETTLES.

Brass spun 7½ per cent. discount off new list.
Copper................ per lb. 0 30 0 50
American, 60 and 10 to 65 and 5 per cent.

KEYS.

Lock, Canadian dis. 40 to 40 and 10 per cent.
Cabinet, trunk and padlock, American .... per gross 0 60

KNOBS.

Door, japanned and N.P., per doz.		1 50	2 50
Bronze, Berlin	per doz.	2 75	3 25
Bronze, Genuine	"	6 00	9 00
Shutter, porcelain, F. & L. screw	per gross	1 30	00
White door knobs	per doz.	....	00

HAY KNIVES.

Net prices.

LAMP WICKS.

Discount, 60 per cent.

LANTERNS.

Cold Blast	per doz.	7 00
No. 3, "Wright's"	"	8 50
Ordinary, with O burner.	"	4 00
Dashboard, cold blast	"	9 00
No. 0	"	5 75

Japanning, 50c. per doz. extra.

LEMON SQUEEZERS.

Porcelain lined	per doz.	2 20	5 60
Galvanized	"	1 87	3 85
King, wood	"	2 75	2 90
King, glass	"	4 00	4 50
All glass	"	0 50	0 90

LINES.

Fish	per gross	1 05	2 50
Chalk	"	1 90	7 40

LAWN MOWERS.

Woodyatt, 10½-in. wheel, 14-in. cut	..	8 50
Star, 9 -in. " "	..	7 00
Daisy, 8 -in. " "	(net)	2 87½
Philadelphia, 7½-in. " "	..	7 00
Ontario, 7½-in. " "	..	15 80
King Edw'd, 12-in. " "	..	9 50

Discount, 50 per cent., with freight concessions in quantity shipments.

Maxwell & Sons:

10½-in. high wheel	7 50	10 00
9-in.	5 50	6 25
8-in.	4 90	5 50

Discount 50 per cent.

LOCKS.

Canadian, 50 to 50 and 10 per cent.
Russell & Erwin......per doz.

Cabinet.

Eagle, discount 30 per cent.

Padlocks.

English and Am..... per doz. 0 50 6 00
Eagle, discount 20 to 25 per cent.

MACHINE SCREWS.

Iron and Brass.

Flat head, discount 25 per cent.
Round head, discount 20 per cent.

MALLETS.

Tinsmiths'	per doz.	1 25	1 50
Carpenters', hickory,	"	1 25	3 75
Lignum Vitae	"	3 85	5 00
Caulking, each		0 60	2 00

MATTOCKS.

Canadian............ per doz. 5 50 6 50

MEAT CUTTERS.

American, discoun 3½ per cent.
German, 15 per cen
Gem ....each 1 15

MILK CAN TRIMMINGS.

Discount 25 per cent.

NAILS.	Cut.	Wire.
2d and 3d	3 30	3 45
3d	2 95	3 12
4 and 5d	2 70	2 95
6 and 7d	2 60	2 80
8 and 9d	2 45	2 60
10 and 12d	2 40	2 55
16 and 20d	2 35	2 50
30, 40, 50 and 60d (base)	2 30	2 45

Cut nails in carlots 5c. less.
Wire nails in carlots are $2.40.
Steel cut nails 10c. extra.
Miscellaneous wire nails, discount 75 per ent.
Coopers' nails, discount 30 per cent.

NAIL PULLERS.

German and American 1 75 50

NAIL SETS.

Square, round and octagon, per gross	3 38
Diamond	1 00

POULTRY NETTING.

2-in. Mesh, 19 w.g., dis. 60 per cent.
2-in. Mesh, 16 w.g. and heavier, 50 p.c.

OAKUM.

U. S. Navy	per 100 lb.	....	6 75
Plumbers	"	....	3 00

OILERS.

McClary s Model galvanized oil can, with pump, 5 gallon, per dozen 10 00
Davidson oilers, discount 40 per cent.
Zinc and tin, discount 50, 50 and 10 per cent.

Copper	per doz.	1 25	3 50
Brass	"	1 50	3 50

Malleable, discount 25 per cent

GALVANIZED PAILS.

Dufferin pattern pails, discount 45 per cent
Flaring pattern, discount 45 per cent.
Galvanized washtubs, discount 45 per cent

PIECED WARE.

Discount 40 per cent off list, June, 1899.
10-qt. flaring sap buckets, discount 40 per cent
6, 10 and 14-qt. flaring pails dis. 40 per cent.
Creamer cans, discount 40 per cent.

PICKS.

Per dozen 6 00 9 00

PICTURE NAILS.

Porcelain head	per gross	1 35	1 50
Brass head	"	0 40	1 00

PICTURE WIRE.

Tin and gilt, discount 75 per cent.

PINE TAR.

½ pint in tins	per gross	...	7 80
1 " "	"	....	9 60

PLANES.

Wood bench, Canadian discount 40 per cent., American discount 50 per cent.
Wood, fancy Canadian or American, 37½ to 40 per cent

Remington Double Hammer Guns

ARE PREFERRED

Because they retail at a moderate price.

Because of their wearing and shooting qualities.

Because they have the reputation of "Standing the Racket."

REMINGTON ARMS CO., ILION, N.Y.

Agency: 313 Broadway, New York. Depot: 86-88 First St., San Francisco, Cal.

PLANE IRONS.

English ..... per doz.	2 00	5 00

PLIERS AND NIPPERS.

Button's genuine, per doz. pairs,		discount 37½ to 40 per cent.
Button's imitation .... per doz.	5 00	9 00
German ..... "	0 60	60

PRESSED SPIKES.

Discount 20 per cent.

PULLEYS.

Hothouse ..... per doz.	0 55	1 00
Axle ..... "	0 22	0 33
Screw ..... "	0 27	1 00
Awning ..... "	0 35	2 50

PUMPS.

Canadian cistern	1 80	3 60
Canadian pitcher spout	1 40	2 10

PUNCHES.

Saddler's ..... per doz.	1 00	1 85
Conductor's ..... "	3 00	15 00
Tinners', solid ..... per set	....	0 72
" hollow ..... per inch	....	1 00

RAKES.

Wood ..... per doz. net	1 20 up.	

RAZORS.

	per doz.	
Elliot's	4 00	18 00
Geo. Butler's & Co.'s	4 00	18 00
Boker's	7 50	11 00
" King Cutter	12 50	15 00
Wade & Butcher's	3 60	10 00
Theile & Quack's	7 00	12 00
Bailey's	6 00	12 00
Bailey's Brantford	10 00	11 00
Carbo Magnetic	....	15 00
Griffon Barber's Favorite	....	10 75
Griffon No. 65	....	13 00
Griffon Safety Razors	....	13 50
Griffon Stropping Machines ..	....	13 50
Lewis Bros.' "Klean Kutter"	8 50	10 50

REGISTERS.

Discount 40 per cent.

RIVETS AND BURRS.

Iron Rivets, black and tinned, discount 60 and 10 per cent.
Iron Burrs, discount 55 per cent.
Extras on Iron Rivets in 1-lb. cartons, ½c. per lb.
Extras on Iron Rivets in ½-lb cartons, 1c. per lb.
Copper Rivets, with usual proportion burrs, 45 per cent. discount. Cartons, 1c. per lb. extra, net.
Copper Burrs only, discount 30 and 10 per cent.
Extras on Tinned or Coppered Rivets, ½-lb. cartons, 1c. per lb.

RIVET SETS.

Canadian, discount 35 to 37½ per cent.

ROPE, ETC.

Sisal	0 11½
Pure Manilla	0 14½
"British" Manilla	0 12
Cotton, 3-16 inch and larger	0 21
" 5-32 inch	0 25
" ⅛ inch	0 25
Russia Deep Sea	0 15
Jute	0 08
Lath Yarn, single	0 10½
" double	0 11
Sisal bed cord, 48 feet ..... per doz.	0 65
" " 60 feet ..... "	0 80
" " 72 feet ..... "	0 95

RULES.

Boxwood, discount 55 per cent.
Ivory, discount 37½ to 40 per cent.

SAD IRONS.

Mrs. Potts, No. 55, polished .... per set	0 80
" No. 50, nickle-plated, "	0 90
Common, plain	4 50
" plated	5 50

SAND AND EMERY PAPER.

B. & A. sand, discount, 40 and 5 per cent
Emery, discount 40 per cent.
Garnet (Rurton's) 5 to 10 per cent. advance on list.

SAP SPOUTS.

Bronzed iron with hooks .... per 1,000	7 50
"Eureka" tinned steel, hooks "	8 00

SAWS.

Hand, Disston's, discount 12½ per cent
S. & D., discount 40 per cent.
Crosscut, Disston's .... per foot 0 35 0 55
S. & D., discount 35 per cent. on Nos. 2 and 3.
Hack, complete ..... each 0 75 2 75
" frame only ..... each 0 50 1 25

SASH WEIGHTS.

Sectional ..... per 100 lb.	2 00	2 25
Solid ..... "	1 50	1 75

SASH CORD.

Per lb	0 28	0 30

SAW SETS.

	per doz.
Lincoln and Whiting	4 75
Hand Sets, Perfect	4 00
X-Cut Sets, "	7 50

SCALES.

Gurney Standard, 40 per cent.
Gurney Champion, 50 per cent.
Burrow, Stewart & Milne—
Imperial Standard, discount 40 per cent.
Weigh Beams, discount 35 per cent.
Champion Scales, discount 50 per cent.
Fairbanks standard, discount 35 per cent.
" Dominion, discount 55 per cent.
" Richelieu, discount 55 per cent.
Warren's new Standard, discount 40 per cent.
" " Champion, discount 50 per cent.
" Weighbeams, discount 35 per cent.

SCREW DRIVERS.

Sargent's ..... per doz.	0 65	1 00

SCREEN DOORS.

Common doors, 2 or 3 panel, walnut stained, 4-in. style ..... per doz.	6 50
Common doors, 2 or 3 panel, yellow and green stained, 4-in. style .... per doz.	6 75
Common doors, 2 or 3 panel, in natural colors, oil finish ..... per doz.	8 75

3-in. style 20c. per dozen less.

SCREWS.

Wood, F. H., bright and steel, discount 87½ per cent.
Wood, R. H., bright, dis. 82½ per cent.
" F. H., brass, dis. 80 per cent.
" R. H., " dis. 75 per cent.
" F. H., bronze, dis. 75 per cent.
" R. H., " dis. 70 per cent.
Drive Screws, dis. 87½ per cent.

Bench, wood ..... per doz.	3 25	4 00
" iron ..... "	4 25	5 00

Set, case hardened, dis. 60 per cent.
Square Cap, dis. 50 and 5 per cent.
Hexagon Cap, dis. 45 per cent.

SCYTHES.

Per doz. net	6 00	9 00

SCYTHE SNATHS.

Canadian, discount 40 per cent.

SHEARS.

Bailey Cutlery Co., full nickeled, discou and 2½ per cent.
Bailey Cutlery, Japan Handles, discount 67½ per cent.
Seymour's, discount 50 and 10 per cent.

SHOVELS AND SPADES.

Canadian, discount 45 per cent.

SINKS.

Cast iron, 16 x 24	....	0 85
" 18 x 30	....	1 00
" 18 x 36	....	1 40

SNAPS.

Harness, German, discount 25 per cent.

Lock, Andrews'	4 50	11 50

SOLDERING IRONS.

1, 1½-lb. ..... per lb.	....	0 37
2-lb. or over ..... "	....	0 34

SQUARES.

Iron, No. 493 ..... per doz.	2 40	2 55
" No. 494 ..... "	3 25	3 40

Steel, discount 60 to 60 and 5 per cent.
Try and Bevel, discount 50 to 52½ per cent.

STAMPED WARE.

Plain, discount 75 and 12½ per cent. off revised list.
Retinned, discount 75 per cent off revised list.

STAPLES.

Galvanized	...	3 00
Plain	....	2 80

Coopers', discount 45 per cent.
Poultry netting staples, discount 40 per cent.

STOCKS AND DIES.

American discount 25 per cent.

STONE.

Washita ..... per lb.	0 28	0 60
Hindostan ..... "	0 06	0 07
" slip ..... "	0 09	0 09
Labrador ..... "	....	0 13
" Axe ..... "	....	0 15
Turkey ..... "	....	0 50
Arkansas ..... "	....	1 50
Water-of-Ayr ..... "	....	0 10
Scythe ..... per gross	3 50	5 00
Grind, 2-in., 40 to 200 lb., per ton	....	25 00
" " under 40 lb., "	....	28 00
" under 2 in. thick, "	....	29 00

STOVEPIPES.

5 and 6 inch, per 100 lengths	....	7 00
7 inch ..... " "	....	7 50

ENAMELINE STOVE POLISH.

No. 4, 3 doz. in case .. net cash	....	4 80
No. 6, 3 doz. in case .. "	....	8 40

TACKS, BRADS, ETC.

Carpet tacks, blued	80 and 15
" " tinned	80 and 20
" " (in kegs)	40
Cut tacks, blued, in dozens only	80
" ¼ weights	60
Swedes cut tacks, blued and tinned—	
In bulk	80 and 10
In dozens	75
Swedes, upholsterers', bulk	85, 12½ and 12½
" brush, blued and tinned bulk	70
Swedes, gimp, blued, tinned and japanned	75 and 12½
Zinc tacks	35
Leather carpet tacks	55
Copper tacks	50
Copper nails	52½
Trunk nails, black	65 and 5
Trunk nails, tinned	65 and 10
Clout nails, blued	65 and 5
Chair nails	35
Patent brads	40
Fine finishing	40
Lining tacks, in papers	10
" " in bulk	15
" " solid heads, in bulk	75
Saddle nails, in papers	10
" in bulk	15
Tufting buttons, 22 line, in dozens only	60
Zinc glaziers' points	5
Double pointed tacks, papers ..	90 and 10
" " " bulk	40
Clinch and duck rivets	45

TAPE LINES.

English, ass skin ..... per doz.	2 75	5 00
English, Patent Leather	5 50	9 75
Chesterman's ..... each	0 90	2 85
" steel ..... each	0 80	8 00

TINNERS' SNIPS.

Per doz	3 00	15 00

THERMOMETERS.

Tin case and dairy, discount 75 to 75 and 10 per cent.

TRAPS (steel.)

Game, Newhouse, discount 25 per cent.
Game, H. & N., P. S. & W., 65 per cent.
Game, steel, 72½, 75 per cent.

TROWELS.

Disston's, discount 10 per cent.		
German ..... per doz.	4 75	6 00

S. & D., discount 35 per cent.

TWINES.

Bag, Russian ..... per lb.	....	0 27
Wrapping, cotton, 3-ply	....	0 24
" 4-ply	....	0 27
Mattress ..... per lb.	0 33	0 45
Staging ..... "	0 27	0 35

VISES.

Wright's	....	0 13½
Brook's	....	0 12½
Pipe Vise, Hinge, No. 1	....	3 50
" " " No. 2	....	5 50
Saw Vise	4 50	9 00

Columbia Hardware Co.
Blacksmiths' (discount) 60 per cent.
" parallel (discount) 45 per cent.

ENAMELLED WARE.

White, Princess, Turquoise, Blue and White discount 50 per cent. .....
Diamond, Famous, Premier, discount 50 and 10 per cent. .....
Granite or Pearl, Imperial, Crescent, discount 50, 10 and 10 per cent.
Premier steel ware, 40 per cent.
"Star" decorated steel and decorated white, 25 per cent.

WIRE.

Smooth Steel Wire.

No. 0-9 gauge		$2 50
10 "	6c.	extra.
11 "	12c.	"
12 "	20c.	"
13 "	30c.	"
14 "	40c.	"
15 "	55c.	"
16 "	70c.	"

Add 60c. for coppering and $2 for tinning.
Extra net per 100 lb.—Oiled wire 10c., spring wire $1.25, special hay baling wire 30c., best steel wire 75c., bright soft drawn 15c., charcoal (extra quality) $1.25, packed in casks or cases 15c., bagging and papering 10c., 50 and 100-lb. bundles 10c., in 25-lb. bundles 15c., in 5 and 10-lb. bundles 25c., in 1-lb. hanks, 50c., in ½-lb. hanks 75c., in ¼-lb. hanks $1.
Fine Steel Wire, discount 25 per cent. List of extras: In 100-lb. lots: No. 17, $5—No. 18, $5.50—No. 19, $6—No. 20, $6.65—No. 21, $7—No. 22, $7.30—No. 23, $7.65—No. 24, $8—No. 25, $9—No. 26, $9.50—No. 27, $10—No. 28, $11—No. 29, $12—No. 30, $13—No. 31, $14—No. 32, $15—No. 33, $16—No. 34, $17. Extras net—tinned wire, Nos. 17-25, $2—Nos. 26-31, $4—Nos. 32-34, $6. Coppered, 5c.—oiling, 10c.—in 25-lb. bundles, 15c.—in 5 and 10-lb. bundles, 25c.—in 1-lb. hanks, 25c.—in ½-lb. hanks, 38c.—in ¼-lb. hanks, 50c.—packed in casks or cases, 15c.—bagging or papering, 10c.
Brass wire, discount 60 per cent. off the list.
Copper wire, discount 60 per cent. net cash 30 days, f.o.b factory.
Galvanized wire, per 100 lb.—Nos. 4 and 5, $3.70 to $3.70—Nos. 6, 7, 8, $3.15 to $3.15—No. 9, $2.55 — No. 10, $3.20 to $3.20—No. 11, $3.25 to $3.25—No. 12, $2.65—No. 13, $2.75—No. 14. $3.75 to $3.75—No 15, $4.30—No. 16. $4.30. Base sizes, Nos. 6 to 9, $2.27½ f.o.b. Cleveland. In carlots 12½c. less.
Clothes Line Wire, regular 7 strand, No. 17, $4.65; No. 18. $2.90; No. 19, $2.60. Hollow 6 strand, No. 17, $4.30; No. 18, $2.70; No. 19, $2.35; No. 20, $2.30, f.o.b. Hamilton, Toronto, Montreal.

WIRE FENCING.

Galvanized barb	2 75
Galvanized, plain twist	2 80

Galvanized barb, f.o.b. Cleveland, $2 55½ in less than carlots, and $2 45 in carlots.

COILED SPRING WIRE.

High Carbon, No. 9	$2 70
" No. 11	3 35
" No. 12	2 95

WIRE CLOTH.

Painted Screen, per 100 sq. ft., net ..	1 50

Terms, 2 per cent. off 30 days.

WASHING MACHINES.

Stephenson Washer, per doz.	45 00

WRENCHES.

Acme, discount 35 to 37½ per cent.
Agricultural, discount 60 per cent.
Coe's Genuine, discount 20 to 25 per cent.

Towers' Engineer ..... each	2 00	7 00
" S. ..... per doz.	5 80	6 00
G. & K.'s Pipe ..... "	....	3 40
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Pocket ..... per doz.	0 25	2 90

WRINGERS.

Leader ..... per doz.	30 00	33 00
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Canadian make, discount 40 per cent.

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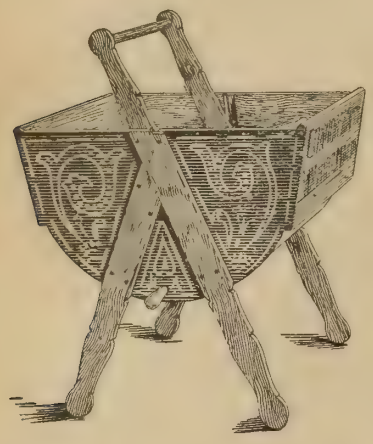
Manufacturers' Agent and Metal Broker,
13 St. John Street, Montreal

Representing British and American Manufacturers. Correspondence invited from firms wishing to be represented in Canada.



CONNOR'S IMPROVED WASHING MACHINE.

The rubbing board in this washer works eccentrically on the clothes in such a way that it both rubs and squeezes the clothes with every stroke of the rubbing board.

LARGEST CAPACITY. STRONGLY MADE.
NEATLY FINISHED.
THE BEST FOR THE MONEY.

We have nine other kinds, send for our catalogue.

J. H. CONNOR & SON, Limited

Manufacturers
Washing Machines and Clothes Wringers,
Pretoria Ave., - OTTAWA

CHAS. P. CLARK, President. **CHAS. L. BECKWITH, Secretary**

...ESTABLISHED 1849...

BRADSTREET'S

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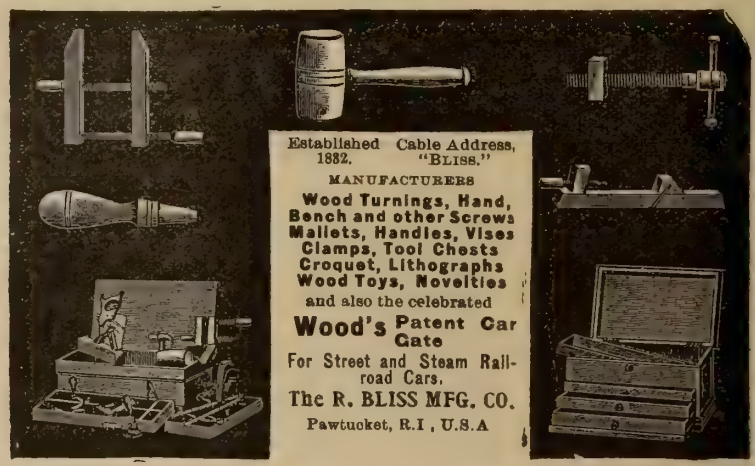

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WHY sell Old Style Cork Screws?

The People Want

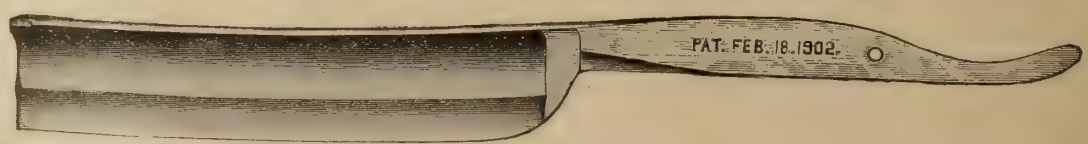
WALKER'S SELF-PULLING

which draws the cork, cuts the wire, removes crown, seal and aluminum stopper. Does the whole thing. Each one tested and guaranteed. We manufacture over 50 different styles.

ERIE SPECIALTY COMPANY, Erie, Pa., U.S.A.

EVOLUTION IN RAZOR GRINDING.

English full hollow ground.



German full concaved.

THE AMERICAN DOUBLE HOLLOW.

Have you ever seen a razor too good to be used on your face?

The old-fashioned way to grind a razor was the English full hollow, but it was found that, if ground thick, it was harsh on the face, if very thin it would vibrate [illegible] shave clean.

About 30 years ago a new style of grinding was invented, the German full concaved; this was found better; it had only one fault, being thick above the edge it cannot easily be kept sharp on a strop, you have to hone it very often. We are making a newly Patented Razor, the American Double Hollow, which has twodistinct hollows. This razor, if properly used on a strop, practically never needs honing, because it is so thin above the edge. Try it and you will be more than pleased.

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GEO. W. KORN RAZOR MFG. CO., *LITTLE VALLEY, N.Y. U. S. A.*

BEAMS CHANNELS ANGLES PLATES

1,500 TONS FOR SALE

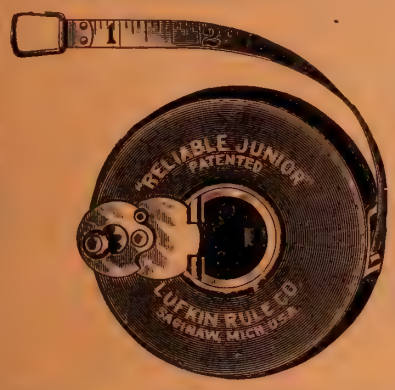
All of this material in lengths from 40 to 60 feet.
We can ship promptly, and should be pleased to receive your order.
Prices and stock lists on application.

STEEL FRAME BUILDINGS and ROOF TRUSSES.

Also Steel Bridges for Railways and Highways.

THE HAMILTON BRIDGE WORKS COMPANY LIMITED

Long Distance Telephone, Hamilton 630. HAMILTON, CANADA.



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Steel, Metallic, Linen, Pocket, Ass Skin,
Pat. Leather, Bend Leather, Etc.

ARE THE BEST AND MOST POPULAR TAPES IN THE WORLD.
YOUR STOCK IS NOT COMPLETE WITHOUT THEM.

LUFKIN RULE CO., Saginaw, Mich, U.S.A.

New York City Branch—260 Broadway.

For sale by ALL PROMINENT CANADIAN HARDWARE JOBBERS.

"QUALITY FIRST AND ALWAYS."

Quality First and Always

A Good Motto

With the quality standard ever before us we arrived at

Huron Stoves and Ranges.

They are the most-readily sold stoves the dealer can procure and the most satisfactory when sold. Write for our catalogue. Make yourself familiar with the Huron features. We have confidence in the result.

The Western Foundry Co., Limited, Wingham, Ont.

Est. 1865. Inc. 1895.

Black Diamond File Works

G. & H. Barnett Company

PHILADELPHIA

Twelve Medals

Awarded
By **JURORS** at
International Expositions
Special Prize
Gold Medal at Atlanta, 1895

"Redstone" Sheet Packing.

For use in highest pressures for Steam, hot or cold Water and Air. Packs equally well for all. No trouble with leaky joints when they are packed with **"REDSTONE."** The most satisfactory packing on the market. Try a sample lot and be convinced of its merits.

Manufactured solely by

The Gutta Percha and Rubber Mfg. Co.

OF TORONTO, LIMITED.

Head Office and Warerooms—
45-47-49 West Front St.

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MONTREAL,
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TORONTO,
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Portland Cement

We can quote lowest prices to import for

BEST ENGLISH CEMENT
"WHITES"
BEST GERMAN CEMENT
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BARRELS OR SACKS.

B. & S. H. THOMPSON & CO.

LIMITED

53 St. Sulpice Street, MONTREAL.

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McCASKILL, DOUGALL & CO.

Manufacturers **MONTREAL**

Standard Railway and Carriage Varnishes
Standard Boat and Spar Varnishes
—Won't turn white from the effects of water and sun
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Classified List of Advertisements on page 67.

The leading wholesale hardware trade distribute
LANGWELL'S BABBIT, MONTREAL.

HARDWARE AND METAL

A Weekly Newspaper devoted to the Hardware, Metal, Machinery, Heating and Plumbing Trades in Canada.

VOL. XVI MONTREAL AND TORONTO, APRIL 2, 1904. NO. 14

ANVILS BITS
HENRY BOKER
MANUFACTURER OF
ARROW BRAND
REGISTERED TRADE MARK
HARDWARE
SPECIALITIES OF ALL DESCRIPTIONS
Pliers Vices
For Sale by Leading Wholesale Hardware Houses.

"QUEEN'S HEAD" IRON

J L B L
CANADA

Sold on merit,

but price is also right.

JOHN LYSAGHT, Limited, Makers, BRISTOL, ENG.
A. C. LESLIE & CO., MONTREAL Managers Canadian Branch.

Before placing your orders elsewhere, secure our

New Prices

—on—

IRON PIPE, BLACK AND GALVANIZED.
CAST FITTINGS.
MALL FITTINGS.
GALVANIZED FITTINGS.
HEADERS.
BRASS VALVES.
IRON BODY VALVES.
STEAM SPECIALTIES AND ENGINEERS' SUPPLIES.

Large Stock. Prompt Shipment

THE DOMINION RADIATOR CO., Limited
Head Office and Works—Dufferin St., TORONTO.
BRANCHES—Montreal, Quebec, St. John, N. B., Winnipeg and Vancouver, B.C.

SPORTING GOODS

AND

SUPPLIES.

RETURNED
APR -4 1904
Cut Book 17
Page 50
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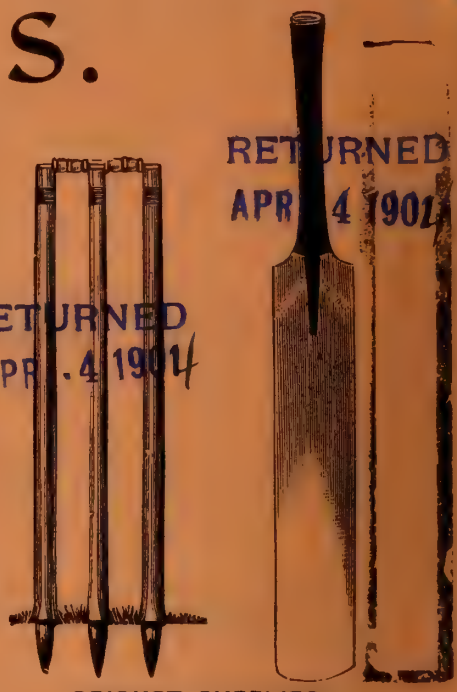
LACROSSE STICKS AND BALLS.

RETURNED
APR -4 1904

BASEBALL GOODS.

RETURNED
APR -4 1904



CRICKET SUPPLIES.

FISHING GOODS

RETURNED
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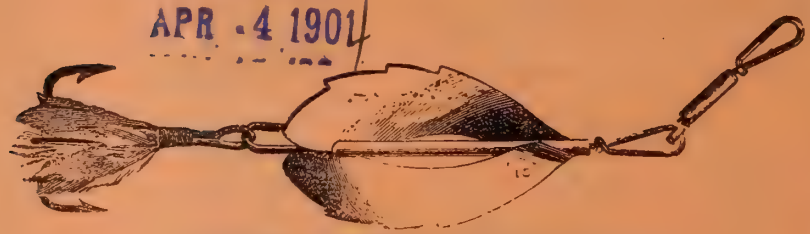

FISHING TACKLE—TROLLING BAIT.

STEEL RODS,
FISH HOOKS,
TROUT FLIES,
BAIT BOXES,
LANDING NETS,
ETC.

RETURNED
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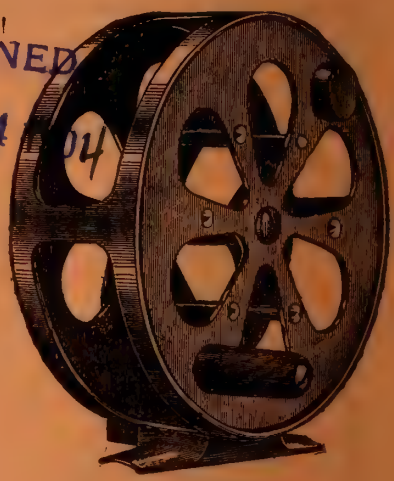

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FISHING REELS.

Write for Trade Prices.

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LIMITED

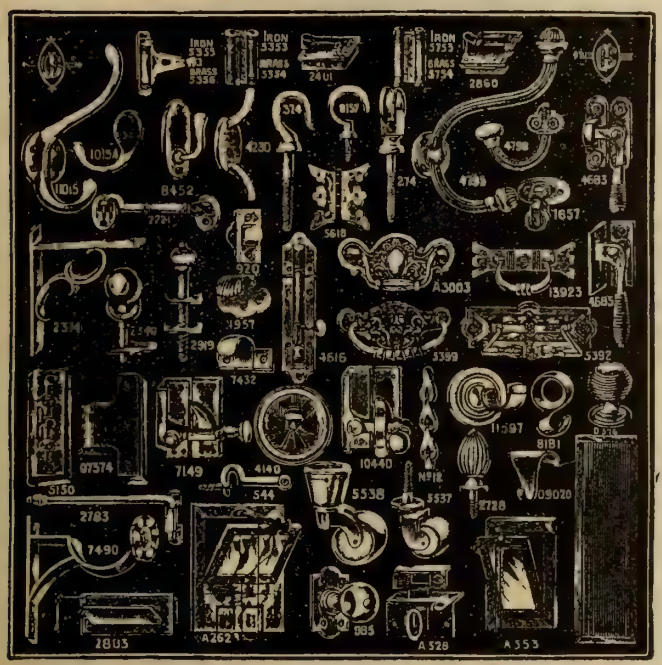
COR. KING AND VICTORIA STS., TORONTO.

James Cartland & Son

Manufacturers of every description of Limited

CABINET BUILDERS' FURNISHING AND NAVAL BRASSFOUNDRY

BIRMINGHAM, ENGLAND.



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THE CANADIAN RUBBER CO.

of Montreal.

MANUFACTURERS OF

Rubber Belting, Hose, Packing, Valves, Gaskets,

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We make a specialty of

HORSE SHOE PADS

the best in the market.

Write for Prices and Circulars.

Head Office : : MONTREAL

BRANCHES—TORONTO, WINNIPEG and VANCOUVER

Other Tools are very good Tools, but

"YANKEE TOOLS"

ARE BETTER

No. 15. "Yankee" Ratchet Screw Driver, with Finger Turn on Blade.

No. 30. "Yankee" Spiral-Ratchet Screw Driver, Right and Left Hand.

No. 41. "Yankee" Automatic Drill, Eight Drill Points in Handle.

No. 0. "Yankee" Reciprocating Drill for Iron, Steel, Brass, Wood, etc.

Our "YANKEE" Tool Book tells all about them. Mailed free on application. . . . . .

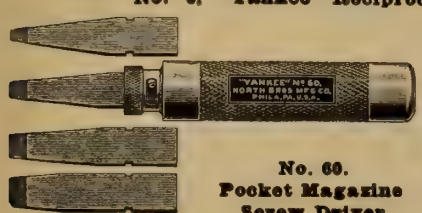
Manufacturers also of

LIGHTNING, GEM and BLIZZARD Ice Cream Freezers.

Toy Freezers, Ice Shaves and Ice Chippers.

Fluting Machines, Hand Fluters.

Sold by Leading Jobbers in Canada.



No. 60. Pocket Magazine Screw Driver.

NORTH BROS. MFG. CO.,

Philadelphia, Pa., U.S.A.

THOS. BIRKETT & SON CO., LIMITED

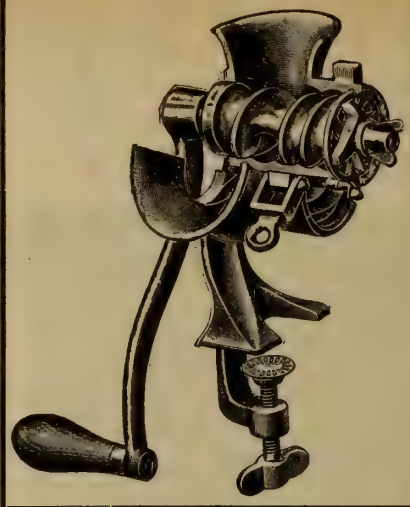
Wholesale Hardware Merchants,

OTTAWA, ONT.

Lawn Mowers
Garden Tools AND Hose
Poultry Netting
FREEZERS, Etc.

A complete stock always on hand for prompt delivery.

Enquiries solicited. Mail orders filled with dispatch.



The Russwin Food Cutter.

CLEANLINESS.

There is no drip from the Russwin to soil clothing and floors. The gutter carries all juices to the dish—they are not deposited upon the floor. The machine itself is quickly cleaned with the least possible effort. Write for Booklets, Posters and Electrotypes to assist you.

Russell & Erwin Mfg. Co.

New Britain, Conn., U.S.A.

HOOPS

Iron Steel

M. & L. SAMUEL, BENJAMIN & CO.

General Importers and Exporters and Metal Merchants

27 Wellington St. West, TORONTO, ONT.

EUROPEAN HOUSE—16 PHILPOT LANE, LONDON, ENG.

House-Cleaning Time

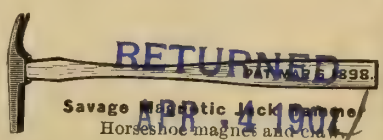
is always welcomed by the progressive hardware dealer, altho' it is the dreaded time of most men's existence—and some women, too. You can make it a profitable time if you keep your stock livened with good goods. Our low prices and prompt service will help you do it.

Beech Mop-wringing Pail
Operated with the foot.

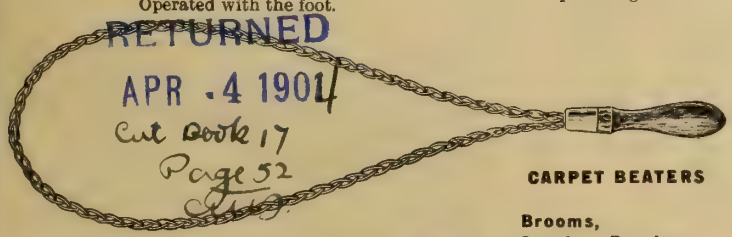
XLCR Window Cleaner

Yankee Cleaner, the best on the market for cleaning woodwork and polishing metal.

Gem Mop



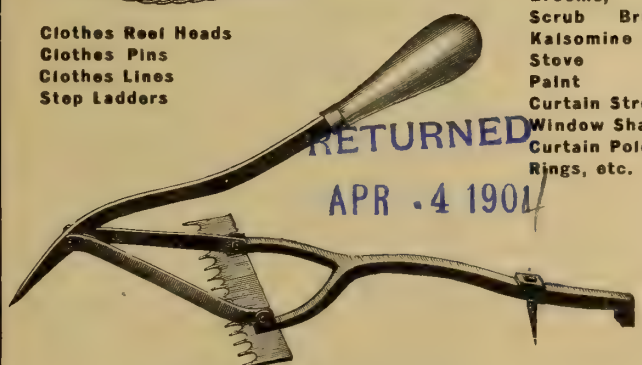
Savage Magnetic Jack Hammer
Horseshoe magnet and claw.



CARPET BEATERS

Clothes Reel Heads
Clothes Pins
Clothes Lines
Step Ladders

Brooms,
Scrub Brushes,
Kalsomine "
Stove "
Paint "
Curtain Stretchers,
Window Shades,
Curtain Poles,
Rings, etc.



BULLARD'S Carpet Stretcher

GRAND RAPIDS "Cyco" Bearing

QUOTE LOW

LEWIS BROS. & CO.

Importers and Distributors

SHIP QUICK

TORONTO
87 York St.

OTTAWA
54 Queen St.

VANCOUVER
141 Water St.

Address all correspondence to **MONTREAL.**

Cordage
Of every description.
Net Mountings,
Sand Line,
Unoiled Cordage,
Marline,
Extra Long Lengths,
Ratline,
Shingle Yarn.

Core Rope,
Oil Well Cables,
Russian Packing,
Deep Sea Lines,
Anchor Line,
Good Transmission Rope,
Engine Packing.

Clothes Lines,
Only Best Material Used.

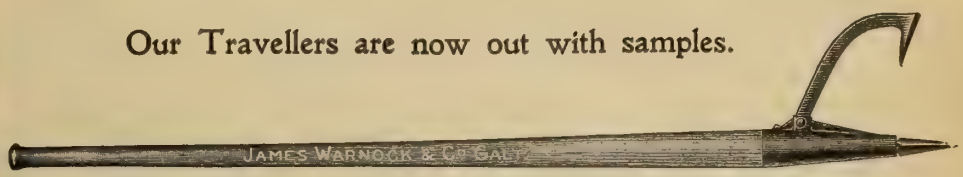
Log Line
Twine.
Dangerous to use Inferior Cordage.

Mail
Orders
Now
To us and
Receive
Exceptional
Attention.
Low-priced goods are not always the cheapest.

AXES and . . .

LUMBERING TOOLS

Our Travellers are now out with samples.



Our prices are right and a Warnock Tool is the accepted standard of quality.

See our axe samples before buying.

JAMES WARNOCK & CO.

GALT, ONT.

COMING

Our travellers have been delayed, like all others, through the storms, but if they have not already been to see you they are coming, with the best value ever offered in Axes and Cross-cut Saws.

DUNDAS AXE WORKS,

DUNDAS, ONT.

Made in 4 widths, 1in.in½ ⅝, ¾ ad

acked in cases of 20 reels each.

IMPROVED TROJAN BOX STRAP

A continuous band, **not riveted strips of sheet steel like others on the market.** So far ahead of other lines that it is in a class by itself.

Also plain TROJAN HOOP IRON.
Made in different widths and gauges.
Put up on coils of about 2,000 ft. each.
Packed 500 lbs. to the barrel.

NO WASTE. STRONG and HANDY.

GET SAMPLES AND PRICES.

J. N. WARMINTON,

43 Scott St., TORONTO.
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American Steel & Wire Co.

New York Empire Building
Montreal N. Y. Life Building
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BARBED WIRE GALVANIZED PLAIN WIRE
PLAIN TWIST CABLE FENCING

Telegraph and Telephone Wire; Mattress, Broom, Weaving Wires of every description; Rail Bonds, Bale Ties, Special Wires for all purposes, Springs, Horse Shoes, Wire Rope, Cold-drawn Steel Shafting.

GREENING

WIRE ROPE

All kinds and sizes and for All Purposes.

STANDARD AND LANG'S PATENT LAY

PRICES RIGHT. PROMPT SHIPMENT.

THE B. GREENING WIRE CO.

LIMITED

HAMILTON, ONT. MONTREAL, QUE.

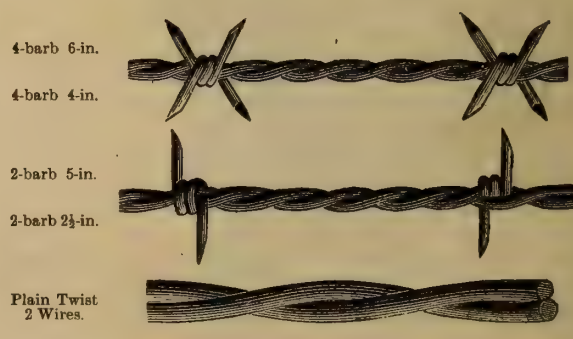
FENCING

MANUFACTURED BY

Dominion Wire Manufacturing Co.

LIMITED

MONTREAL AND TORONTO.



Coiled SPRING Galvanized Fence.

BRIGHT and GALVANIZED FENCE STAPLES, 1¼ to 2 INCHES.

ANNEALED WIRE

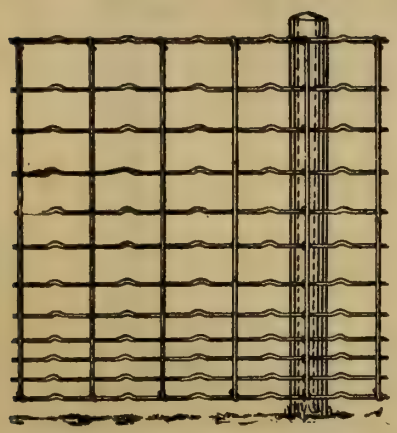
FOR BALING

HAY — PULP — PAPER — RAGS — SHINGLES—ENG

BUY DOMINION GOODS

SATISFACTION GUARANTEED.

Electrically Welded WIRE FENCING



THE NEATEST, STRONGEST AND MOST DURABLE WIRE FENCE IN THE WORLD.

All made of No. 9 best galvanized Steel Wire, without any twists, locks, or other fasteners for cross wires, on which snow and ice can lodge, and thus hold moisture and cause rust.

And the cheapest fence in the world, according to weight of metal used.

All stay wires only twelve inches apart, and meshes must retain uniform shape, as wires cannot slip from proper position,

Large discounts allowed off List Prices.

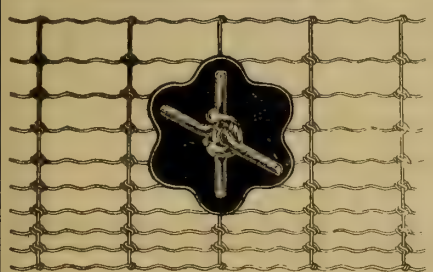
Price lists forwarded on application to

Dominion Fence Co., Limited,
17 Toronto St., TORONTO.

Your Customers

the farmers are looking for a fence, strong, serviceable and durable at a reasonable cost. You can supply it to them in the

IDEAL



It is strictly up-to-date and the best value to be had in wire fencing to-day.

A GOOD SELLER

We have a style for every purpose in either heavy or light fencing. Write for catalogue showing fencing and gates.

Coiled-Spring Wire

unexcelled in quality, shipped promptly.

THE
McGregor-Banwell Fence Co.
Limited
Walkerville, Ont.
MERRICK, ANDERSON & CO., Winnipeg
Sole Agents for Manitoba and N. W. T.

IRONSIDE FOR IRON

Our Specialties are **British** and **Foreign Iron** and **Steel, Metals, Bars, Plates, Sheets, Bolts** and **Nuts, Tin Plates, etc.**

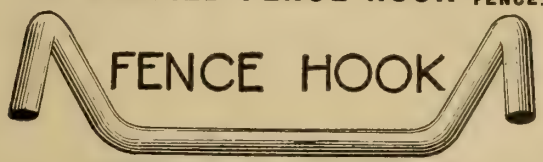
We are sole Licencees for **Page's Patent Wire Stretcher** and also for **Ironside's Paten Wire Cutters.**

We Publish Monthly a "CANADIAN METAL PRICE LIST," giving quotations in Dollars and Cents, (C.I.F.), also "WEEKLY MARKET REPORT."

Let us have your name and address for "PRICE LIST" and "MARKET REPORT."

IRONSIDE, SON & CO., 16 Water Lane, Great Tower St., E.C., **London, England**

GALVANIZED FENCE HOOK FOR FASTENING WOODEN PICKET ON WIRE FENCE.

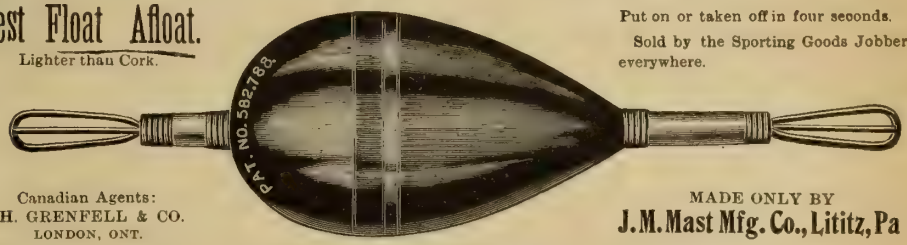


WIRE NAILS, COILED SPRING, BARB and PLAIN FENCE WIRE, OILED and ANNEALED, CLOTHES LINE WIRE, STAPLES, etc.

THE WESTERN WIRE & NAIL CO., Limited. **LONDON, ONT.**

Best Float Afloat.

Lighter than Cork.



Put on or taken off in four seconds.

Sold by the Sporting Goods Jobber everywhere.

Canadian Agents:
E. H. GRENFELL & CO.
LONDON, ONT.

MADE ONLY BY
J.M. Mast Mfg. Co., Lititz, Pa

SPECIAL DROP FORGED SPRINGS

THE WALLACE BARNES CO.,
BRISTOL, CONN.

DILLON HINGE STAY FIELD FENCE

Sold to the trade only.

CAVERHILL & LEARMONT, Agents
at Montreal and Winnipeg.

Manufactured and sold by
OWEN SOUND WIRE FENCE CO., Limited
Owen Sound, Ont.

THE
American
(Flat-Link)
Chain

is equally comfortable to the
HORSE as a HALTER
to the
COW as a TIE
and to the
DOG as a LEAD.

The American (Flat-Link) has been the standard of interlocking chains for the past 25 years.

We are the originators and sole manufacturers

To be had at same prices as the many wire chains.

Give your HORSE, your COW, your DOG greatest comfort by using Flat-Link Chains.

SOLD BY ALL JOBBERS.

ONEIDA COMMUNITY, LIMITED

NIAGARA FALLS, ONT.

THE GURNEY STANDARD SCALES

Absolutely Accurate and Reliable. The Best of Material and Workmanship.

Recognized throughout Canada as
"The Standard"

We make scales of every description. Established 1856. Send for catalogue and printed matter.

The Gurney Scale Co., Hamilton, Ont.

Eastern Warehouse : The Gurney-Massey Co., Limited Montreal, Que.

Western Warehouse : The Gurney Stove and Range Co., Limited Winnipeg, Man.

SALTER TYPEWRITER

MANUFACTURED BY

Geo. Salter & Co., West Bromwich, **ENGLAND**

Visible Writing, Permanent Alignment, Automatic Ribbon Reverse, The Best Manifolder, The Best Stencil Cutter. Price, £14:14:0, Complete.

SALTER TYPEWRITER CO.

HEAD OFFICE—27 Martineau Street,

AGENTS WANTED

BIRMINGHAM, ENGLAND

BUY THEM NOW.

IVER JOHNSON

SINGLE TRIGGER, SEMI-HAMMERLESS, TOP SNAP and CHAMPION GUNS.

STEVENS' HAMMERLESS GUN.

Stevens'

HAMMERLESS GUNS.

BEST GOODS **RIGHT PRICES**

E. F. WALTER & CO., 166 and 168 McGill St., Montreal

THE LION BRAND.

Waterproof Clothing

FISHERMEN'S TEAMSTERS'

Best Goods. **Right Prices.**

Branch Agencies: W. LOUIS HALDIMAND, Jr., 36 St. Dizier Street, MONTREAL, QUE., CHAS. THOMPSON, 430 Cordova St., VANCOUVER, B.C.

The Guelph Waterproof Clothing Co., Guelph, Ontario.

A C.C & M.C. Wheel at the "Cat and Fiddle," New Forest, England.

Be Prepared

Have you noticed the unusual activity in bicycling circles the world over. English roads to-day are filled with cyclists. The mid-southern resorts of the United States are busy hives of wheelers. The Canadian public is just waiting for clear roads to begin. BE PREPARED.

Have a new and complete stock of

CLEVELAND and MASSEY-HARRIS CUSHION-FRAME BICYCLES.

They are the latest and greatest of Bicycles.

Canada Cycle & Motor Co., Limited

Toronto Junction

RETURNED APR 8 1904 Cat Page 77 Aug

Steel Frame Churn.

DAVID MAXWELL & SONS

ST. MARYS, ONT., CANADA.

"Maxwell Favorite Churn" Lawn Mowers.

PATENTED FEATURES: Improved Steel Stand, Roller Bearings, and Foot and Hand Lever Drive, and Detachable Driving Link. Improved for season of 1904. Steel or Wood Frame as desired.

High and Low Wheels, from 12in. o 20 in. widths. Cold Rolled Steel Shafting, Crucible Steel Knives and Cutting Plate.

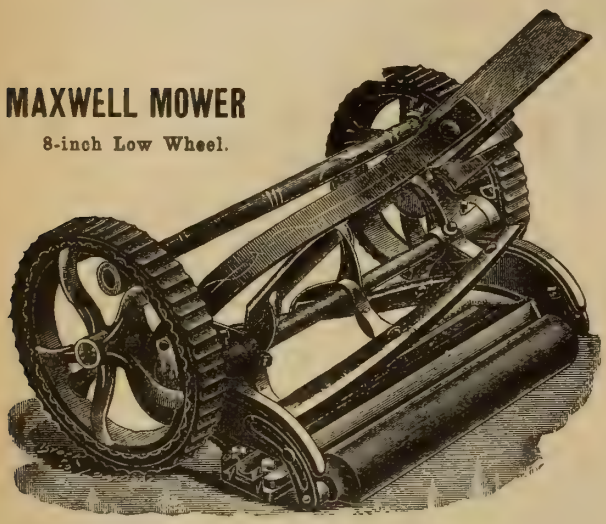
If your Wholesale House does not offer you these articles

SEND DIRECT TO US.

Wheelbarrows. In Four Different Sizes

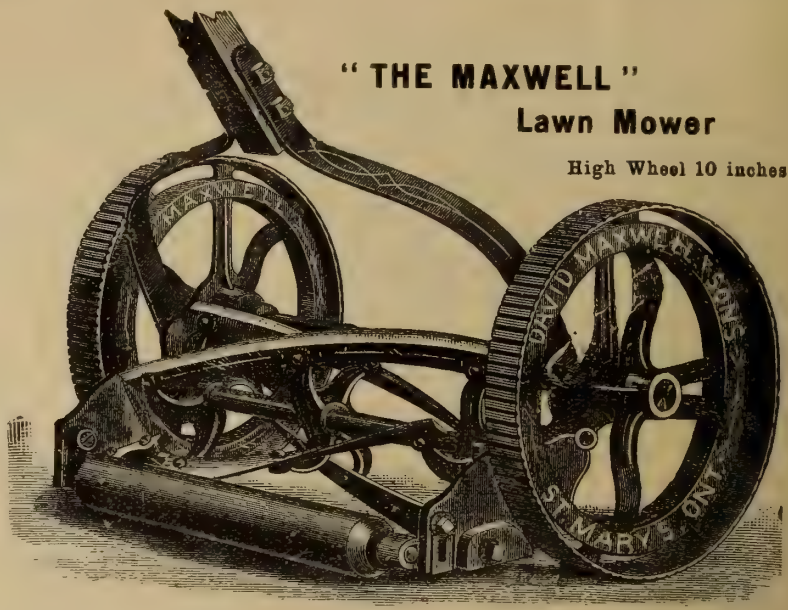
MAXWELL MOWER

8-inch Low Wheel.



"THE MAXWELL" Lawn Mower

High Wheel 10 inches



Ebony, Ivory, Coral or Amber Handle, $2.15 per dozen.

Pearl or Stone Handle, $3.75 per dozen.

Canadian Distributing Agents:

RICE LEWIS & SON,
Limited,
TORONTO.

DAVISON MFG. CO.,
112 Front St., Brooklyn, N.Y.

GILLETT'S
PURE POWDERED
LYE

Ready for Use in Any Quantity.

For making SOAP, softening water, removing old paint, disinfecting sinks, closets and drains and for many other purposes. A can equals 20 pounds Sal Soda.

SOLD EVERYWHERE.

E.W. GILLETT COMPANY LIMITED
TORONTO, ONT.

CANADIAN CORDAGE & MFG. CO., Limited.

BINDER TWINE.

"ROYAL" MANILA, 650 ft. to the pound.
"ROYAL" MANILA, 600 ft. to the pound.
"ROYAL" MANILA, 550 ft. to the pound.
"ROYAL" MANILA, 500 ft. to the pound.
STANDARD, - 500 ft. to the pound.
SISAL, - - 500 ft. to the pound.

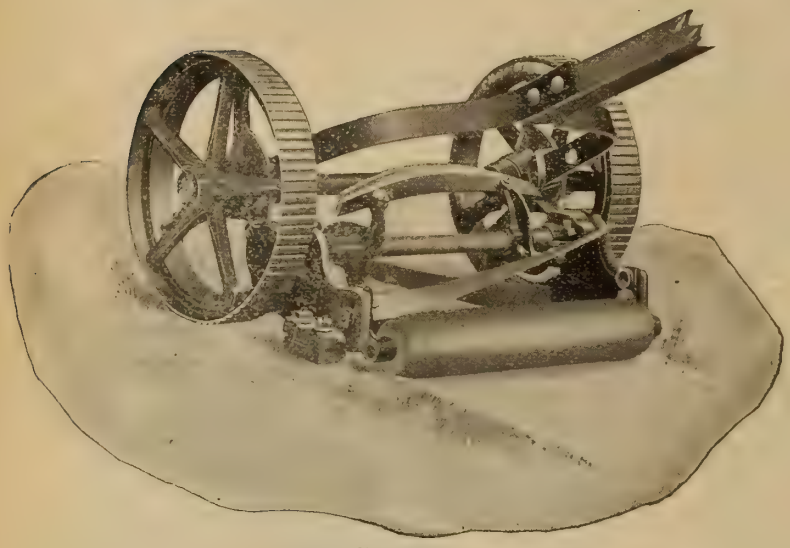
Our "ROYAL" Brand of Binder Twine is manufactured of the finest raw material that can be obtained, and with the utmost care. For length and strength we have no competitors. Our Twine is manufactured with the latest machinery, and dealers desiring to have exclusive agencies should apply at once. Will name lowest prices, or will enter contracts without price named until The International Harvester Co. announces prices.

Wire, Write or 'Phone.

CANADIAN CORDAGE & MFG. CO., Limited

Peterborough, Ont.

Guaranteed——Guaranteed



THE "STAR."

Every Lawn Mower bearing the name **"Taylor-Forbes"** is a guaranteed machine. There is an immense satisfaction in handling guaranteed goods.

Is your order yet in?

If not, give it at once, when we can ship promptly.

9 different styles in Mowers.

Send for Catalogue B.

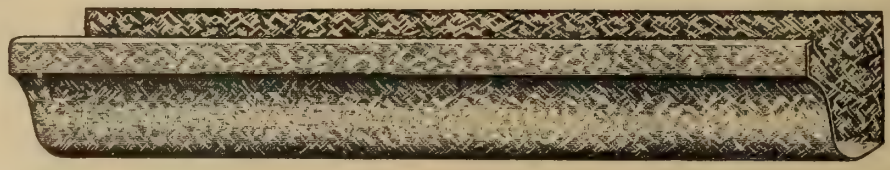
The TAYLOR-FORBES CO., Limited

Montreal Branch, 9 De Bresoles St.

Guelph, Canada.

Standard Eave Trough and Conductor Pipe.

We can supply you with all styles and sizes.



Made in 8 and 10 ft. lengths.

EAVE TROUGH O. G. ROUND AND SQUARE BEAD, AND HALF-ROUND PATTERNS.

CONDUCTOR PIPE, PLAIN AND CORRUGATED.

Conductor Pipe Elbows, Shoes, Hooks, and Gutter Spikes.
In short, everything a Tinner requires.

GALVANIZED SHEET IRON from stock or import.
Queen's Head, Fleur de Lis and Apollo Brands.

You can depend on prompt shipment by placing your order with

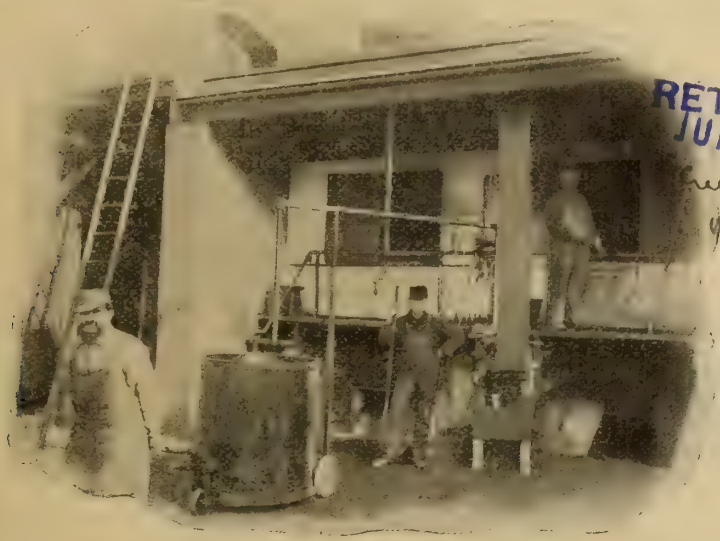
KEMP MANUFACTURING CO., TORONTO, CANADA.

The Manufacture of Varnish and Japans.

The Process Employed by Berry Bros., Walkerville and Detroit.

(Continued from last week.)

NEXT to the quality and adaptability of the goods, it will be generally conceded among consumers that the most important requisite in a varnish is "uniformity" of quality; and it is in this respect that a large tankage capacity gives an advantage over smaller manufacturers. Although in the manufacture of several lots of varnish, the same formula may be used, and the same "modus operandi" adopted throughout, there is still one essential feature that must be observed to insure absolute uniformity, so far as human means will permit, and that is the time allowed for the ripening process. This is something that cannot be hurried; and the results obtained while the varnish is remaining in the tank undergoing the mysterious process of "ripening" cannot be produced by any artificial means so far discovered.



Boiling the Linseed Oil.

The proper time for ripening is from three to twelve months, according to the grade of varnish, so that it will be easily seen that to allow the varnish full time to ripen, and at the same time keep a supply of "ripe" varnish on hand, sufficiently large to fill all orders and to meet emergencies, demands a very extensive storage capacity, and a poor equipment in this regard must necessarily prove disastrous to the production of uniform goods, a limited storage capacity compelling varnish manufacturers to either ship unripe varnish, or to refuse orders, or delay shipment until the stock ripens.

Varnish carefully and correctly made from a tested and approved formula is only half complete, and if not given the proper time to mature before shipping, will in all probability be condemned by the consumer to whom it may be shipped.

Varnish is frequently blamed for trouble which is really the result of carelessness on the part of the workmen. This will show that the trade should realize the great care taken by the manufacturers in the production of varnish. Nothing is done by guess work. Scientific rules govern throughout. Raw material and finished product are submitted to laboratory tests, safe and sure precedents have succeeded the era of experimental uncertainties, and barring accidents the manufacturers know when starting to make a tank of varnish what the result will be beyond question.

The term "Japan" was originally given to the species of varnish producing that rich, black, glossy finish that had its origin in Japan. That secretive race, however, no longer possess the monopoly of the art of japanning, as we have long since solved its mysteries, and produce Japans as lustrous and durable as were ever made by the Japanese.

The word Japan has now a double commercial meaning, and may be roughly divided into two heads: Oil drying Japans and finishing Japans, the former being used by painters for drying paints, and the latter for producing a finish on iron, wood and other surfaces.

Finishing Japans consist of two classes: Air drying Japans and baking Japans. Black is the color in most general use, although colored Japans are frequently used for various ornamental purposes. Sewing machine castings, small hardware, tea trays, wooden handles, and many other articles of this nature are among the things that owe their brilliancy and finish to Japan.

The finest results are obtained with the baking Japans, the finish produced being more brilliant and durable than can be obtained with the air drying Japans.

The characteristics of good finishing Japans are brilliancy and durability, and freedom from any undue tendency to mar, chip or scratch.

In common with varnishes, there are many outside influences that conspire against Japan. Like varnish, Japans are susceptible to changes of temperature and should be kept and used in a warm room, never allowed to get chilled, or used in any other but its normal consistency.

Tank Room for Varnishes.

The operation of baking is one requiring great care. The heat must be carefully regulated, and the conditions and capabilities of the oven and sur-

roundings carefully considered. A too high degree of heat, improper ventilation of oven, and many other causes are

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Spirit Varnish Room.

sufficient to spoil the best baking Japan ever made.

The same may be said of brown baking Japans, which are very largely used for

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JUN 22 190

The Laboratory.

small or ornamental hardware, producing an artistic and beautiful finish resembling bronze, the exact shade being determined by the degree of heat employed in the baking—the greater the heat applied the deeper the color.

RETURNED

Filter Presses.

TREATMENT OF COMMERCIAL TRAVELLERS.

THE man who does not treat a travelling salesman who calls upon him with courtesy and rerpect, is a twin brother to the animal which Balaam rode, and is out of place as a buyer, remarks an exchange. He has missed his calling and some manure fork is pining away in lonesomeness without the unfriendly grasp of his withered hand. He is not a good man for the firm; he misrepresents as a buyer or proprietor; he is going through the world missing the honest, friendly grasp of hundreds of manly hands; he is losing the cream of the bargains that many travelling men have up their sleeves for "good people;" he is advertised only as a sneak by the men who are unfortunate enough to call on him once; he is to be the least **bit mean** to anyone shunned by the boys on the road, who are always well posted on who are the decent men in the trade. They all lay for him, and do him if they can. He may think he is sharp, but all the boys think he is an idiotic loon, and they love to give him an unfriendly blast every chance they can get, and many of them will work overtime to say a mean and generally true thing of him. Many of the "very smart" buyers are upstarts who do not represent a dollar they have ever earned; who are excess baggage on the hands of the firms they try to buy for, who would be more in proper place as wrap holders for a second-class race horse, or as chambermaids in a country livery stable, than as buyers for reputable concerns. It is not necessary to buy of every traveller who calls upon you, but if you have got vent your spite on one of them to whom you have given an order. If you feel called upon to be wamble-cropped and ugly and such a fool that you can't hold it in, and too cowardly to try it on someone your own size, give a traveller a good order, and then he will grin and bear it. Tell him that if the goods don't come exactly as represented and plumb up to the sample, that you'll fire 'em back and kick him out the next time he comes. He will laugh at it and say to the boys, "the old man is a d—d crank, but you can sell him all right," and the other travellers will at least tolerate you. If you can't give a man an order, you can give him a good, pleasant word, and make him feel almost as well as though you had bought a bill from him. There are very few travelling men who are not gentlemen, and the equal in every way of the men they call on. It is their way of getting a living, and it is an honest way. The writer tried it for 25 years and knows all about it, and I say it without fear of successful contradiction, that you make the mistake of your life when you do not treat travelling men with courtesy. And then when life's fitful dream is o'er, if you are fortunate enough to appear with us good people on the plains of Paradise, you'll find the travelling man in evidence, and you'll feel glad to meet him, for, if he has been there any length of time, he will know the place, and will willingly show his friends around and introduce them to the best people. Speak gently to the travelling man, "the larger the man the gentler speak," he is liable to be one of the proprietors in your next stopping place, when time shall be no more. Then,

"Here's to the health of the travelling man,
That merry, good-hearted fellow;
He is trying to do the best that he can,
And nary a streak of yellow
Can be found in this grand purveyor of mirth,
As he travels the world around;
And he circles the hemisphere with a girth
Of bargains and advice so sound.
May his time on earth be long and glad,
May he lay up wealth and never be sad;
May he sell lots of goods by car-load and case.
And then buy the firm out and run the old place.
Then we'll drink to his health at the hour of eleven.
May his family keep well, and his home be in heaven,
Aye, here's to the brightest of heaven's great plan—
The red-hot, still heating, travelling man."

WIRE NAILS
TACKS
WIRE

Prompt Shipment

The ONTARIO TACK CO.
Limited
HAMILTON, ONT.

CATALOGUES, BOOKLETS, ETC.

For the convenience of its readers HARDWARE AND METAL has opened its columns for the review of catalogues, booklets or other such publications issued by manufacturers or wholesale dealers selling to the hardware, plumbing, machinery or metal trades. Retailers desiring such publications may also have inserted a note to that effect. It is requested that when any of the trade write for any booklet mentioned in these columns that they credit HARDWARE AND METAL as the source of their information.

A Proof of Quality.

One of the most exceptional advertising devices which have ever been offered the Canadian trade has just come to hand from E. C. Atkins & Co., Indianapolis, Ind., and Toronto. To a cardboard envelope of sufficient strength to hold it firmly is attached an 8 in. sample of their "A A A" Spring flexible back saw blades. This blade, the accompanying description states, is "made from the highest quality of steel and tempered by our improved process whereby the tooth edge only is left hard while the back is drawn to a clock spring temper, which very materially strengthens the blade and will prevent it from kinking or breaking readily." It is further stated that it will not "stretch" or "bow-up" causing the hard tooth edge to crack or shell off,

The man from whom you buy goods has his ears wide open for a mention of Hardware and Metal. You have read his advertisement; tell him so.

neither will they "rough-up" or "wedge." The saw blade sent out is probably the most effective proof that could be given of the strength of these claims. Readers of Hardware and Metal who handle saws should secure one of these saw blade samples.

Hyatt Flexible Rollers.

The Hyatt Roller Bearing Co., Harrison., N. J., have issued a catalogue giving information regarding their Hyatt Flexible Rollers, as applied to shop trucks, core oven cars, jib cranes, traveling cranes, industrial railways, dryers, cement cylinders, rope sheaves, hoisting and conveying machinery, glass machinery, foundry ladles and wagons, lumber and ingot cars, trollers, transfer cars and tables, involving heavy duty at slow speed. It is stated in the booklet that there are toward a million Hyatt rollers in operation to-day, so that their use cannot now be considered merely an experiment. All users of the machinery, etc., referred to above, should secure a copy of this booklet.

Industrial Railways.

The Hoshor-Platt Co., 120 Liberty street, New York, manufacturers of industrial railway systems, handling and hoisting machinery, conveyors and steam shovels, locomotives and rolling stock, cables, rope, etc., have issued a comprehensive book describing their product. The book covers the field of industrial railway installation so comprehensively that all manufacturers considering the wisdom of a private railway should have this work as the wide reputation of the company ensure the reliability of any plans or figures given by them.

Beaver Post Hole Digger.

The Canada Foundry Co., Toronto, are manufacturing the Beaver post hole digger and have ready for distribution a folder describing it in detail. It is made of the best material and has the latest improvements, the blades being of forged steel and the jaws of heavy forgings. As there is no wood to rot or break the digger is built to last a lifetime. It retails at $5. Particulars will be supplied the trade on request.

Syracuse Smelting Worker.

The Syracuse Smelting Works, Montreal, have issued a circular to the trade advising the immediate purchase of pig tin, antimony and copper, in anticipation of higher prices. In another leaflet recently issued this firm say: "In the manufacture of ingot copper we have a process, by using metal refuse containing some copper, to eliminate the sulphur contained in the ore, thereby enabling us to make the purest kind of casting as well as phosphor ingot copper; as our output is large, we require considerable of it. We are in the market at all times for large quantities of scrap copper, scrap brass, copper or brass turnings, filings, sweepings and brass skimmings." Another circular they have issued gives the tragic experience of a plumber who did not use "Syracuse Smelting Works" solder.

Business Changes

ONTARIO.

THE E. D. Weber Co., general merchants, Wiarton, have advertised that they are retiring from business.

The Brussels Electric Light Co., Brussels, have sold out to Thuell Bros.

J. Gray, general merchant, Belle River, is closing out his business.

J. H. Shaw, general merchant, Morpeth, has sold out to J. Barker.

C. W. Winslow, planing miller, Dunnville, has sold out to W. Shirton.

The Mammoth Fair Co., of Stouffville, general merchants, have sold their hardware department to Aitchison Bros.

The stock of the estate of G. Middleditch, foundry, Ridgetown, was sold to J. Middleditch.

QUEBEC.

Dorval & Boissinot, machinists, Quebec, have registered.

C. Garceau, general merchant, St. Barnabe, has assigned.

The Quebec Electric Co., Quebec, have obtained a charter.

E. A. Cole & Co., smallwares, etc., Montreal, have registered.

Z. Forget, general merchant, North Temiscamingue, has assigned.

J. Leduc, tinsmith and roofer, Hull, has opened a branch in Ottawa.

Rosseau & Houle, carriage makers, West Shefford, have dissolved.

The Quebec Electric Co. (incorporated), Quebec, have registered.

Lafontaine & Cie., general merchants, Drummondville, have registered.

The Cold Air Electric Power Co., Montreal, have been incorporated.

J. Du Paul, general merchant, Valcourt, has offered 60c on the dollar.

J. Offord, general merchant, Sydenham, has succeeded W. Griffith in business.

The assets of N. Tremblay, general merchant, St. Irenee, will be sold 5th prox.

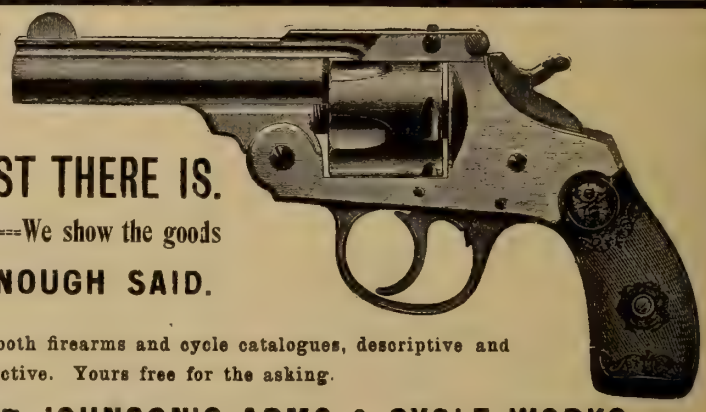
The assets of the V. & B. Sporting Goods Co., Quebec, were sold on the 30th inst.

The Garth Co., gas and steam fitters, Montreal, had their foundry damaged by fire; insured.

Cousineau & Frere, general merchants, St. Lazare de Vaudreuil, have succeeded H. Thouvette.

Bonneville, Gagnon, Cornelier & Cie., general merchants, St. Remi, have obtained a charter.

IVER JOHNSON
AUTOMATIC
REVOLVERS



Absolute Safe.
Accidental discharge is impossible.

THE BEST THERE IS.
Others claim—We show the goods
ENOUGH SAID.

Send for both firearms and cycle catalogues, descriptive and instructive. Yours free for the asking.

IVER JOHNSON'S ARMS & CYCLE WORKS,
New York Office, 99 Chambers Street. FITCHBURG, MASS.

A meeting to appoint a curator to F. Galipeau general merchant, Weedon, has been called for 4th prox.

A meeting to appoint a curator to P. Gagnou, general merchant, Ste. Flavie Station, was called for March 26.

Lefaivre & Taschereau have been appointed curators to P. Gagnon, general merchant, Ste. Flavie Station, and to H. Pepin, general merchant, Stanfold.

A. Desmarteau has been appointed curator to McGregor Bros., last manufacturers, Montreal. A meeting of creditors was held on the 26th inst.

T. Simard, general merchant, Beaupre, has assigned and V. E. Paradis has been appointed provisional guardian. Meeting to appoint curator called for March 26.

MANITOBA AND N.W.T.

Wyatt & Christie, Builders, Melita, have been succeeded by R. N. Wyatt.

J. White, jr., general merchant, Reston, has sold out to Paul Bros.

A. Hyslop, general merchant, Purves, has been burnt out; loss covered by insurance.

E. H. Briggs Co., broom manufacturers, Winnipeg, have been incorporated.

The Great West Saddlery Co., McGregor, have been succeeded by R. Yonge.

Coleman Bros & McGee, hardware dealers, Manitou, are removing to Darlingford.

Wilkin & Co., general merchants, High Bluff, have been succeeded by Wilkin & Hicks.

Crawford & Atkey, general merchants, Goose Lake, have been succeeded by J. W. Atkey.

NEW BRUNSWICK.

N. E. Sharp, general merchant, Salisbury, has succeeded Sharp & Taylor.

The warehouse of Bohan & Co., general merchants, East Florenceville, has been burned.

BRITISH COLUMBIA.

Cosens Bros., general merchants, Camp McKinney, are removing to Greenwood.

W. Carse, electric supplies, Victoria, has been succeeded by Stephens & Hawkins.

Sanderson, Spencer & Co., hardware merchants, Ymir, have been succeeded by U. S. Ross.

The creditors of the Boundary & Benton Mining Co., Victoria, are requested to file claims with W. C. Sampson before April 15.

H. S. HOWLAND, SONS & CO.

WHOLESALE ONLY

37-39 West Front Street, **Toronto.**

LIMITED ONLY WHOLESALE

WASHING MACHINES, ETC.

RETURNED
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The "Re-acting" Washer, Round.

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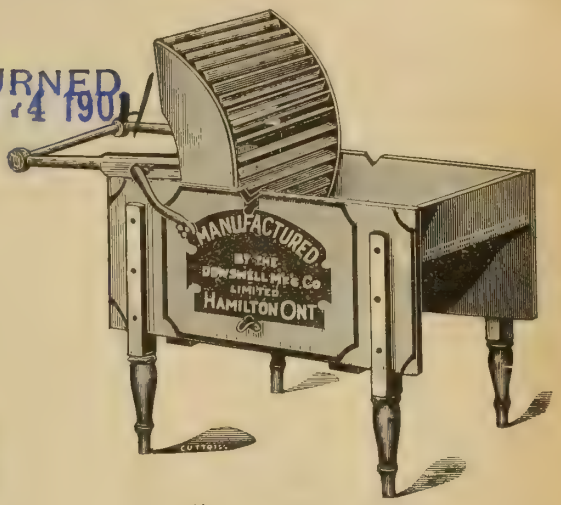
Page 51
Thus.



The "Dowswell" Washer.

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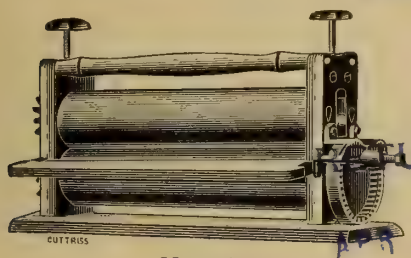

Mangle.

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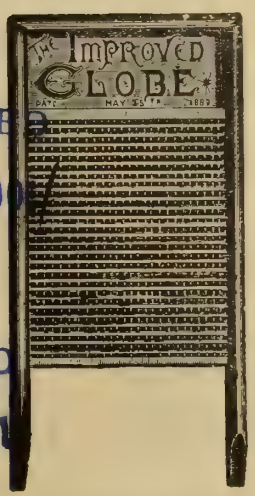

Wash Board.

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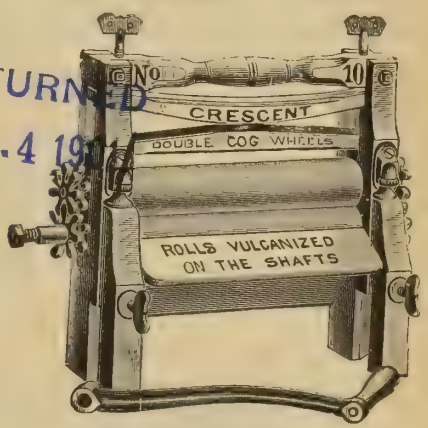

Clothes Wringer.

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The "Eclipse" Washer.

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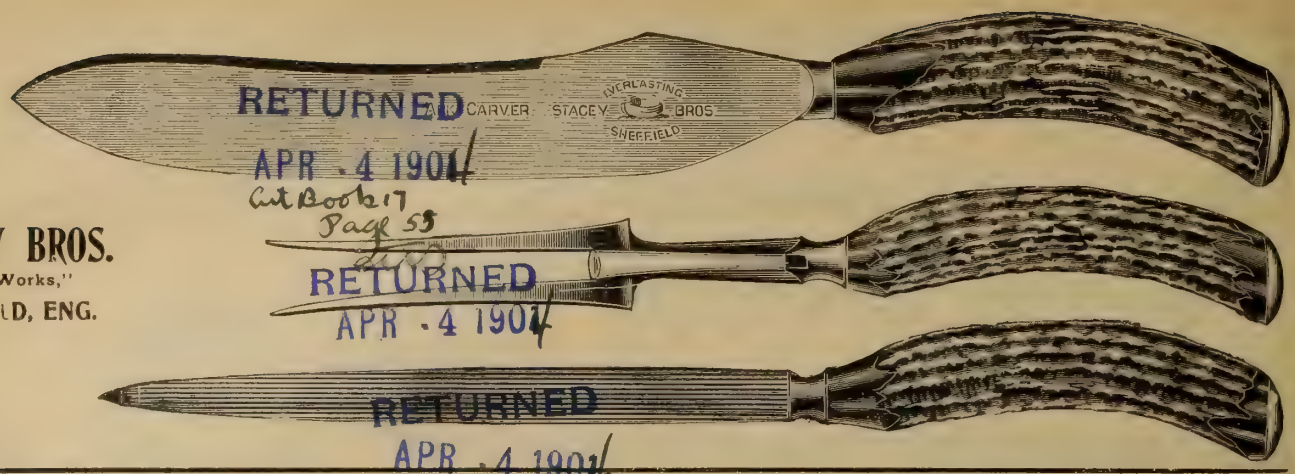
"New Century" Washer.

FOR OTHER LINES SEE OUR HARDWARE CATALOGUE.

H. S. HOWLAND, SONS & CO. LIMITED **Toronto.**

We ship promptly. GRAHAM NAILS ARE THE BEST. **Our** prices are right.

Factory: Dufferin Street, Toronto.



STACEY BROS.
"Ark Works,"
SHEFFIELD, ENG.

The Saw That Sells Itself.

When placed in the hands of the intelligent mechanic the **ATKINS** High Grade Silver Steel Hand Saw sells itself. You simply show it and the saw does the rest.

ATKINS Silver Steel Hand Saws with Perfection Handles are warranted the FINEST Saws on earth in material, temper, grinding and finish.

Write for Catalogue and Prices.

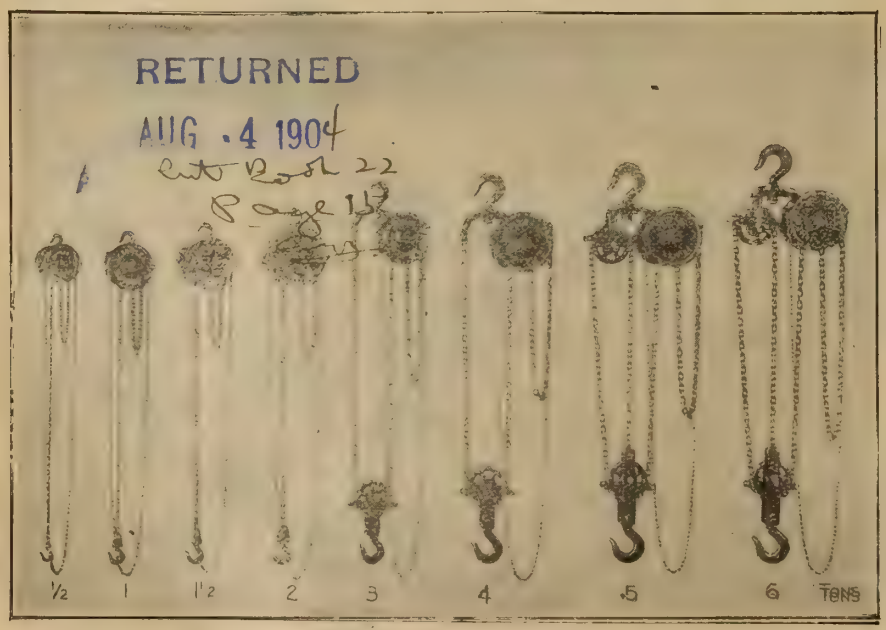
E. C. ATKINS & CO.

C. D. TEN EYCK, Sales Agent for Canada.
Toronto Office: 30 Front St. East. Tel. Main 1896.

ATKINS
ALWAYS AHEAD

Leading Saw and Tool Manufacturers
Factories: INDIANAPOLIS, IND.
Northwestern Branch: Minneapolis, Minn.

YALE and TOWNE CHAIN BLOCKS



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Safety,

Speed,

Durability

and

Economy

SEND FOR CATALOGUE and PRICES

SOLE AGENTS IN CANADA:

THE FAIRBANKS COMPANY

MONTREAL. TORONTO. WINNIPEG. VANCOUVER.

MACHINERY

THE MACHINERY MARKET.

Quebec.

Office of HARDWARE AND METAL,
232 McGill Street.
Montreal, March 31, 1904.

THERE is little change in the general condition of the machinery market. Actual business this week seems to have been quite as large as last week, and in some lines there is a slight improvement. The machinery houses are busy making deliveries of goods sold during the last two months, and which until recently the railways refused to accept. Orders for new goods are being obtained in fairly satisfactory numbers by travellers and inquiries received during the week have been numerous.

The prospects point to a number of very busy weeks, as many buyers have been in town inspecting machinery, and the local houses have been competing for good contracts. The improvement seems likely to be general. Very little is heard now of the dangers of slaughtering by American houses, and the general tone of the market is much steadier than at the beginning of the year.

The principal demand this week, as for some weeks past, has been from the saw mills and every mail is bringing inquiries to the local houses for saws, water wheels, engines, boilers and general saw mill supplies. Power transmission appliances also appear to be in good request.

The electrical machinery market is showing some life this week and the indications point to a further improvement.

For the present the machine tool market is quiet and there are no large buyers on the market.

Ontario.

Office of HARDWARE AND METAL,
10 Front street east.
Toronto, April 1, 1904.

THE improvement noted on the machinery market during the last couple of weeks continues, although there have not been any special features on the market this week. No large orders have been placed, nor has the amount of business been large for this season of the year. However, considering the way trade has been kept back during the greater part of the Winter by weather conditions which demoralized the railway service, the showing at the present time is very encouraging. Conditions on the New York machinery market have improved considerably during the past few weeks, and everywhere throughout the States this brighter feeling is apparent. It is probable that the effect of this has been felt and will be felt on the Canadian markets.

The business done on the Toronto market has consisted of small orders for the most part, but these have been fairly numerous. Enquiries still continue to come in well, while those of former weeks are ripening into contracts.

As noted last week, the improvement on the market has been very general, and there has been a fair demand in all lines. Perhaps wood working machinery still has the best position on the market this week, as it had last week. However, the improvement is more noticeable in the iron working machinery line. Boilers and engines still hold their own; and the demand for dynamos and motors still continues very good. Gas and gasoline engines have had a very fair demand.

Installation and Care of Electric Motors

THE life and satisfactory operation of an electric motor depend greatly on the manner in which it is installed, and this should be carefully done for the above reason, writes S. L. Barriett, in Power.

It should be securely bolted to a substantial level foundation in the most accessible place and one in which the armature may be removed without disturbing the motor if possible. The wiring should conform strictly to the rules and regulations of the National Board of Fire Underwriters and according to the diagram of connections furnished by the makers. Do not guess if you are not sure, for a slight mistake may result in a serious accident. A simple precaution is to remove the brushes from contact with the commutator, close the main switch and move the starting box handle slowly on until it is all on. You can thus tell if the retaining electro-magnet on the starting box is all right, and at the same time determine if current is passing through the motor fields. This is shown by the attraction of a hammer or chisel by the pole pieces. After determining that the fields are properly magnetized the current can be turned off and the brushes put in place carefully. They should be well fitted to the commutator before running the motor, and this may be done by rubbing them off with a piece of sandpaper held under them and against the surface of the commutator. This grinds the carbon to the same shape as the commutator, and after this is done the dust should be carefully blown off so as not to cause a short circuit; also see that all screws are properly tightened on the brush holders and that no tools are left where they may do harm to the motor.

In starting give the armature a few turns by hand, leaving the belt off while you turn the current on the first time. If the motor runs all right without sparking, stop it and put on the belt; if the motor sparks it may be stopped by loosening the rocker arm and shifting the position of the brushes to a point where the sparking ceases. The commutator should be true and smooth, but do not use emery or don't attempt to file the commutator when the current is on.

Too tight a belt causes the bearings to heat and they should at all times be lubricated with the best quality of dynamo oil. After the motor has been run a while, and if the bearing is running cool, the belt may be tightened if necessary by means of the belt tightners which are usually furnished with first-class machines. In starting the motor, be sure that the handle of the starting box is at the "off" position before closing the switch. The handle should be moved slowly until it is full on.

To stop the motor, open the switch and the starting box handle should return automatically. If the handle should fail to return after a few seconds, it is because the residual magnatism holds the armature. In this case

a piece of writing paper may be pasted over the poles of the magnet, after which you will probably find that the handle will return without trouble.

A motor should always be kept clean, but should not be cleaned while running. it is almost unnecessary to say that it should be placed in a dry place and one which is well ventilated so as not to become overheated; and it is best to delegate its care to one person who should be held responsible. The less adjusting and tinkering that is done to your motor, the better. The commutator is in its best condition when it has a dark glaze, and do not put oil or any patent preparation on if the brushes should spark. Wipe it off while running with a dry cloth to remove any carbon dust. The direction of rotation may be changed by crossing the field connections—that is, by taking out the wires which lead from the field coils and exchanging them in the same posts or by doing the same thing with the armature terminals.

Standard Corliss Engine.

THE illustration shows the standard Corliss engine, made by the Laurie Engine Company, of Montreal. In the designing of this engine special attention has been devoted to the economies of steam power. When the success of a manufacturing enterprise may depend upon the economies employed in its conduct, the cost at which the power is produced, together with its regularity and freedom from accident or delay, become very important items.

The consumption of steam in a given engine varies with the conditions under which it is operated.

The following is approximately the consumption of the various types of Corliss engines, when worked at their rated capacities:

	Lbs. of steam.
1. Single cylinder non-condensing engine	20 to 28
2. Single cylinder condensing engine	19 to 24
3. Compound condensing engine	14 to 28
4. Compound non-condensing engine	19 to 24
5. Triple expansion condensing engine	12½ to 14

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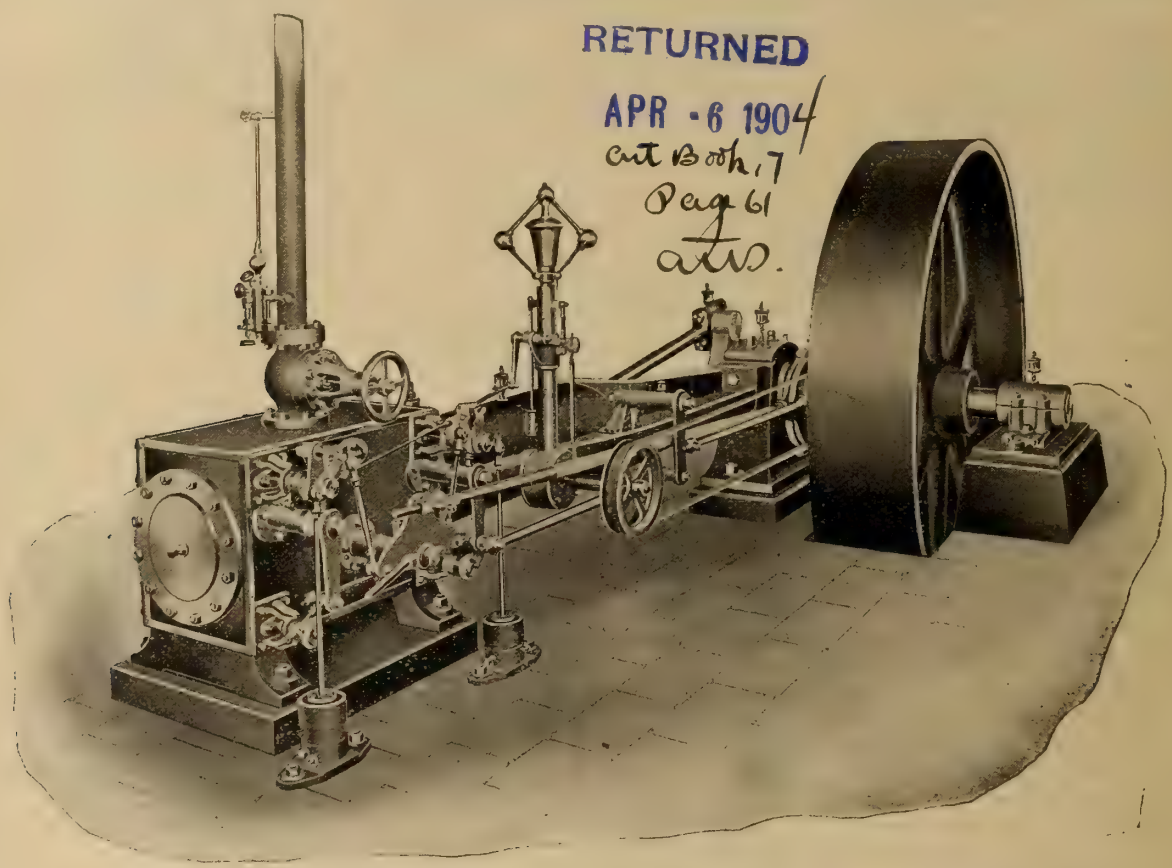

These figures refer to engines working at their rated capacities. An engine working to its full capacity, or working much below its rated capacity, will go considerably below these figures.

Boilers vary as to their efficiency (or evaporation) from six pounds to nine pounds, i.e., six to nine pounds of water converted into steam per pound of coal consumed.

Taking the mean of these figures, viz., seven and a half pounds as an average, then an engine using twenty-eight pounds of steam per hour per horse-power, would use in coal 3.73 pounds per hour per horse-power, and one using fourteen pounds of steam would use 1.86 pounds of coal per hour per horse-power. These figures refer, of course, to the Corliss engines.

A saving of one pound of coal per hour per horse-power, on an engine developing one hundred horse-power, coal four dollars per ton, would represent a saving of six hundred and twenty-four dollars per year. Therefore a steam plant that will produce a horse-power on three pounds of coal per hour per horse-power is worth six hundred and twenty-four dollars per annum more than one that consumes four pounds per hour per horse-power.

The engine illustrated herewith has four valves for the distribution of steam this being a feature of the Corliss engines. The exhaust valves are entirely independent of the steam, and the steam valves are under the complete control of the governor and will give a range of cut off from 0 to 3-4 stroke. This feature helps to increase the capacity from standard rating to about 50 per cent. over load without variation of speed or straining of any description.

This engine is being used by street railways and large factories.

The Victoria Machinery Depot has completed the superstructure of the Point Ellice bridge, Victoria, B. C.

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Electrical Supplies of all kinds. MONTREAL.

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MACHINERY AND ELECTRICAL NOTES.

The Brantford union of the International Association of Machinists held its annual At Home recently.

Fire in the casting department of the Garth Company, foundrymen, Montreal, has damaged the department to the extent of $6,000.

Hon. C. A. Parsons has petitioned that his rights on the Canadian patent for turbine machinery be not forfeited by failure to manufacture in Canada within the specified time.

The power of the Galt & Preston Street Railway Co., Limited, has been extended so as to allow the company to amalgamate with any other incorporated steam or electric railway.

The power of the Preston & Berlin Street Railway Co., Limited, has been extended to allow the company to extend their line of railway to Waterloo, and also throughout the town.

The Dewitt Electric Company, of Sydney, N.S., have secured the contract for the construction of 100 miles of telegraph lines between Halifax, Mahone and Bridgewater and Liverpool.

A contract for lighting the public buildings of Fredericton, N.B., for a period of ten years in return for the franchise granted the company has been signed by the representatives of the People's Light and Power Co. and the city.

The Hamilton Bridge Company have been awarded the contract for the iron superstructure, to cost $3,111, for a bridge over the Thames River, at London, Ont. The contract for the concrete abutments goes to Cawrse & Talbot.

P. G. Gossler, retiring general superintendent and engineer of the Montreal Light, Heat & Power Co., Montreal, has assumed the duties of general manager of the operating department of the electric railway contracting firm of J. G. White & Co., New York.

A general increase in wages goes into effect at the plant of the Dominion Iron and Steel Co. On Friday. It will be entirely satisfactory to the P.W.A. The largest increase will be to the laborers, who will receive $1.40 a day under the new scale, an increase of 14 cents.

The Martin Electric Supply & Construction Co., Limited, St. Catharines, Ont., have been incorporated with a capital of $40,000, to construct and operate works for the production and distribution of electricity for the purposes of light, heat and power, and to take over the business of the Martin Electric Supply Co., St. Catharines. The directors are: F. W. Martin, G. H. Martin, J. S. Campbell, C. W. Martin and J. G. Martin, all of St. Catharines.

If an engineer is content to see the wheels turn and the belts go, and looks for nothing further, it does not matter what his age is, he is too old for a new position; but an engineer who keeps abreast with the times, who today is studying the turbine and superheated steam, electrical transmission and concrete foundations—in fact one who lets nothing new go past without criticism—will never get too old to be of the highest usefulness anywhere.

The Rhodes Curry Co., Amherst, N. S., have just turned out an immense snow plow of new design, which was patented July 29, 1902. The purpose of the design is to widen the clearings along the tracks. The front of the plow can be widened from 2 feet to 15 feet. The front is constructed of heavy iron plate, and it is claimed that the plow will go through a ten foot drift and throw the snow over a thirteen foot drift. The weight is 46,000 pounds. The plow will be operated by compressed air.

A Glace Bay, N.S., despatch says that the south side of Phalen Seam. No. 2 colliery goes on double shift to-morrow. This includes one-fourth of the working of the mine. A week from to-morrow Caledonia Pit will be double shifted and work will resume in International Colliery, Bridgeport. As soon as navigation opens all pits will be double shifted and then an output of at least 15,000 tons per day will be required to fill the Dominion Coal Company's contracts. Everything points to a most prosperous season around the Cape Breton collieries.

Tests of High-Speed Steel.

SOME very interesting tests have recently been made of the high velocity steel manufactured by J. Beardshaw & Sons, Baltic Steel Works, England. The Canadian representative of this firm, Alexander Gibb, 13 St. John street, Montreal, has recently received from them copies of reports given them concerning their high velocity steel "Conqueror" brand. The report of trials made at the English Governments works in February reads as follows:

"With regard to the pieces of 5-8-inch square which you sent up to me on the 12th inst., I would say that these were drawn down to 1-2-inch square for use in a holder; they had been using high-speed steel for the tool working on hard steel, and they had not been able to run at more than 15 feet per minute. Upon putting in your untreated tool, the speed was put up to 30 feet, and then up to 40 feet per minute and this was as fast as the lathe could be run. At this speed the tool worked perfectly for several hours without regrinding.

"Another piece of the steel was then put into a similar tool, and treated with the usual high heat and blast, and it was put to work on 3C oil toughened steel. It was found possible to run this at 60 feet per minute, but it would not last more than an hour. When run at 50 or even 55 feet per minute it worked with ease and the edge held good for three and more hours at a time.

"So far as I could learn, they had never before found any high-speed steel that would work on this class of steel at more than 35 or 40 feet per minute, and even then the tools required frequent regrinding.

"These trials indicate that this steel is of a most remarkable quality and that there need not be any fear but that under all circumstances and on all classes of work this steel will do far more work and at higher speeds than any steel now on the market."

The following is a report on "Conqueror" high velocity turning tools tested at the Sheffield Axle Works:

Dated February, 1904.

"Speed per minute, 40 feet; traverse per revolution, 1-8-inch; depth of cut, 1 1-2-inch. This tool has been working for two nights and two days, and is still at work. It has turned 25 axles without regrinding, which is much better than ever done before."

Side tool which often breaks after turning three or four axles.

This tool has now been at work for two days, having faced over 20 axles without regrinding and is working excellently—by far the best tool ever tested.

The following is a report from railway carriage works:

"Beardshaw's high velocity steel 1 1-4 inches x 1-inch tested March 15th, 1904. Roughing axles in high speed lathe running 45 feet per minute with 1-4-inch cut, traversing 4 inches per minute; the tool roughed 17 axles and was then in good order. It was reground to a different cutting edge and turned a further 12 axles at the same speed, the tool still being in good condition. The man at the lathes says that the best steel he has previously used would do only three to four axles before giving out."

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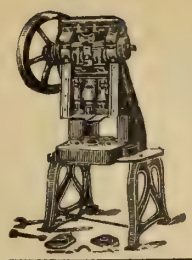

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If you grant that the United States Government is right when it states that emery is a mechanical admixture of Corundum and magnetite or hematite iron ore, you must at once grant the above deduction is logical.

But to use iron ore for polishing or grinding iron and steel would be absurd. If so, why use iron ore mixed with some Corundum instead of the pure abrasive **CRAIG MINE CRYSTAL CORUNDUM.**

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TORONTO, CANADA.

THE VALUE OF SYSTEM IN THE FACTORY.

By D. L. McGibbon, General Manager of The Canadian Rubber Co.

BEFORE proceeding with my remarks on system and organization, I would like to say a few words on what prompted me to inauguarate the series of lectures to employes of the Canadian Rubber Company, and the benefits to both company and employes it is hoped will be derived from them.

As you know it is only a little over a year since I assumed the management of the company, and having had no previous knowledge of the rubber industry, you can well imagine how ordinary phrases used in the rubber business first sounded to my ears.

In seeking detailed information I was struck with the fact that whilst employes in general could tell me what was necessary to do under certain circumstances, or how certain things had been done under other circumstances, very few could tell me the reason "why." It therefore seemed to me that it was important to educate employes, and more especially the younger element, in the practical rudiments of the rubber industry, and the best way to do this was by a course of short lectures.

Mr. Thornton has given a lecture on crude rubber, and Mr. MacLaren has given one on chemistry, both of which have been extremely interesting, as well as highly educative to me as I am sure they were to you. It occurred to me, however, that before going further with the lectures on crude rubber, chemistry or mechanical engineering, that a few words along the line of system and organization might be beneficial and that is what I am going to take up a few moments of your time with to-night.

I think you will all agree with me that the greatest successes in life have been occasioned by "concentration of purpose, energy and action" and I think it goes without saying that starting with a correct principle it can be better effected by proper system and organization than without it.

System and organization go hand in hand, but to be effective in commercial life, must be economical and simple. Too many systems are unwieldy and of the red tape order, and too many organizations spoiled by numbers or personalities. I do not intend to talk on system or organization as applied to a government, church, army or large commercial industry; on the contrary, I want to speak of the every day system and organization of the individual, whether he has one employe in his charge or one hundred, or to be more explicit the employe who has nothing else under his charge except his own individuality. If you look at existing conditions to-day you will find the most effective results obtained by those governments, churches or armies that have the best systems and organizations, and this should in itself be highly instructive to us.

What is system? System is a word used to define the mode and process of procedure in conducting an organization.

ORGANIZATION DEFINED.

What is organization? Organization is a word used to define an amalgamation of interests concentrated in obtaining the same results. In the case of this company, the system is the complete process, commencing with the purchase of the raw material to the selling of the finished article and prospective profitable results based on certan economic principles being carried out by employes (or in other words the organization).

Both system and organization, therefore, can either be good or bad, but I propose only to deal with them on the assumption that they are to be used for the betterment of conditions and for the attainment of proper results. To make any system effective and successful, those guiding and operating it must be fully conversant with—

1. The necessity of a system.
2. A thorough knowledge of the system proposed.
3. Absolute confidence that the system will do what is expected of it.

And above all, those operating it should see that no deviations are permitted.

To make any organization effective and successful depends principally on loyalty to superior officers as well as the employer and his business. Loyalty means a lot, and the employer knowing his employes' loyalty is assured of great assistance in perfecting his organization and obtaining results originally calculated on by means of his system.

It is impossible for me to outline a system in detail for every one, but I think each one can take home to himself the elementary principles of a correct system and proper organization and apply them to his individual case if required.

Let me illustrate what a good system and organization can do and what a good system and bad organization can do. A piece of delicate machinery requires oiling twice a day and the superintendent decides on a system of having it oiled at 7 a.m. and at 1 p.m., naming the quantity of oil to be used each time. He calculates by this that the machine will require so many gallons of oil in a month, and that the cost of oiling the machine for a month is a certain sum. He uses these figures in estimating the cost of operating his plant, and which naturally form the basis of costs of his finished product. In turn the selling price is made from his basis, and the employer having the cost and the selling prices before him sees a prospective profit. Now should the organization (in this case the man that oils the machine) carry out the system, namely of oiling the machine at 7 a.m. and 1 p.m., and use only the quantity named by the superintendent, the number of gallons used in a month and the cost of same will correspond with the estimate of the superintendent, and, therefore, the cost of the finished product (as far as the oil is concerned), as well as the selling price is the same as the original estimate, and the profit the employer originally figured on is earned. But should the organization not be loyal or accurate, and oil the machine at different times than instructed and use more oil than intended, the estimate of the superintendent, sales department, and employer are not realized, and the prospective profit is turned into an actual loss. This same principle applies to every one in the employ of the company, whether in the factory or office from the most insignificant position to those holding the highest executive positions.

SOME ILLUSTRATIONS.

Perhaps a few more illustrations in various departments may be of some help in determining how each of you should perform your particular duty and with your permission I will give them to you:

1. Firemen using too much coal.
2. Compounders careless in weighing.
3. Mill and calendar men, by loafing, losing use of machinery.
4. Cutters of raw material not sufficiently careful to minimize waste.
5. Makers of finished articles not sufficiently careful to avoid making imperfect goods.
6. Press heater, and vulcanizing employes, being too slow to empty and fill their receptacles, thus wasting steam

and heat, and taking chances of over or undercuring expensive goods.

7. Weighers, measurers and packers, through carelessness, causing complaints from customers for short weight, short measurement, or imperfect packing, or worse still, of causing an irreparable loss to employer by giving overweight or overmeasurement.

8. Cost clerk by inaccuracy causing quotations to be made based on wrong costs, thus either losing money by prices being too low, or losing trade by prices being too high.

9. Invoice clerks, by wrong extensions or additions, and incorrect copying of prices, losing customers for the company as well as money.

10. Travellers in their eagerness to show volumes of sales, making promises or concessions of some kind that they know their employer cannot afford.

11. Superintendents and managers of departments, by shielding disloyal, incompetent, untrustworthy employes, are assisting to unsystematize and disorganize the efforts of their employer.

12. The general manager or director who conserves his private interest to the detriment of the company, is no better than the humblest employe in this respect.

I could go on indefinitely with illustrations of this nature, but I think I have shown you sufficient to make you

LOCATING DEFECTS.

A large manufacturing industry might be properly systematized, but without a proper organization, the system will not be effective, but a good system will enable the employer to locate the defective parts of his organization.

Let me, therefore, entreat each and all of you to carry out to the letter the system adopted and report to your direct superior officer, be he a foreman, superintendent, or manager, any improvement that you think could be made, for it is by inventive suggestions that many an employe has gained rapid promotion.

Each and all of you form a component part of the organization of the Canadian Rubber Company, and if you are interested in your individual success and advancement, you will be interested in the success of the company, and assist to promote its interests, for, let me tell you plainly that if the company is successful your chances for more remuneration are much better. If, therefore, this is your desire, remember what I say tonight.

Understand and absolutely master your work.

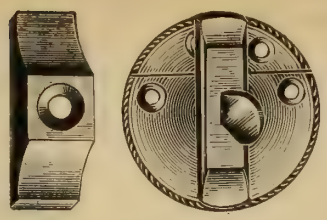
Do not steal from the company time that you are paid for.

Do not be afraid to ask questions relative to your work.

Do not be disheartened by failure, the old addage, if you don't at first succeed, try, try again, is an admirable precept to adopt.

Suggest improvements to your superior officers.

Above all, however, be loyal to yourselves, your superior officers, and the company, and if you do this your success is assured.



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Trial Offer—To any Hardware Dealer who will write to us upon his business letter head and inclose 75c. we will send a sample watch (duty not paid) and our catalogue, so that he can test its accuracy and durability

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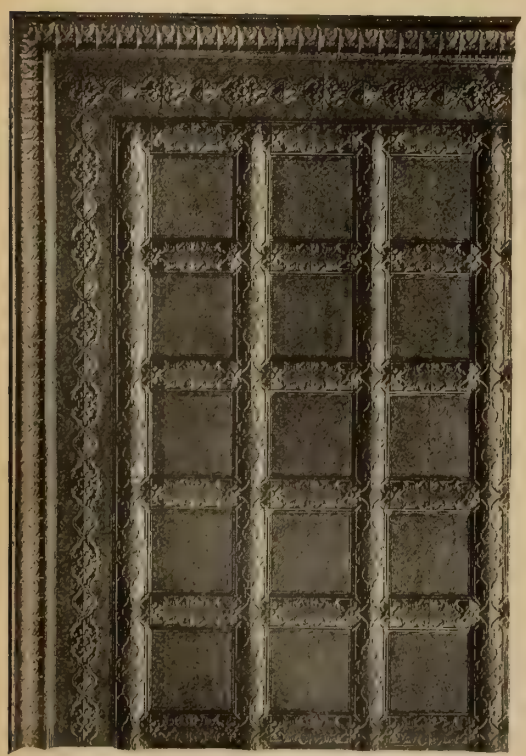
51-53 Maiden Lane, - - - NEW YORK, U.S.A.



Design No. 4715.

Louis XIV. Classification.

WE WORK WITH THE TRADE

giving control of our line to one dealer in a locality and have no difficulty in helping any progressive man to an extensive and lucrative trade. In good farming districts our representatives are now placing orders for car-lots of barn roofing for which they have taken orders. It is not too late to get after this trade in your locality for both new and old barns.

Our "SAFE LOCK" Galvanized Shingle and Corrugated Galvanized Sheets are favorites.

for barn roofing.

In METAL CEILINGS we have the easily erected catchy designs that take. Of course, if you are a sleepy easy-going, wait-for-trade dealer, this business will go through other channels. Why not wake up and get it?

The Metal Shingle & Siding Co., LIMITED

Preston, Ont.

REPRESENTATIVES:

CLARE & BROCKES, Winnipeg.

ELLIS & GROGAN, Calgary.

None so Blind As Those Who Won't See.

HARDWARE AND METAL can prove of valuable assistance to the selling end of any business which seeks trade among the hardware and general storekeepers of Canada.

We advance many plain, indisputable arguments to this effect.

And still there are some folks who can't see it.

Some who can't see how it's going to pay them.

And won't even invest a few dollars to find out.

Very few folks like this, but we would like to convince even them.

If we only could, we'd get a good deal of satisfaction out of it—and we know they would, too.

Don't you think they're blind to their own interests.

Here's a paper that finds a welcome in every worth-while grocery from Halifax to Vancouver once every week—so can't you see that an announcement of any interest must surely command some attention?

The advertising columns of HARDWARE AND METAL provide about the best waywe know of keeping in close touch with all the hardwaremen of Canada all the time.

You can see value in a paper like this—

Can't you?

Hardware and Metal

232 McGill St., MONTREAL. 10 Front St. E., TORONTO.

THE ENGINELESS AUTOMOBILE.

By A. J. C.

NOW is the time for the hardware man to establish himself as a medium for trade and repairs in automobiles and bicycles. The popularity of the automobile is so apparent that there needs to be said nothing under this head. With the bicycle there is an argument to be laid down.

It must be understood that the propelled vehicle, the little, engineless automobile, has returned to the vogue it formerly enjoyed, and any hesitancy in granting it the place it demands in a hardware man's stock will deprive the the rightful dealer of the profits he formerly enjoyed. If machine vehicles, either automobiles or bicycles, are given no attention by hardware men, and no attempt is made to meet demands, bicyclists and automobilists will be catered to by trades men in these special lines.

A piece of commercial history of this order has already come to pass with regard to the phonograph. It was rejected by the music dealers as not being properly an article of their stock. The result was that the phonograph found a place for itself and no one now thinks of going to the music dealers for either machines or records. This is particularly the case in England.

The bicycle, which is in demand this season, is an improved machine, boasting of a cushion frame and a coaster brake. The cushion device is set in the rear part of the frame, under the saddle. It springs by air pressure and absorbes the jar which is carried from the wheel to the body of the rider on a rigid frame. It makes the seat much more comfortable and secure.

The coaster brake is a most simple and serviceable device which may be fitted to any wheel without increasing its weight. The chief feature of the brake is that it enables the bicyclist to detach the sprocket wheel from the axle so that the wheels may revolve without bringing either the pedals or chain into play. This makes bicycling most pleasurable, as hills may be coasted, or the wheel run on level and smooth stretches without continuous peddling.

The brake feature of the coaster brake is employed when the rider presses back on the pedals. According to the pressure applied the wheel may be brought to a dead stop.

With these improvements it is safe to say that many old wheels will be discarded and improved ones purchased. In fact it has been calculated that many old wheels will be called in this season as they have realized the full possibilities of their life. A bicycle is durably made, but there is still a limit to its lasting qualities. Reports of sales show a substantial increase so far and the advertising that the leading firms both in Canada and the United States must greatly stimulate trade.

It is therefore an occasion for the hardware dealer to put himself in a position not only to meet, but to encourage demands, if he wishes to hold the trade for his advantage.

CONDENSED OR "WANT" ADVERTISEMENTS.

Advertisements under this heading, 2c. a word first insertion; 1c. a word each subsequent insertion.

Contractions count as one word, but five figures (as $1.000) are allowed as one word.

Cash remittance to cover cost **must** accompany all advertisements. **In no case** can this rule be overlooked. Advertisements received without remittance cannot be acknowledged.

Where replies come to our care to be forwarded, five cents must be added to cost to cover postage, etc.

AGENCY WANTED.

AN established Manufacturers' Agent in Montreal representing several large American houses, with representatives covering all Canadian territory, wishes to secure a good Canadian manufacturer's line in Hardware or Specialties. Address Box 102, HARDWARE AND METAL, Montreal. 20

TO EMPLOYERS.

The undersigned labor agent is prepared to forward help to employers who are short-handed. Picked hands of any trade procured on shortest notice, paying own passage. Over 800 registered, Terms moderate. F. C. SMITH, 22 Penton street, London, Eng. (14)

SITUATIONS VACANT.

FOREMAN MOULDER—For the new works of The Paris Plow Co.; must be a man of experience, with progressive ideas as to methods and understand melting and mixing of iron; also a cupola man; state experience and wages. The Paris Plow Co., Limited, Paris, Ont. (f)

WANTED—Hardware clerk; must be well up in the business and a good storekeeper; young man preferred. Apply stating experience to P.O. Box 293, New Westminster, B.C. (16)

TINSMITH—Good all around man at once. E. M. Shildrick, Paris, Ont. (14)

SITUATIONS WANTED.

HARDWARE SALESMAN—18 years' experience town and city; capable of taking charge of shop or department; references furnished on application; could travel for hardware or other line. Address Box 116, HARDWARE AND METAL, Toronto. (14)

Bronze Powders AND Gold Paint.

Geo. Ridout & Co., 77 York St., Toronto

"GLOBE"

STEAM AND GAS COX

GUARANTEED SATISFACTORY.

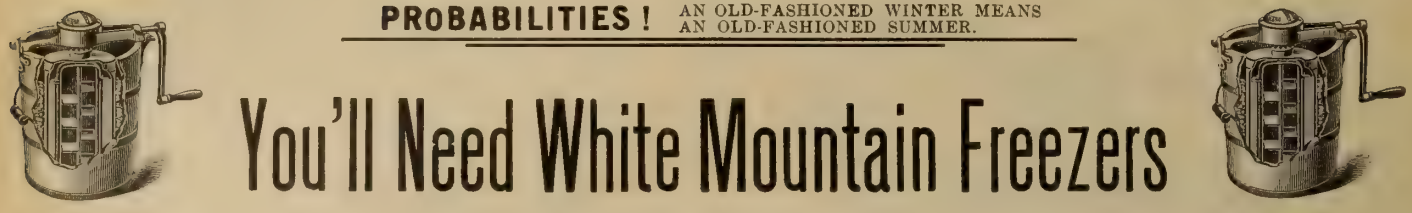
Catalogue "C" and Discount Sheet on application.

The Globe Brass Works

Detroit, U.S.A.

PROBABILITIES! AN OLD-FASHIONED WINTER MEANS AN OLD-FASHIONED SUMMER.

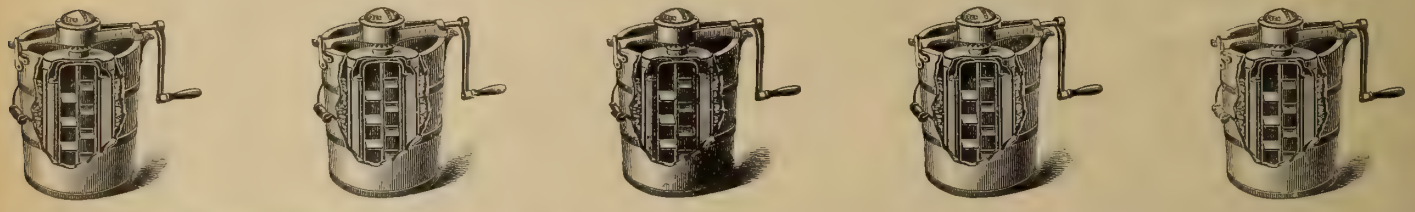
You'll Need White Mountain Freezers

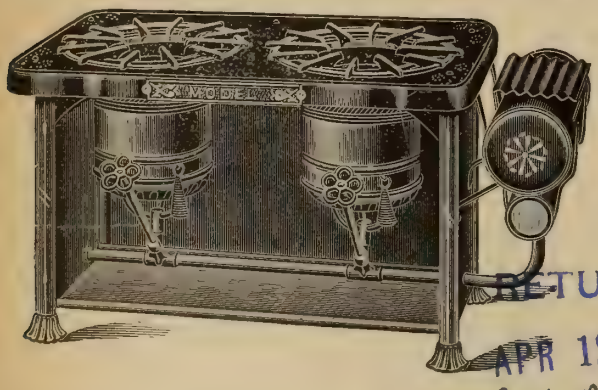


DON'T WAIT. ORDER NOW.

THE McClary Manufacturing Co.

London, Toronto, Montreal, Winnipeg, Vancouver and St. John, N.B.





MODEL WICKLESS

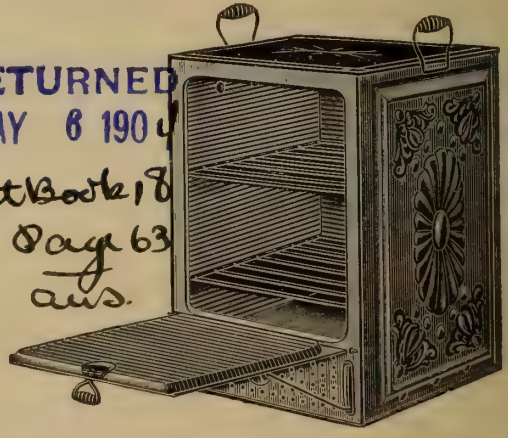
BLUE FLAME OIL STOVE.

Made in all styles and sizes.
Handsome full cabinet frame. Removable safety oil tank.
Brass sub-tank. Automatic feed.

RETURNED
APR 12 1904
Cut Book 17
Page 89
Ans.

MODEL OVENS

Knocked down. Polished steel with Japanned top. Double walls. Asbestos lined. Drop door. Perfect flue system.



RETURNED
MAY 6 1904
Cut Book 18
Page 63
Ans.

SUMMER QUEEN. GOLDEN STAR. TRIUMPH.

We have complete lines of all the above stoves, and can make prompt shipment.

THESE GOODS SELL LIKE THE PROVERBIAL HOT-CAKE. WRITE FOR CATALOGUE.

The McClary Manufacturing Co.

London, Toronto, Montreal, Winnipeg, Vancouver, St. John, N.B.

"Everything for the Tinshop."

HARDWARE AND METAL

President:
JOHN BAYNE MACLEAN.
Montreal.

The MacLean Publishing Co.
Limited

Publishers of Trade Newspapers which circulate in the Provinces of British Columbia, North-West Territories, Manitoba, Ontario, Quebec, Nova Scotia, New Brunswick, P.E. Island and Newfoundland.

OFFICES.

MONTREAL - - - - 232 McGill Street. Telephone Main 1255.
TORONTO - - - 10 Front Street East. Telephone Main 2701.
WINNIPEG, MAN. - Room 308, McIntyre Block. Telephone 1846. L. P. Luxton.
LONDON, ENG. - - 109 Fleet Street, E.C. J. Meredith McKim.
MANCHESTER, ENG. - 92 Market Street. H. S. Ashburner.
ST. JOHN, N.B. - - No. 3 Market Wharf. J. Hunter White.
NEW YORK - Room 1241 New York Life Bldg. W. T. Robson.
VANCOUVER, B.C. - Geo. S. B. Perry.

Subscription, Canada and United States, $2.00.
Great Britain and elsewhere - - 12s

Published every Saturday.

Cable Address { Adscript, London. Adscript, Canada.

RECIPROCITY AND THE NEW ENGLAND STATES.

CONDITIONS at present existing in the New England States and which are particularly marked in Boston and the surrounding district, are of no little interest to Canadians at a time when the preferential campaign is being exploited at home and in Great Britain.

The one-time prosperity of Boston has been seriously impared by the removal of many manufacturing industries and a large number of people into the New York districts, and Bostonians are now awakening to the fact that some measures will have to be taken in order to attract commerce to that city and district. In view of this a strong sentiment has sprung up in favor of the removal of the tariff wall. By such means, it is thought, that much of the export trade of Canada may be transferred to that port, which is much nearer and easier of access than either Halifax or St. John.

Another factor largely responsible for the strong feeling in favor of free trade between Canada and the United States, is the great difficulty experienced in provisioning the city and districts of Boston, owing to the poor condition of the agricultural lands, many of the farmers having deserted on account of their inability to produce satisfactory crops. Should an understanding become possible with Canada in regard to reciprocity, a ready market would be available for Canadian produce. This would remove the difficulty of provisioning Boston districts, and place the population on a wage-living basis.

In the event of the preferential tariff becoming an established fact between Great Britain and her colonies, many New England manufacturers are discussing the advisability of establishing branch factories for their industries on Canadian soil, which would at once give them all the benefits of free trade with Great Britain. It would appear that Canada stands to win whichever policy is adopted.

DO NOT BE A "KNOCKER."

"A KNOCKER" is the parlance of the street to designate a disgruntled individual who makes it his business or delight to "knock" or hurt in any possible way another person or a company with whom he has been at one time associated. It is frequently applied to the man who for reasons sufficient to the employer, has been permitted to seek another situation, and who, engaging with some other concern, busies himself in running down or caluminating his previous employers. Back-biting, or "knocking" is a dangerous game outside of any legal liability the "knocker" may assume; it is a "boomerang" which, when it rebounds inflicts more damage to the thrower, than to his victim. It is a Nemesis bound to bring sorrow in its wake, and its employment has been the cause of ruining the business prospects of many a bright young man.

Instances are numerous in the life of every concern where the "knocker" has tried to depreciate the commercial standing of his former employers, by either directly slurring the whole firm, or casting reflections upon the character of its individual members; by giving away to the customers of the old house "inside" information of supposed value, or by depreciating certain acknowledged virtues of the goods of the house. The "knocker" is very prolific in ways and means of making his tactics felt; in many instances a truly Machivelian spirit and finesse is shown. Iago's consummate and artistic deviltry is clumsy malignity in comparison with the work of the modern "knocker", the work of Shakespeare's creature against the proud Moor bears the palliating excuse of jealousy, but the "knocker" of to-day has as a rule only a coarse vindictiveness as apology.

The expression that "Chickens will come home to roost" is as true as gospel, and distinctly applicable to the "knocker" and his words and deeds, and often the remorse comes too late after the young man has changed his employment half a dozen times. Reputation travels by wireless telegraphy. and though the applicant for a position may not be told so, his would-be-employer has heard of the propensity to "run down" each house after severing connection therewith, and naturally has no fact that he had been too prone to the same with him.

The "knocker" is impolitic as well as foolish, the "wheels of time turn round," and he can never know when the favor of his old employer will be required, and be serviceable in furthering some desirable business scheme. Cases have occurred where a dismissed employe could have re-engaged with his old house, probably been received on favorable terms, had it not been for the fact that he had been too prone to "knock" the house in every way.

We have in mind a recent occurrence where a young man who had held a good situation in one of Canada's leading commercial houses, was for reasons of inebriety allowed to sever his connection with the firm. Valuable though he was in every way, his employers felt that in the interest of their trade and their commercial reputation, they would be

unwise to allow him to continue as a member of their travelling staff. The young man secured a position with a rival house, and influenced no doubt by family pressure stopped indulging in strong drink and attended to his duties with his new employers. One great fault, however, he acquired in place of his old drinking habits, was that he lost no opportunity of maligning his old employers persistently and vindictively. Calling as he naturally did on his old customers, and pursuing his unwise vituperation, he was met with the question : "How is it that your old firm is everything that is bad now, and unworthy of our trade, when for the past six years you couldn't say anything but what was good of them? No, we don't think we'll change our account old man. There must be something wrong about this."

In a sense, this was the question he had to answer all over his ground. After a few years a vacancy occured in his old house's staff and things not being as bright with him as they might have been, he made application for the position. It was duly received, and would have been favorably considered had the firm not felt themselves too highly outraged and maligned by their old traveller during his stay with their competitor. They consequently wrote him regretting that while they had considered his application in the very best light possible, they felt that his unwise words had weakened their confidence too seriously to admit of their re-engaging him.

This is not an imaginary case, and with slight variations, not an uncommon one. But business men and employers generally weigh very carefully the actions and words of their employes, and the so-called "knocker's" reputation is a bar to steady employment. Our advice to young men changing their positions from one firm to another is : Don't be a "knocker," leave your employers in a friendly way, and though your heart may be filled with revengeful thoughts, keep a curb on your tongue. If you feel that you cannot say any good things of them, don't say anything to the contrary,—there must be something good about the house and its dealings after all, or they wouldn't be where they are, or do the business they are doing. Get another job and "saw wood" for your new employers, and use your own saw; don't throw too many knotted pieces on your neighbor's wood pile, those knotted pieces make the best fire once they get started, and they don't burn away as fast as your own clear-cut sticks. Winter coming along, you might wish you had kept the knotted pieces yourself—remember about the "Chickens coming home to roost." Don't try to build up your own reputation at the expense of someone else in your line of business—don't be a knocker. Don't slur the reputation of your old employers. What is it that Shakespeare says :

"He that steals my purse, steals trash, but he that filches from me my good name robs me of that which not enriches him, and makes me poor indeed."

RETAILERS SHOULD ORGANIZE.

The attention of retail hardware dealers all over Canada is directed to the report of the Toronto Retail Hardware Association banquet in another part of this paper. Hardware and Metal has long advocated a more thorough organization of retail hardwaremen and is glad to note how thoroughly its views are endorsed by representative men in the trade.

THE SURTAX AND GERMAN CEMENTS.

IN October last Hardware and Metal had an article pointing out that if the German cement manufacturers are to retain their hold upon the Canadian market in spite of the surtax they will be forced to reduce their prices. Germany is producing much more cement than the demands of the home market warrant and in order to keep her immense plants working she is compelled to dispose of a very large surplus abroad even at prices below the cost of production. For a long time the export price of German cements has been very low; in fact, the price has about represented the actual cost of manufacture and some importers were inclined to believe that the German makers would retire from the Canadian market rather than make a further reduction which would entail an actual loss. However, the German makers have apparently decided to meet the surtax in part and several importers state that they have been offered German cements at the old price plus only half the surtax. Evidently the German is not prepared to abandon his Canadian cement trade without a struggle. Perhaps he has some hopes that the surtax will not last forever. and is determined in the meantime to keep his brands on the market.

Large stocks of German cement were accumulated last Fall by the leading importers before the surtax went into effect. During the Winter months, the sales were not very large and as most importers have stocks on hand sufficient to supply the demand for some months they are not buying very freely even at the concessions offered. Meanwhile the Canadian manufacturers should be able to push the domestic article into greater prominence and importers say that they see no reason why the Belgian and English cements should not profit at the expense of their handicapped German rival.

A few years ago the German cements had a hold upon the Canadian market which it would have required more than the present surtax to shake. This was due to the superior quality of the German cements. The German manufacturer ground his cement buch finer than did his competitors and therby greatly increased its tensile strength. But the English and Belgian makers have since installed new machinery and experts say that their produt is quite the equal of the German. Most of our Canadian manufacturers have shown great enterprise in equipping their plants with the best machinery and their product challenges comparison with the world.

Hence there are few buyers who are willing to pay an increased price for the German article and in order to retain his hold upon the Canadian market the German manufacturer may be forced to reduce his prices to the full extent of the surtax. Whether or not he will do so remains to be seen.

FIELD FENCING IN THE HARDWARE STORE.

AT the last convention of the Iowa Retail Hardware Dealers' Association the subject of fencing was discussed. It was agreed that the day of the barb-wire fence had passed. An estimate of the needs of fencing in Iowa showed a total of $35,502,400, which would aggregate a big business for the fence dealers of the state. It was pointed out that three classes of dealers handle fence—hardware dealers, implement dealers and lumber dealers. The proportion that each class of dealers handle in the state is about as follows: Hardware dealers, one-half of the entire amount; lumber dealers, three-fifths, and implement dealers, two-fifths of the balance. These of course, are largely estimated, but in the main are correct. This will give the hardware dealers about $18,000,000 worth of fence to distribute to the farmers of the State of Iowa during the next few years.

These figures are highly significant, and can be compared with an easy calculation applied to any portion of the Dominion of Canada. The woven wire fencing department of the Canadian hardware dealer's business cannot fail to increase in importance and profit. The trade is coming back to the hardware dealer and it can be plainly seen that the factory-made fence, complete in the roll, is replacing the field-made article. It is to the advantage of the hardware merchant to introduce a fence with which he can build up a permanent trade. He should examine all the principal makes very carefully and select the strongest, most durable and most economical. Fencing made of the heaviest wire, requiring the fewest posts and possessing rigidity and elasticity at the same time, should be his choice to begin with. With such a fence he will have no trouble in satisfying customers and in building up a trade, the possibilities of which are to be measured only by the extent of the arable lands of our great country.

A FIRM IRON MARKET.

A REMARKABLE change in the iron and steel market has taken place in the past six weeks. For months the iron market of the United States had been in an unsettled condition, due primarily to continued increase in production without a corresponding advance in consumption. So general was the curtailment of production that depression was predicted throughout the United States. Strength was given to this opinion by the heavy slump of stocks, notably of "industrials," chief of which was that of the United States Steel Corporation.

Such a condition of affairs in the big Republic to the south naturally caused some forebodings in Canada, which manifested itself in an agitation for greater "protection" against the possibilities of the "dumping" of United States goods on the Canadian market.

However, the fears of the many were not realized. Big crops in the West in both the United States and Canada, did much to offset the contraction of business in the East, and to stem the current of pessimistic opinion which was such a material factor in depressing the market.

Slowly, but surely, confidence was regained. The railroads gave orders to go on with extensions decided on months before, but suspended owing to lessening receipts. Building operations were continued on a larger scale. It is a noteworthy fact that the iron and steel market to-day depends in important measure on the business in rails and structural steel. As the demand increased blast furnaces which were "blown out" were again started, until the production had again attained a volume even greater than its highest record previously. Yet stocks did not accumulate. Then the market gathered renewed strength and prices have stiffened, last week's advance of 50 to 75c. per ton being an indisputable indication of the turn of events.

The Canadian market has not failed to respond to the stronger feeling in the United States. All iron and steel products have stiffened in value. The situation is simply that, whereas a few weeks ago there was uncertainty, to-day there is a widespread confidence and insistence on full prices.

MANUFACTURING ESTABLISHMENT WANTED.

A subscriber in Almonte, Ontario, writes to Hardware and Metal as follows:

"Have you the name of any firm that are looking for an A 1 location to start a manufacturing business in. We have one of the prettiest towns in the Ottawa valley, and have more manufacturing done here than in any other town of its size in Onatrio. We are anxious to have some other industry start here as we have the best of water power going to waste."

Any firm looking for a good location might do well to examine the advantages which Almonte has to offer. Hardware and Metal will put any inquirer in communication with this subscriber. Address editor Hardware and Metal, Montreal.

PERSONAL MENTION.

Mr. A. E. Carmichael, who has for the past four years represented Marshall Wells Hardware Co., of Winnipeg, in Alberta and British Columbia, is leaving for Winnipeg to take a position in the house. J. W. Nivin succeeds him, with headquarters at Calgary, N.W.T.

Mr. G. Stothart, hardware merchant, Chatham, N.B., has enlarged his business connection by opening a first-class crockery store. Miss McLean is at present managing the new store.

INQUIRIES FOR CANADIAN TRADE.

The following were among the inquiries relating to Canadian trade recently received at the Canadian Government office in London, Eng.

1. A London importer is seeking supplies of maple and hickory skewers from Canada in carloads of 160 barrels.

2 A capable representative in Canada is required by the Swiss proprietor of a process for preserving boilers against incrustation.

4. A London merchant offering good references is open to represent Canadian houses either as a buying or selling agent.

[The names of those making inquiries may be obtained from the Editor of HARDWARE AND METAL.]

MARKETS AND MARKET NOTES

QUEBEC MARKETS.

Office of HARDWARE AND METAL,
232 McGill Street.
Montreal, March 31, 1904.

Hardware.

GENERAL conditions in the local hardware market continue much the same as at the time of our last report. The jobbing houses are now obtaining good supplies from the manufacturers and are able to ship most lines promptly. During the long blockade jobber as well as retailer was often short of goods. Shipments are now being made in large quantities and the local wholesale houses are scenes of bustling activity. Orders are coming in steadily for all lines of Spring and Summer goods and the indications point to an exceptionally busy April and May. It is not impossible that by the end of May the total volume of business for the five months of 1904 may equal that of 1903. But while orders are coming in satisfactorily and all the indications point to a large turnover of business, the wholesale houses report that collections are still very disappointing. The country roads are reported impassable in many districts and consequently retail business has not yet recovered from the paralysis of the Winter months when all traffic was stopped by the snow blockades. Retailers are unable to get their money and their business is still small. Consequently jobber and manufacturer are forced to carry the accounts of many reputable retail firms which seldom or never before had to ask for an extension of time. Money continues very tight and the trade are waiting anxiously for the opening of country roads and the wonderful impetus which it is expected to give to business.

Price changes this week are few, the only change of importance being an advance of about 15 per cent. in brass door latches.

Sap Spouts—Selling in large quantities in Eastern Townships and throughout the province. The price is $6.75 per 1,000. Cook's sugar bits are selling at 50 per cent. off list.

Churns—There are numerous inquiries for most lines of churns and business during the week is reported very satisfactory. The discounts are 40 and 15 per cent. f.o.b. Montreal and 30 and 30 per cent. f.o.b. factory.

Poultry Netting—Shipments are now being made for orders received during the last two months. Most orders have been already booked but a few are still being received. Discounts are, for 2-inch 19-gauge standard extras are 60 and 5; for 2-inch 16-gauge, the discounts are 55 and 5 per cent.

Galvanized Poultry Nettings Staples—In steady request at former prices which were as follows: Sizes 5-8, 3-4, 1, 1 1-8, 10-lb boxes, $12.50 list; 25 and 50-lb boxes, $12.25 list; 100-lb boxes, $12 list. Less 57 1-2 per cent.

Bed Staples—The discount on the Montreal Rolling Mills Company's and the B. Greening Wire Company's lists is 57 1-2 per cent. The discounts on the Dominion Wire Company's list are 25 and 2 1-2 per cent.

Blind Staples—The discount is 40 per cent.

Boxwood Rules—Discounts range from 52 1-2 to 50 per cent. off list.

Hardwood Step Ladders—Prices are not uniform and are scarcely quotable, but as was noted before, there has been a general advance of about 20 per cent.

Shot Guns—As was noted in last week's issue, American single-barrel guns are now very cheap and scarcely quotable. Until a short time ago, there was an agreed price among the manufacturers, but this price is not now being maintained and owing to excessive competition the trade can, for a short time at least, secure these goods at or near cost. It is not likely that this condition of affairs will continue long.

Wooden Goods—As noted last week, some lines of wooden tubs have been advanced about 5 per cent. All lines of wooden goods are firm in price.

Heavy Screw Hooks and Hinges—The demand shows considerable improvement. Size 12 inches and upward are selling at $3.25 per 100 lbs; the price of 6, 8 and 10-inch sizes is $4.25.

Lawn Mowers—There is a steady demand this week at the following unchang prices: With 8-inch wheel, sizes 12, 14 and 16 inch, $2.65 each; with 9-inch wheel, size 12, $3; size 14, $3.12 1-2; size 16, $3.25 each; Philadelphia pattern, size 12, $3.25, size 14, $3.50; size 16, $3.75 each; High Wheel, size 12, $4; 14, $4.25; 16, $4.50; 18 $4.75; 20, $5.25 each.

Garden Hose—Trade continues satisfactory at the following unchanged discounts: Trade, 75 per cent.; Western, 65 and 10 per cent.; White, 40 and 10 per cent.; Maroon, 40 and 10 per cent.; cotton, 60 per cent.

Harvest Tools—The discount is 60 per cent.

Spring Hinges—There is a fair demand at steady prices. We quote: No. 5, $17.25 per gross; No. 10 $18 per gross: No. 20, $10.50; No. 120, $20 No.. 51, $9.25; No. 50, $27.50.

Wire Nails—Prices continue steady at the following figures: $2.40 per keg carlots and $2.45 per keg in small lots f.o.b. Gananoque, Montreal, London, Hamilton, Toronto, Brantford and St. John.

Cut Nails—Prices rule steady at former quotations. There is very little doing. We quote $2.30 per keg f.o.b. Montreal, Toronto, Hamilton and St. John.

Fence Staples—A few large orders from Manitoba were booked this week for shipment at the opening of navigation. Prices continue firm as follows: $3 per 100-lb keg for galvanized, and $2.80 for bright; 25 to 50-lb packages, 25c extra.

Pressed Spikes—The discount is 25 per cent.

Horseshoes—There is very little business at present. Prices have not been changed. We quote: Iron shoes, light and medium pattern, No. 2 and larger, $3.65; No. 1 and smaller, $3.90; snow pattern, No. 2 and larger, $3.90; No. 1 and smaller, $4.15; light steel shoes, No. 2 and larger, $3.80; No. 1 and smaller, $4.05; featherweight, all sizes, 0 to 4, $5.35; toe weight, all sizes, 1 to 4, $6.60. Shoes more than one size in a keg, 10c per keg extra f.o.b. Montreal only.

Horsenails—There is nothing doing at present. We quote: C brand, 40, 10 and 71-2 per cent. off list; other brands 55 to 57 1-2 per cent. off.

Screen Wire Cloth—The price is $1.50 per 100 square feet.

Galvanized Coil Spring Wire—There has been a considerable improvement in the demand for this line during the last week. Prices are steady at former figures. Our quotations are as follows: Nos. 6, 7 and 8, $3.20; No. 9, $2.70; No 10, $3.30; No. 11, $3.35; No. 12, $2.95; No. 13, $3.10. Carlots 5 cents less. Freight prepaid in less than car lots to extent of 25 cents and in carlots to extent of 20 cents. For following factory points freight is equalized: Montreal, Hamilton, London, Welland, Windsor, Stratford.

Galvanized Wire—The demand has been brisk this week. Prices continue as follows: No. 5, $3.65; Nos. 6, 7 and 8, $3.10; No. 9, $2.45; No. 10, $3.15; No. 11, $3.20; No. 12, $2.60; No. 13, $2.70; No. 14, $3.70. In carlots f.o.b. Cleveland, No. 5, $2.15; Nos. 6, 7, 8 and 9, $2.10; No. 10, $2.15; No. 11 $2.20; No. 12, $2.25; No. 13, $2.35; No. 14, $2.45. In less than carlots 12 1-2c extra per 100 lbs will be charged.

Barb Wire—There is not much doing at present as most retailers have bought early in the season. We quote as follows: $2.75 per 100 lbs f.o.b. Montreal and $2.50 f.o.b. Cleveland. Carlots of 15 tons $2.40 f.o.b. Cleveland.

Smooth Steel Wire—There is a moderate demand at the following prices: Bright and annealed, $2.50 per 100 lb

f.o.b. Montreal, Toronto, Halifax, London, Hamilton and St. John. Net extras per 100 lb are now as follows: Coppered wire, 60c; tinned wire, $2; oiling, 10c; spring wire, $1.25; best steel wire, 75c; bright soft-drawn, 15c; hay-baling wire, 20 to 25c.

Annealed Hay Wire—Annealed hay wire and annealed and oiled wire are now sold at list prices plus the usual extras. As noted before this is equivalent to an advance of 25 cents per 100 lbs on hay wire.

Fine Steel Wire—There is only a moderate enquiry. The discount is 25 per cent, with net extras as follows: 1 and 2-lb hanks, 25c per 100-lbs; 1-2-lb hanks, 37 1-2c; 1-4-lb hanks, 50c.

Brass Wire—The market is quiet. The discount is 60 per cent.

Copper Wire—There is very little doing. The discount is 60 per cent.

Rivets and Burrs—Prices are steady and the demand is brisk. We quote the following discounts: Best iron rivets section carriage and wagon box, black rivets, tinned do., coopers' rivets and tinned swede rivets, 60 and 10 per cent.; swedes iron burrs are quoted at 55 per cent. off; copper rivets with the usual proportion of burrs, 45 per cent. off and coppered iron rivets and burrs, in 5-lb carton boxes are quoted at 60 and 10 per cent. off list.

Bolts and Nuts—There is considerable activity in bolts and nuts, "rush" orders being numerous. Manufacturers have good stocks on hand. Discounts continue as follows: Carriage bolts common, ($1.00) list 3-16 and 1-4 diameter, 60 per cent.; carriage bolts, common ($1) list, 5-16 and 3-8 diameter, 55 and 5 per cent.; carriage bolts, common ($1) list, 7-16 diameter and up, 55 per cent.; carriage bolts, full square ($2.40) list, 60 per cent.; carriage bolts, Norway iron ($3) list, 60 per cent.; machine bolts, 3-8 diameter and under, 60 per cent.; machine bolts, 7-16 diameter and larger, 55 and 5 per cent.; plow bolts, 55 and 5 per cent.; blank bolts, 55 and 5 per cent.; bolt ends, 55 and 5 per cent.; sleigh shoe bolts, 70 per cent.; coach screws, cone point, 70 per cent.; nuts, square, all sizes 4c per lb off; nuts, hexagon, all sizes, 4 1-4c per lb off.

Washers, 45 per cent. off.

Screws—The demand is now becoming brisk as there is every indication that building operations this year will be extensive. The discounts are still as follows: Round head, bright, 82 1-2 per cent.; flat head bright, 87 1-2 per cent.; brass, round head, 75 per cent.; brass, flat head 80 per cent.

Cordage—Cotton goods are very firmly held at prices quoted. The rope market is steady. We quote as follows: Pure manila, 15c; British pure manila, 12 1-2c; sisal, 12c; double lathyarn, 11c; single lathyarn, 10 1-2c; Russian tarred spunyarn, 13 1-2c; jute rope, 3-8-in in diameter and upwards, 9c; cotton rope, 21c; cotton twine, 24c for 3 and 4 ply. Cotton bedcord, 90c to $1.70, according to length. Sash cord 30 to 31 1-2c; cotton candle wick, 22 to 24c.

Building Paper—There is a further improvement in the demand. Our quotations continue as follows: Tarred felt, $1.85 per 100 lb; 2-ply ready roofing, 90c per roll; 3-ply, $1.15 per roll; carpet felt, $2.25 per 100 lb; dry sheathing, 40c per roll; tar sheathing, 50c per roll; dry fibre, 55c per roll; tarred fibre, 65c per roll O.K. and I.X.L., 70c per roll; heavy straw and sheathing, $35 per ton; slaters' felt, 65c per roll.

Cement—Some remarks on the situation in German cements will be found in another column. German manufacturers are reducing their prices by half the amount of the surtax, but it is doubtful if this will be sufficient to hold the market for them. Stocks of German cement held by importers are large and as yet no changes have been made in price. We quote as follows: Canadian cement, $1.90 to $2.25; German, $2.25 to $2.40; English, $2.15 to $2.25; Belgian, $1.70 to $1.95 per barrel, ex store, and American, $2.20 to $2.40 ex-cars.

Firebricks—There is a considerable movement in firebricks this week. Quotations are: English $16 to $22 per 1,000; Scotch $17 to $22.

PLUMBING GOODS.

Few changes in prices are quoted this week. The market is active in all lines of plumbing supplies, and prices seem about stationary for the present. In the pound class of malleable fittings, however, there has been a slight reduction in the price, and they are now discounted at 20 per cent. Other lines are unchanged.

Lead Pipe—This is in good demand. The price of composition is 8c, and of ordinary 7c. The discount is 35 per cent.

Soil Pipe and Fittings—A fairly large amount of business has transpired during the week. Our quotatons are: Light soil pipe, 3 to 6-in, 50 and 10 per cent.; medium and extra heavy soil pipe, 2 to 6-in, 60 per cent.; extra heavy soil pipe, 8-in, 45 per cent. Light fittings, 2 to 6-in, 50 and 10 per cent.; medium and extra heavy fittings, 2 to 6-in, 60 and 5 per cent.; extra heavy fittings 8-in, 45 per cent.

Iron Pipe—There is an active inquiry and a good trade is passing. There is no quotable change. Our quotations are: Standard pipe, per 100 feet, in length under 19 feet—black, 1-8-in, $2.30; 1-4-in, $2.30; 3-8-in, $2.55; 1-2-in, $2.85; 3-4-in, $3.65; 1-in, $5.20; 1 1-4-in, $7.35; 1 1-2-in, $8.95; 2-in, $12.55. Galvanized—1-4-in, $3.20; 3-8-in, $3.45; 1-2-in, $3.90; 3-4-in, $5; 1-in, $7.20; 1 1-4in, $10.05; 1 1-2-in, $12.20; 2-in, $16.85. In the above the discount on 1-8, 1-4 and 3-8 in black and 1-4 and 3-8 in galvanized is 12 1-2 per cent.: and on 1-2 to 2, inclusive, in black and galvanized is 15 per cent. Extra heavy pipe, plain ends, are quoted per 100 feet as follows: Black, 1-2-in, $4.20; 3-4-in, $5.25; 1-in, $7.55; 1 1-4-in, $10.55; 1 1-2-in, $12.75; 2-in, $17.60. Galvanized—1-2-in, $5.25; 3-4-in, $6.65; 1-in, $9.55; 1 1-4-in, $13.25; 1 1-2-in, $16; 2-in, $21.90. The discount on all sizes of extra heavy pipe is 12-12 per cent.

Solder—The demand for solder keeps up well and a brisk trade is doing. We quote: Bar solder, 18c; wire solder, 18 1-2c.

METALS.

Orders for delivery after navigation opens continue to arrive freely from both Eastern and Western river ports, and rush orders are also numerous. Iron and structural steel have been in good demand, though for railway account there has been but a comparatively small amount of business transacted. There have been no quotable changes. Copper has remained at last quotations, and though quiet on the market is still firm. Lead is also firm in sympathy with New York quotations. Tin is somewhat easier, but prices have been well maintained and no change can be quoted this week.

Pig Iron—This market remains in about the same condition as at our last report. There is little business at present in any line, but some big contracts with the railways and larger foundries are pending for delivery at the opening of navigation. Summerlee is quoted at $20.25 to $20.75 per ton. No. 1 Middlesboro, delivered at opening of navigation is worth $16 on wharf, Montreal, and No. 2 sells at $15.50. Ferrona iron, delivered in Montreal in car lots is quoted as follows: No. 1, $18; No. 2, $17.50; No. 3, $16.50; No. 4, $16.

Bar Iron—A fairly good trade is doing in bar iron and prices are unchanged. We quote: Merchants' bar, $1.75; horseshoe iron, $2; forged iron, $1.95.

Black Sheets—The market is active and unchanged. We quote as follows: 28-gauge, $2.35; 26-gauge, $2.30; 22 to 24-gauge, $2.25; 19 to 20-gauge, $2.30, and 80 to 10-gauge, $2.40.

Steel—Steel continues in good steady demand at the prices here quoted: Sleighshoes, $1.90; tire, $1.95 to $2.10; spring, $2.75 to $2.95; toe calk, $2.55; machinery (iron finish), $2.45; square harrow, $2.45.

Tool Steel—There has been no change whatever in tool steel. We quote: Black Diamond, 8 to 9c; Sanderson's, 8 to 9c, according to the grade; Jesson's, 13c; Jonas & Colver's, 10 to 20c; "Air Hardening," 65c per lb: Conqueror, 7 1-4c.

Sheet Zinc—There is a fair demand. Sales have been made at $6.15 to $6.25 for cask lots and $6.50 for smaller.

Galvarized Iron—A few good orders have been received this week. Prices are unchanged and we quote: 28-gauge, Queen's Head, $4.30; Gorbal's "Best Best," $4.30; Apollo, 10 3-4 oz, $4.30; Fleur-de-Lis, $4; Comet, $4; Bell brand, $4. In less than case lots 25c extra.

Tinplates—Jobbers report that some sizes of tinplates are almost unobtain-

able from stock, and prices on all lines are very firm. We quote: Cokes, $3.75; charcoals, $4.

Terne Plates—There is no change. For present delivery the price is $6.75, though after the opening of navigation this price would be shaded.

Ingot Tin—Though New York reports quote pig tin somewhat easier there has been no change locally and we quote 32 1-2 to 33c in small lots.

Ingot Copper—Copper has been steady during the week and no quotable change is reported though the tone of the market is firm. We quote 13 3-4 to 14c per lb.

Antimony—There is a steady demand and the price is 8c per lb.

Coil Chain—Chain is moving out fairly well, and the market is steady with prices unchanged. Our quotations are as follows: No. 6, 10c; No. 5, 9c; No. 4, 8 1-2c; No. 3, 7c; 1-4-in, $6.10; 5-16-in, $4.70; 3-8-in, $4; 7-16-in, $3.80; 1-2-in, $3.70; 9-16-in, $3.55; 5-8-in, $3.35; 3-4-in, $3.30; 7-8-in, $3.25; and 1-in, $3.20 with 10c allowance on carlots.

Canada Plates—The market is firm. A fair trade is doing. We quote: 52s, $2.30; 60s, $2.40; 75s, $2.55; full polished, $3.60 and galvanized, $4 to $4.10; galvanized 60s, $4.25 to $4.35.

Pig Lead—The local market continues firm, in sympathy with the feeling in New York. Prices, however, are as yet unchanged, and quotations are $3.40 to $3.50 according to quantity.

Zinc Spelter—We quote 6c.

Scrap Metals—Prices in general are slightly firmer. There is still a good demand for No. 1 cast scrap, but wrought iron is still dull. Copper continues to move briskly and indications are that higher prices will prevail. We quote: Heavy copper and wire, 10 1-2 to 11c per lb; light copper, 10c; heavy red brass, 10 to 10 1-4c; heavy yellow brass, 8 1-2c; light brass, 5 1-2c; lead, 2 3-4c; zinc, 2 3-4 to 3c; iron, No. 1 wrought, $10 to $12; machinery scrap, $15 to $16; stove plate, $12; mixed country rags, 65 to 75c per 100 lbs; old rubbers 5 1-2 to 6c per lb.

HIDES.

Further advances and declines were marked in hides but the normal prices of last week ruled at the close. We quote:

No. 1 beef hides	0 08 0 08½
No. 2 "	0 07 0 07½
No. 3 "	0 06 0 06½
Lambskins	0 75
No. 1 calfskins	0 11

ONTARIO MARKETS.

Office of HARDWARE AND METAL,

10 Front street east.

Toronto, April 2, 1904.

DESPITE the interruption of the holiday, business has been excellent during the past week, the range of orders including practically all seasonable lines. An advance of 10 per cent is noted in all chain quotations. Bolts and nuts are firm, an advance being anticipated. Wire prices are strengthening. Other lines are steady and without change.

Chain—An advance of 10 per cent. is noted in chain, the new prices being, 1-4-inch, $5.60; 5-16-inch, $4.45; 3-8-inch, $3.85; 7-16-inch, $3.70; 1-2-inch, $3.55; 9-16-inch, $3.45; 5-8-inch, $3.35; 3-4-inch, $3.25. A good business is reported.

Lawn Mowers—A good trade continues with prices steady at the following basis of prices: Woodyatt, 10 1-2 inch wheel, $8.50; Star, 9 inch, $7; Daisy, 8 inch, $5.75; Philadelphia, 7 1-2 inch, $7; Ontario, 7 1-2 inch, $15.80; King Edward, 12 inch, $9.50 (14-inch cut in aboce). D. Maxwell & Sons, 10 1-2 inch, $7.50 to $10; 9 inch, $5.50 to $6.25; 8 inch, $4.90 to $5.50. Discount 50 per cent.

Screen Doors—A good business is being done. Prices are nominally unchanged as follows: Common, two or three panel, walnut, 4 inch, $6.50; yellow and green stained, $6.75; in natural colors oil finish, $8.75, with 20c less for 3-inch style.

Screen Wire Cloth—Prices are steady at $1.50.

Spring Hinges—An improved trade is reported with prices steady as follows: No. 5, $17.25 per gross; No. 10, $18 per gross; No. 20, $10.50; No. 120, $20; No. 51, $9.25; No. 50, $27.50.

Galvanized Wire—Business is improving and prices are strengthening. We quote the following prices: No. 5, $3.65; Nos. 6, 7 and 8, $3.10; No. 9, $2.45; No. 10, $3.15; No. 11, $3.20; No. 12, $2.60; No. 13, $2.70; No. 14, $3.70. In carlots f.o.b. Cleveland, No. 5, $2.15; Nos. 6, 7, 8 and 9, $2.10; No. 10, $2.15; No. 11, $2.20; No. 12, $2.25; No. 13, $2.35; No. 14, $2.45. In less than carlots, 12 1-2c per 100 lbs extra charged.

Barb Wire—Trade is moving briskly. Our quotations are again as follows: $2.75 per 100 lbs f.o.b. Toronto, and $2.50 f.o.b. Cleveland. Carlots of 15 tons, $2.40 f.o.b. Cleveland.

Coiled Spring Wire—An excellent trade is reported. The market is steady. We quote the following prices: No. 9, $2.70 per 100 lbs, freights equalized with factory points at Montreal, Hamilton, London, Welland or Walkerville and allowance to other points up to 25c; carlots, $2.65, freight allowance to 20c.

Wire Nails—The improvement in the demand continues with prices firm at $2.45 per keg, f.o.b. Toronto, with carlots $2.40.

Cut Nails—There is a fair trade, with prices steady at $2.30 per keg f.o.b. Toronto and Hamilton.

Horseshoes—A better trade is reported. Prices show no change. We quote as follows: Iron shoes, light and medium pattern, No. 2 and larger, $3.80; No. 1 and smaller, $4.05; snow pattern, No. 2 and larger, $4.05; No. 1 and smaller, $4.30; light steel shoes, No. 2 and larger, $3.95; No. 1 and smaller, $4.20; featherweight, all sizes, 0 to 4, $5.50; toe weight, all sizes, 1 to 4, $6.75. If shipped from factory 15c less.

Horsenails—Orders are coming in somewhat more liberally. We still quote discounts as follows: "C" brand, 40, 10 and 7 1-2 per cent.; other brands, 55 to 57 1-2 per cent.

Screws—A fair trade is doing. Prices are unchanged, yet are decidedly firm. We quote as follows: Flat head bright, 87 1-2 per cent. discount; round head bright, 82 1-2 per cent.; flat head brass, 80 per cent.; round head brass, 75 per cent.; round head bronze, 70 per cent.; flat head bronze, 75 per cent.

Rivets and Burrs—An active demand continues at steady quotations, particularly in belting and coppered and tinned iron rivets. We again quote as follows: Iron rivets, 60 and 10 per cent. discount; iron burrs, 55 per cent.; copper rivets, with usual proportion of burrs, 45 per cent.

Bolts and Nuts—The market has been gathering strength for some time and is now stiff. Predictions of an advance are rife. Prices are steady: Carriage bolts, common ($1.00 list), 3-16 and 1-4-inch, 60 per cent.; 5-16 and 3-8-inch, 55 and 5 per cent.; 7-16 and up, 55 per cent.; carriage bolts, full square ($2.40 list), 60 per cent.; carriage bolts, Norway iron ($3 list), 60 per cent.; machine bolts, 3-8 and less, 60 per cent.; 7-16 and up, 55 and 5 per cent.; coach screws, cone points, 66 2-3 and 10 per cent.

Cordage—A fair movement continues with prices steady. We quote: Pure manila, 15c; British pure manila, 12 1-2c; sisal, 12c; double lathyarn, 11c; single lathyarn, 10 1-2c; double shingleyarn, 11c; single shingleyarn, 10 1-2c; sashcord 'Hercules,' 30 to 33c; 'Star,' 36 to 38c; cotton rope, 3-16-inch and up, 20 1-2 to 22c; 5 32-inch, 25 to 27c; 1-8-inch, 25 to 28c; cotton twine, 3-ply, 23 to 24c; 4-ply, 27 1-2 to 28c; calking cotton, 16c; cotton waste, colored, 6 3-4c; white 10 to 12c.

Building Paper—Business keeps active with prices unchanged. We quote as follows: Tarred felt, $1.85 per 100 lbs; 2-ply ready roofing, 90c per roll; 3-ply, $1.15 per roll; carpet felt, $2.25 per 100 lb; dry seathing, 40c per roll; tar sheathing, 50c per roll; dry fibre, 55c per roll; tarred fibre, 65c per roll; O.K. and I.X.L., 70c per roll; heavy straw and sheathing, $35 per ton; slaters' felt, 60c per roll.

Firebricks—A somewhat better trade is reported. We quote English and Scotch, each, at 28 to 35c.

Cement—No change has taken place since our last quotations. Orders are coming in nicely at the following prices: Canadian Portland, $1.90 to $2.25; American Portland, $2 to $2.10 f.o.b. Toronto.

PLUMBING GOODS.

The market has weakened all along the line, reductions in black and galvanized iron pipe, in fittings and in compression and fuller work. The cause of

PORTLAND CEMENT

CANADIAN, ENGLISH, GERMAN and BELGIAN.

FIRE BRICKS, FIRE CLAY, ENAMELLED BRICKS, all colors. BUILDING BRICKS.

SEWER PIPES, CULVERT PIPES, WHEELBARROWS, FOUNDERS' and CONTRACTORS' SUPPLIES.

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81 WELLINGTON ST., MONTREAL

Deseronto Iron Co.

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DESERONTO, ONT.

Manufacturers of

CHARCOAL PIG IRON

BRAND "DESERONTO."

Especially adapted for Car Wheels, Malleable Castings, Boiler Tubes, Engine Cylinders, Hydraulic and other Machinery where great strength is required; Strong, High Silicon Iron, for Foundry Purposes.

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Foundry Pig Iron.

Made from carefully selected Lake Superior Ores, with Connellsville Coke as Fuel, "Midland" will rival in quality and grading the very best of the imported brands.

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Steel Rails

BAR IRON, PIG IRON GALVANIZED IRON, CANADA PLATES, TINPLATES, WIRE ROPE (W. B. BROWN & CO.), CEMENT, FIRE BRICKS, ORE BAGS, GRAIN BAGS, ETC.

C.F. JACKSON & CO., Limited

Importers and Commission Merchants

151 Hastings St. W., VANCOUVER, B.C., and LIVERPOOL, ENGLAND.

the reduction is the limitation of business due to the backward season and the possibility of strikes, which would materially reduce building operations. A fairly good trade is recorded though business is interrupted somewhat by the travellers being "in" for the holiday.

Lead Pipe—There is a fair movement at steady prices. We quote: Lead, 7c; lead waste pipe, 8c; discount 35 per cent.

Soil Pipe and Fittings—A moderate trade is reported at steady prices. We quote: Medium and extra heavy pipe and fittings, 60 per cent.; 7 and 8-inch pipe 40 and 5 per cent.

Iron Pipe Fittings—The discount on malleable fittings has been increased to 20 per cent. and cast iron discounts have been rearranged. We quote: Malleable fittings, 20 per cent.; cast iron (standard), 57 1-2 per cent.; headers (not standard), 52 1-2 per cent.; flanged unions, 60 per cent.; malleable bushings and plugs, 57 1-2 per cent.; nipples up to 2 inches, 65 per cent.; 2 1-2 to 6-inch, inclusive, 60 per cent.

Copper Range Boilers—A fair trade has been done since the new prices were issued. Discounts at 15 per cent. continue.

Iron Pipe—A reduction in the majority of lines, particularly in galvanized pipe, is noted. We quote f.o.b. Toronto: Black pipe, 1-8-inch, $3.25; 1-4-inch, $2.07; 3-8-inch, $2.25; 1-2-inch, $2.50; 3-4-inch, $3.22; 1-inch, $4.58; 1 1-4-inch, $6.47; 1 1-2-inch, $7.85; 2-inch, $11.05; 2 1-2-inch, $19.25; 3-inch, $22.75; 3 1-2-inch, $28.75; 4-inch, $35.25. Galvanized pipe, 1-4-inch, $2.88; 3-8-inch, $3.11; 1-2-inch, $3.42; 3-4-inch, $4.40; 1-inch, $6.35; 1 1-4-inch, $8.80; 1 1-2-inch, $10.75; 2-inch, $14.80.

Enameled Ware—A general decline is noted in enameled baths, with a fair trade doing at the new prices. We quote: "Standard" 5 1-2 feet rolled rim, first quality, at $21.60; second quality, $17.85. There is no change in closet quotations.

Brass Goods—Discounts have been increased on many lines. The cause assigned is the slow trade, business not being so active as was anticipated. The new discounts are given in detail on page 62 of this issue.

METALS.

The feature of the situation is the remarkable firmness in pig iron, steel billets and bars and structural steel. A complete change from the situation as reported a few weeks ago. In the place of a general weakness and uneasiness we now have a firm tone throughout. One of the largest steel importers here received notice this week from the United States Steel Corporation of withdrawal of existing quotations on steel beams, which is direct assurance of an advance in this line. The same tendency is manifested in other iron and steel lines in the United States and the Canadian market can be depended on following up any advance made in the larger markets to the south. Copper is somewhat higher than last week both in England and the United States. Lead

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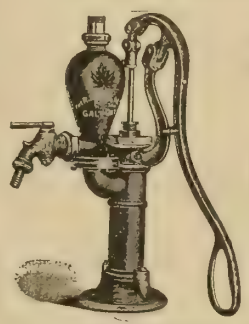
McDOUGALL STANDARD PUMP.



It's guaranteed to give perfect satisfaction, and if it doesn't, return it and we will make it right, or refund the purchase price.

Catalogue is free.

McDougall Pumps —Made in Canada

The R. McDougall Co. Limited

Galt, Ont.

ANOTHER REPORT ON

"ALPHA" HIGH SPEED STEEL

THE JOHN BERTRAM & SONS CO., Limited, Manufacturers of Machine Tools, DUNDAS, Ontario, Canada. Sept., 10th, 1903

Messrs. B. K. MORTON & CO., SHEFFIELD, ENGLAND.

Gentlemen:—

We have tested and used your "ALPHA" HIGH SPEED TOOL STEEL with very satisfactory results. We consider your steel as good as any other of the high speed steels which we have had in use, and can recommend it to anyone as being first-class.

Yours very truly,

THE JOHN BERTRAM & SONS CO., Limited.

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NOVA SCOTIA STEEL & COAL CO., Limited

NEW GLASGOW, N.S.

Manufacturers of

Ferrona Pig Iron

And SIEMENS MARTIN

OPEN HEARTH STEEL

is unchanged. Tin is slightly lower. Business locally has been somewhat interrupted by the holiday, but the volume is increasing.

Pig Iron—Pittsburg and Glasgow quotations maintain the advances noted last week while Middlesboro iron shows another rise of 9 1-2s during the week. Local quotations are nominally unchanged, but buyers are showing more courage and the producers more firmness, the quotations now being well maintained. Canadian iron is the only kind offering here, the quotations ranging from $18.50 to $19 for No. 1 and $18 to $18.50 for No. 2, f.o.b. Toronto; Midland, $1.50 lower.

Bar Iron—A fairly good trade in this line is reported. Prices are steady at $1.80 f.o.b. Toronto. For extras as cut to length while rolling, 2 feet and over, 10c per 100 lb; 1 foot and under 2 feet, 15c; under 1 foot, 20c; over 20 feet by special agreement according to length and size.

Black Sheets—Orders for both import and stock are excellent. Prices are steady.

Canada Plates—Business is increasing in volume. Prices are unchanged, though firm. We quote as below: All dull, $2.50; half-polished, $2.60; and all-bright, $3.50.

Tin—Prices in both the United States and Great Britain are slightly lower. A fairly good business is reported. Quotations locally are firm but unchanged at 30 to 30 1-2c.

Galvanized Sheets—There is an excellent demand. Prices are steady throughout. Our quotations are as follows: Queen's Head, $4.25 for 28 gauge; American, $.4 for 28 gauge; Bell brand, $4.25 for 28 guage; Gordon Crown. $4.25 for 28 guage.

Tinplates—Prices are unchanged. A larger business from stock than for some time is now reported. Import business is also satisfactory. We quote: Coke plates, bright, 14x20, $3.50; charcoal plates, $4.25.

Copper—Though outside markets are still advancing there is no change here, though a stronger tone is manifested. Locally there is considerable activity in both sheet and ingot and prices are steady. We quote: Ingot copper, $13.75, and sheet copper, $20 per 100 lbs.

Brass—There is a fair trade, with the discount steady at 15 per cent.

Lead—A good demand for English lead is reported. Canadian lead is also in fair demand. Prices are steady. We quote $3.30 per 100 lb for pig lead and $3.65 for bar lead.

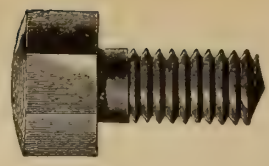
Zinc Spelter—A fair demand at 6 to 6 1-2c per lb.

Zinc Sheets—The market is firm and a fair business doing in small lots. We quote: Cask lots, $6.70 to $7, and part casks $7 to $7.25.

Solder—Good trade doing. Prices are still stiffening. We quote: Guaranteed half-and-half at 18c, and wiping 17c.

Antimony—8c per lb.

Old Material—Other than an advance of 15c per cwt in lead, prices are unchanged. Dealers claim a fair business doing. We again quote: Heavy copper and wire, 10 3-4c per pound; light copper, 9 1-4c per pound; heavy red brass, 9 3-4c per lb; heavy yellow brass, 8 to 9c per lb; light brass 5 to 5 1-2c per lb; lead, $2.50 per cwt; scrap zinc, 3 1-4c per lb; iron, No. 1 wrought, $10.50; No. 2 wrought, $4; machinery cast scrap, $14; stoveplate, $10; malleable and steel, $4; old rubbers, 5 1-2 to 6c per lb; country mixed rags, 50c per 100 lbs.



THE JOHN MORROW MACHINE SCREW COMPANY, Limited

Manufacturers of Set and Cap Screws, Special Milled Work, Engine Studs Etc. Cold Punched Nuts of every variety of finish.

INGERSOLL, ONT.

NEW RAILS

12, 14, 16, 18, 20, 24, 30, 35 and 56 lbs. to the Yard—carried in STOCK for prompt shipment. TRACK REQUISITES.

Sessenwein Bros., 103 Shannon St. .. MONTREAL.

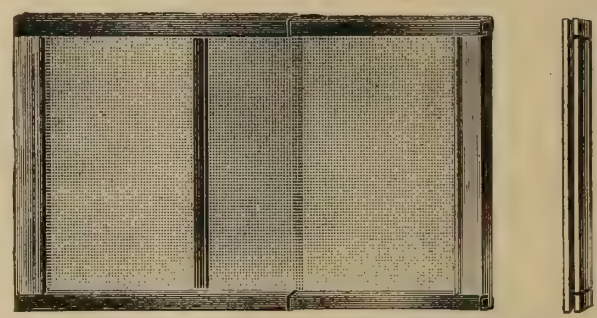
DO IT NOW

MANUFACTURERS WISHING TO BE REPRESENTED IN MANITOBA

COMMUNICATE WITH

DAVID PHILIP, Manufacturers' Agent

References Furnished. 185 Lombard St., - WINNIPEG, MAN.



Canadian Patent, March 17, 1903. U. S. Patent, January 26, 1904.

LIGHT, NEAT, ATTRACTIVE

Strong and an ornament to any house. The Metallic Window Screens we make are incomparably better than the common kind **You can sell them.** Send for descriptive matter.

C. M. Cutts & Co., Makers

Toronto Junction.

TRADE MARK

This design a guarantee of quality.

FIBRE WRAPPING PAPER

STRONG, TOUGH AND STIFF

Will Carry all Kinds of Packages Safely to Destination.

Write us for samples and prices.

CANADA PAPER CO.

TORONTO LIMITED MONTREAL

PETROLEUM.

There is a good demand this week. Canadian water white has advanced 1-2c, which is the only change. We quote: Canadian prime white, 19c; Canadian water white 20 1-2c; American prime white, 19 1-2c; American water white, 21 1-2c; ex-warehouse.

Hides, Skins and Wool.

Prices are firm and business brisk. Last week's prices continue unchanged. Our quotations are as follows:

HIDES.

No. 1 green, per lb	0 07½	
" 2 " "	0 06½	
" 1 " steers, per lb	0 07	
" 2 " "	0 06	
Cured, per lb	0 08	

CALFSKINS.

Veal skins, No. 1, 6 to 12 lb. inclusive	0 09	
" " " 2 " " "	0 07	
" " " 1 15 to 20 lb "	0 08	
" " " 2 " "	0 06	
Deacons (dairies), each	0 60	
Lamb and sheep skins	1 00	1 10

WOOL.

Unwashed wool, per lb	0 09	0 10
Fleece wool, "	0 16	0 17
Pulled wools, super, per lb	0 18	0 21
" " extra "	0 20	0 22
Tallow, per lb	0 04½	0 05

TRADE CONDITIONS IN MARITIME PROVINCES.

From the Regular Correspondent of HARDWARE AND METAL

Halifax, March 29th, 1904.

HARDWARE quotations here are without change for the week, a firm tone prevading the entire market. Business is on the easy side and navigation appears but little more advanced than it did ten days ago.

* * *

A. M. Bell & Co. have removed their stock to their new building on Grenville and Hollis streets and their old quarters on Water street present a very deserted appearance. They will, however, be occupied on April 1 by Douglas, Prowse & Co., a new firm about to engage in the wholesale hardware business in this city.

* * *

Halifax had another fire of fairly large dimensions last week, the loss being $25,000, with $15,000 insurance. Two buildings on Water street were destroyed, one being occupied by Charles Brister, dealer in scrap metal and junk; the other by J. F. Crame & Co., wholesale grocers, whose stock also was destroyed.

The provincial axe makers have finally decided not to pay any bonus to the American manufacturers, but will fight the combine independently. The matter was not altogether decided at the recent meeting held ten days ago but the local manufacturers have since made up their minds. They claim to have lost considerable trade despite the price cutting of the Americans, the trade in some places being quoted lower prices than can profitably be named by Maritime Province manufacturers.

It has finally been decided to rebuild the Maritime Nail works at St. John, notwithstanding the tempting proposals of North Sydney, and yesterday a gang of men was set to work on the work of rebuilding. The matter of changing the location was left to the general manager, Eben Parkins, who decided in favor of remaining at St. John. The new plant will have a floor space of 40,000 square feet, which will be considerably larger than that afforded by the old shop. Before the fire it had been decided to engage in the manufacture of screens as well as nails and this will now be carried into effect. Machinery for the screw works was ordered some time ago. For the nail works a portion of the old equipment is still serviceable, but certain new machines will also be installed.

The fact is now established that Sydney steel is capable of being converted into rails of the first quality, a matter of no little moment to the community. The report of the Government inspector regarding the rails recently made in England from Sydney steel is that they are second to none. In fact he considers them better than Bessemer rails. The result of the test removes the last obstacle to the construction of the rail mill and one of a capacity of 500 tons a day will be in operation in the "Iron City" before many months.

Newest Artistic Ideas

Are embodied in the decorations found in our METALLIC ceilings and walls.

They make a most beautiful interior finish and in addition are so practically durable and sanitary that it is easy to understand their immense popularity.

Equally suited for use in new or old buildings.

There's big business in these lines for you.

The Metallic Roofing Co., Limited

TORONTO MONTREAL WINNIPEG

BUSINESS CONDITIONS IN BRITISH COLUMBIA.

By Regular Correspondent of HARDWARE AND METAL.

Vancouver, B. C., March 25.

THE wholesale trade here and all shippers interested in the Yukon trade are very much interested, not to say exercised, this week over the order received by the collector of customs at this port, J. M. Bowell, instructing him as to shipments for Dawson via St. Michael. The order, signed by John McDougald, Commissioner of Customs, is as follows:

"You are advised that the instructions issued in Feb., 1903, for the free entry of Canadian goods carried by foreign vessels from points in B. C., via St. Michael into the Yukon, have not been renewed for the present year.

"Canadian goods desired to be admitted free into the Yukon via St. Michael should therefore be carried only in vessels entitled to participate in the coasting trade of Canada.

"Customs certificates are to be granted accordingly."

The order is dated Ottawa, March 15, and goes into effect at once. The instructions which have not been renewed allowed of the direct shipment of goods via St. Michael from this port and Victoria, to be delivered in Dawson, free of duty. The fact is that it was a practical coasting trade privilege granted to the vessels engaged in the St. Michael trade, there being no Canadian or British bottoms engaged in that trade. As a matter of fact the steamer Alpha, which made a trip three or four years ago, and then ran the gauntlet of the U. S. customs at Nome, is the only Canadian vessel which ever carried cargo to Nome.

The real cause of disturbance among the merchants and shippers is that the privilege of calling here for Dawson bound goods, which is now granted to American vessels, is on exactly the same basis as that to vessels going to St. Michael. Indeed it is more strictly coasting according to the shipping regulations. There is no hint that the privilege of carrying goods from B. C. ports to Skagway for shipment to Dawson will be withdrawn, but it might follow very readily. Were that to happen, the only steamers which are now in the Northern trade are those of the C. P. R. coasting service, and they would be totally inadequate to the task of carrying such a large amount of goods as goes into the Yukon Territory in a short season.

That there will be a large direct loss of trade for B. C. and Canada through the new order is the general conviction. Men who know the trade well point out that in many lines, such as feed for horses, and other rough goods, it will pay to buy in the U. S., pay the duty and then send the goods round by way of St. Michael, as the freight rates that way are very much lower than by the other route into Dawson over the White Pass Railway and down the Yukon River. It is felt that the only beneficiaries under the new regulations will be the C. P. R. and the White Pass and Yukon people. The big trading and transportation companies of Dawson own their own river steamers on the lower Yukon and have many trading posts down the river in Alaska as well as at Nome, so that they take delivery of the goods shipped that way, at St. Michael, transferring them to their river steamers for the haul up the Yukon. They cannot afford to throw these steamers away, and they do not feel like paying the high prices which are to be paid on the other route. The wholesale trade here feels that if this order is followed by another taking away the privilege of shipping in other steamers from here to Skagway, it will seriously hamper trade for not only is the river service of the White Pass unable to cope with the

heavy traffic in the late season, but the C. P. R. coasting service is not by any means equal to the task of carrying from here to Skagway all the goods ordered here.

There is a point in connection with the trade to the Yukon which is worth noting. The White Pass Railway people are striving to get as much as possible of the shipping done early in the season, but it must be remembered that the merchants in the Yukon District cannot afford to buy away ahead, and especially on certain lines such as produce, any more than can people any where else.

* * *

Copper smelting men from all over the Northwest met in conference in Victoria last week over the copper situation and over copper smelting rates, says the Spokane Spokesman-Review. E. J. Wilson, manager of the Northport, Wash., smelter, owned by the Le Roi Company of Rossland, is down to represent his plant. A. B. W. Hodges, superintendent of the great Granby plant at Grand Forks, the biggest copper plant in Canada, is looking after his corporation's interests. Hermann C. Bellinger, superintendent and heavy owner of the Crofton smelter on Vancouver Island, is also here. All report an unusually successful period of smelting.

THE PITTSBURG METAL MARKET.

From The Iron Trade Review, March 31, 1904.

PREMIUMS of $1 to $1.50 a ton are now being paid over pool prices on sheet and tin bars for delivery within 30 to 60 days, and producers having billets for this delivery are also asking premiums of 25 cents a ton. Less than two months ago the competition among the steel producers for sheet and tin bars and billets was exceedingly keen, and there is little doubt that large tonnages were placed below the agreed prices. So completely have conditions changed meantime that finishing mills that did not contract for future deliveries are having much difficulty in securing steel and are compelled to pay premiums. The subsidiary companies of the United States Steel Corporation are out of the market entirely for the present on unfinished steel, some of their finishing mills not securing their full quota. The old Sharon open-hearth plant and the Bessemer plant at Columbus are the only steel plants of the corporation that are idle at the present time. Improvements are being made at Columbus and the plant will be in operation shortly, while the Donora open-hearth plant will be started for the first time shortly after the blowing in of one of the two furnaces of this plant, early next week. The second stack will be ready for operation about a month later. The operation of this steel plant will greatly increase the corporation's steel output, and the new operation will be economical as the direct metal process will be used. There is little demand for steel, however, for shipment beyond June 1, all of the mills being in position to take such business at agreed prices. We note the sale of 1,500 tons of open-hearth sheet bars for delivery in the next two months at $25.25 Pittsburg, and of a lot of 1,000 tons at $25.50, for practically the same delivery.

The German steel syndicate is reported to have made overtures to the leading steel interests in this country and to certain British steel manufacturers with a view to lessening competition. The shipment of American pipes and tubes into Germany is particularly objectionable to the German interests. It is understood that the proposal for an arrangement has received no encouragement from American interests.

The vote that is being taken by the Amalgamated Association on the reduction in wages in the sheet and tin mills will by no means have an overwhelming majority in favor of its acceptance. The returns of the majority of the lodges thus far show an adverse majority and those yet to be received will have to show a large majority the other way to insure the acceptance of the reduction. If the reduction is turned down a strike will be declared at all the sheet and tin plate mills of the American Sheet & Tin Plate Co. as well as at independent plants where a refusal to pay the scales exisiting prior to March 21 is made. While there have been many reports that the American Sheet & Tin Plate Co. has a large stock of tin plate on hand, jobbers and consumers declare that they are unable to secure anything like prompt shipments, while on new specifications deliveries of tin plate are not promised before May 1.

Pig Iron—Transactions in foundry, forge and Bessemer iron have been limited in the past week, the bulk of the buying having been in small lots of foundry iron for early delivery. The market remains firm and on No. 2 foundry prices range from $13.85 to $14 Pittsburg. Quotations on Bessemer and forge iron remain unchanged. Quotations of Southern producers for Pittsburg delivery are again above those of Northern producers. The Southern furnaces generally quote $14.35, Pittsburg. We make the following quotations:

Bessemer, Valley	$13 35 to 13 50
Bessemer, Pittsburg	14 20 to 14 35
No. 1 Foundry	14 25 to 14 50
No. 2 Foundry	13 75 to 14 00
Gray forge Pittsburg	13 25 to 13 50
Chilled basic, Valley	13 25 to 13 50
Chilled basic, Pittsburg	14 10 to 14 35

Steel—Demand for billets, sheet and tin bars for delivery in the next sixty days is heavy and premiums of $1 to $1.50 a ton are being paid on bars, while billets command a premium of 25 cents a ton. A meeting of the executive committee of the billet association has been called for April 14 in New York, but no change in prices will be made.

Bars—Specifications for iron and steel bars are heavy, although little new business is being closed. Bar iron is held on the basis of 1.40c to 1.45c, Pittsburg, for local delivery, while for Western shipment quotations are based on 1.35c, Pittsburg.

Pipes and Tubes—Demand continues heavy for all kinds of pipe and tubing and all of the mills are operating at their utmost capacity. The outlook in the tube trade is unusually bright.

Wire and Wire Nails—An advance of 5 cents a keg was made on both iron and steel cut nails last week and a still further advance will be made at the meeting of the cut nail manufacturers to be held next week. Demand for wire nails and wire products is heavy and considerable new business is being placed. We revise quotations as follows: Wire nails, carload lots to jobbers, f.o.b. cars Pittsburg, $1.90 base, plain wire, carload lots, $1.80 base; barb wire, carload lots, $2.20 base; staples, carload lots, $2.05 keg. Galvanized, 30 cents extra. Carload lots to retailers are held at 5 cents advance in all lines, and on less than carload lots a further advance of 10 cents is charged. Steel and iron cut nails, carload lots, $1.75, and less than carload lots, $1.80, f.o.b. Pittsburg, plus freight to point of destination. Terms, 60 days, less 2 per cent. off in 10 days.

Coke—A better supply of cars is being received by coke shippers in the Connellsville region, although the service is not nearly what is required to move the immense tonnage that is now wanted by the trade. Foundry coke for early shipment is held at prices ranging from $2.15 to $2.50, and furnace at $1.60 to $1.65. During the week ending Saturday, March 19, the production of the upper region amounted to 202,976 tons and the lower region 56,256 tons. The production showed an increase of about 10,000 tons during the week, while 400 additional ovens were fired.

A QUESTION OF CASH DISCOUNTS.

Editor Hardware and Metal:—

In your issue of the 19th of March, page 56, you refer to a question of cash discount. In my opinion in the case you refer to the cash discount should be allowed on the amount covered by the remittance, namely on $4,166.66 2-3, which at 4 per cent. would make $166.66 2-3, or a net amount of $4,000 and the reason of this seems to be very simple, for a cash payment is always the produce of a larger amount which is paid with the benefit of cash discount, consequently in the case referred to the amount paid is only equal to 96 per cent. of the sum on which the cash discount should be allowed. If he does not settle the balance within the time limit and only several months after it is due, he should be called upon to pay interest for the overdue time.

FRED. C. LARIVIERE.

PATENTS IN UNITED STATES.

Capt. Orlan C. Cullen, C.E., L.L.M., makes a specialty of military and naval patents, and is prepared to develop the construction element of such inventions in his shops. All kinds of patent business. Capt. Cullen is in a position to take particular care of any business sent by Canadians.

HARDWARE CONDITIONS IN MANITOBA.

Office of HARDWARE AND METAL
Room 308 McIntyre Block,
Winnipeg, March 28, 1904.

FOR the past week business has remained about the same owing to the uncertainty of the weather and our heavy snowstorms throughout Manitoba. Western Canada has done a great deal towards reducing the volume of trade and our recent blizzard on the 24th inst succeeded in tieing up all traffic and brought business to a temporary standstill. The wholesale houses have, however, all they can do in filling back orders and are very busy.

The market is steady and prices remain about the same with little or no change of any account. We quote:

Barbed wire, 100 lb.	$3 15
Plain galvanized, 6 to 8	3 39
" 9	2 50
Plain galvanized, 10	3 50
" 12	3 10
" 13	3 20
" 14	3 90
" 15	4 45
" 16	4 60
Plain twist	3 15
Staples	3 65
Oiled annealed wire, 10	3 42
" 11	3 48
" 12	3 56
" 13	3 66
" 14	3 76
" 15	3 91

Annealed wires (unoiled) 10c. less.

Horsenails, 40 per cent. discount.

Horseshoes, iron, No. 0 to No 1	$4 75
No. 2 and larger	4 45
Snow shoes, No. 0 to No. 1	4 60
No. 2 and larger	4 45
Steel, No. 0 to No. 1	4 45
No. 2 and larger	4 20

Cut Nails—		Wire Nails—	
2d 1 in.	$4 10	1 in.	4 15
3d Fin. 1⅛ in.	4 10	1⅛ in.	4 10
3d 1¼ in	3 75	1¼ "	3 70
4d 1½ in	3 50	1½ "	3 50
5d 1¾ in	3 50	1¾ "	3 50
6d 2 in.	3 40	2 "	3 40
8d 2½ in	3 25	2½ "	3 25
10d 3 in.	3 20	3 "	3 20
20d 4 in.	3 15	3½ "	3 15
30d 4½ in.	3 10	4 "	3 10
40d 5 in.	3 10	4½ "	3 10
50d 5½ in.	3 10	5 "	3 10
60d 6 in.	3 10	5½ "	3 10
		6 "	3 10

Bar iron (basis)	2 50
Swedish iron (basis)	4 75
Sleigh shoe steel	2 85
Spring steel	3 25
Machinery steel	3 50
Tool steel, Black Diamond, 100 lb	8 50
Jessop	13 00
Sheet iron, black, 10 to 16 gauge, 100 lb.	3 50
18 to 22 gauge	3 75
24 gauge	3 90
26 gauge	4 00
28 gauge	4 10
Galvanized Iron, Apollo, 16 gauge	4 00
18 and 20 gauge	4 00
22 and 24 gauge	4 25
26 gauge	4 25
28 gauge	4 50
30 gauge or 10¾ oz	4 75

Extra sheets, 36 in. wide an advance of 25 p.c. per 100 lb.

Queen's Head, 24 gauge	4 25
26 gauge	4 50
28 "	4 75

Extra sheets, 36-in. wide, an advance of 25 p.c. per 100 lb.

Genuine Russian, per lb	11
Imitation " "	07 to 08
Tinned, 24 gauge, 100 lb	8 00
26 gauge	8 50
Tinplate, IC charcoal, 20 x 28, box	9 50
" IX "	11 50
" IXX "	13 50
Ingot tin	35
Canada plate, 18 x 21, 18 x 24 and 20 x 28.	3 00
Canada plate, full polished	3 15
Sheet zinc, cask lots, 100 lb	7 00
Broken lots	7 50
Pig lead, 100 lb	5 50
Black iron pipe, ⅛ inch	3 30
" ¼ "	3 30
" ⅜ "	3 40
" ½ "	3 75
Black iron pipe, ¾ inch	4 30
" 1 "	6 25
" 1¼ "	8 75
" 1½ "	10 50
" 2 "	14 50
Rope, sisal, 7-16 and larger, basis	11 75
Manila, 7-16 and larger, basis	15 25
Lathyarn	11 25
Solder	20
Axes, chopping	$ 6 75 to 12 00
" double bitts	12 00 to 18 00
Bluestone	5 25
Screws, flat head, iron, bright	85 and 10 p.c.
Round " "	80 p.c.
Flat " brass	75 and 10 p.c.
Round " "	70 and 10 p.c.
Coach	70 p.c.
Bolts, carriage, 3-16 and ¼	60 p.c.
" 5-16 and ⅜	55 and 5 p.c.
" 7-16 and up	55 p.c.
Bolts, machine, ⅜ and under	50 and 5 p.c.
" 7-16 and over	55 and 5 p.c.
Bolts, tire	60 and 5 p.c.
Bolt ends	55 and 5 p.c.
Sleigh shoe bolts	70 p.c.
Machine screws	70 p.c.
Plough bolts	55 and 5 p.c.
Square nuts, case lots	3c. discount.
" " small lots	2½c. "
Hex " case lots	3c. "
" " smaller lots	2½c. "
Rivets, iron	50 and 10 p.c.
Copper, No. 8	32
" No. 12	36
Coil chain, 3-16 inch	9½
" ¼ inch	7⅞
" 5-16 inch	5¾
" ⅜ inch	5¾
" 7-16 inch	4¼
" ½ inch	4½
" ⅝ and ¾ inch	4
Spades and shovels	40 and 5 p.c.
Harvest tools	60 p.c.
Axe handles, turned, s. g. hickory, doz.	$3 15
No. 1	1 90
No. 2	1 60.
Octagon extra	2 30
No. 1	1 60
Files common	70 and 10 p.c.
Diamond	60 p.c.

Building paper:

Anchor, plain	65c.
" tarred	70c.
Pure fibre, plain	67½c.
" " tarred	80c.
Ammunition, cartridges, Dominion R.F.	50 p.c.
Dominion, C.F., pistol	30 p.c.
" military	15 p.c.
American R.F.	30 p.c.
C.F. pistol	5 p.c
C.F. military	10 p.c. advance.

Loaded shells:

Eley's soft, 12 gauge black	15 00
chilled, 12 gauge	16 00
soft, 10 gauge	18 00
chilled, 10 gauge	19 00
Shot, Ordinary, per 100 lb	6 00
Chilled	6 50
Powder, F.F., keg	4 75
F.F.G.	5 00

THE BURROW, STEWART & MILNE CO., LIMITED

SCALES.

Champion Scales

Grocers' Scales

Butchers' Scales

Family Scales

Platform Scales, from 600 to 2,000 lbs. capacity.

Patent Swivel Wheels applied to Platform Scales make it possible to turn scale in any direction within its own length when loaded to full capacity.

Imperial Standard Scales

Hay Scales

Stock Scales

Coal Scales

We handle a complete line of scales, from a small Letter Scale to a great Railway Track Scale, weighing 100 tons.

We also handle all classes of scales for railway use.

All Scales inspected and stamped by Government Inspector. Certificate accompanies each scale.

Dealers, write for our latest Scale Catalog and Price List.

Estimates furnished for installing large scales on application.

Merrick, Anderson & Co.

WINNIPEG, MANITOBA.

Tinware, pressed, retinned	70 and 10 p.c.
" " plain	75 and 2½ p.c.
" pieced	
Japanned ware	37½ p.c.
Enamelled ware, white	45 p.c.
" Famous	50 and 10 p.c.
" Imperial	50 and 10 p.c.
Green Wire Cloth	1 55

PETROLEUM.

Water white American	27½c.
Prime white American	25½c.
Water white Canadian	25½c.
Prime white Canadian	24½c.

SCRAP.

No. 1 cast iron	$14 to 15
No. 2 "	7
Wrought iron scrap	5
Copper (heavy)	8½c. per lb.
Yellow brass (heavy)	7½c. "
Light brass	5c. to 6c. "
Lead pipe, or tea lead	2c. to 2½c. "
Zinc scrap	1c. "

PAINTS, OILS AND GLASS.

White lead	$6 00 to $6 50
Putty in bladder, 2½ lb., in keg of 100 lbs.	0 02¾
Turpentine, pure, in barrels	$ 0 97
Less than barrel lots	1 02
Linseed oil, raw	0 57
Boiled	0 60

WINDOW GLASS.

Single 1st break, up to 25 miled inches, $3.50; 26 to 40, $3.75; 41 to 50, $3.25; 51 to 60, $4.50; 61 to 70, $5, in 100-ft. boxes.

Lubricating oils, heavy castor machine	0 29
" " extra engine	0 27
" " dynamo	0 35
" " black	0 22
" " cylinder (as to quality)	$0 50 to 0 75
Harness oil	0 50 to 0 60
Neatsfoot oil	1 00
Vegetable oil, 1st pressure	1 00½
" " 2nd pressure	1 09½

CULLEN BALL-BEARING RIFLE GUN.

ONE of the most unique inventions in ordnance is a ball-bearing rifle gun invented by Capt. O. C. Cullen, who commanded a battery in the Spanish-American War. The new principle is the inserting of balls in the grooves of the rifle. It is stated that this is the first radical improvement in rifling since 1852, the ingenuity of ordnance builders being devoted toward developing breach mechanisms and other details of ordnance construction to the neglect of the barrel.

Mr. Cullen states that the new system "increases the velocity, penetration and range from 40 to 50 per cent. according to calibre, decreases all strain upon barrel and breach and absolutely eliminates the recoil. The life of the gun is prolonged indefinitely, as when one set of balls is worn out another can be inserted and so on during the metal fatigue limit of the walls of the grooves. Over 7,000 rounds were fired continuously in one test, without destroying the gun. The elimination of the recoil allows the return to carriages of comparatively simple and cheap construction. The smooth wall projectile is also cheaper than the banded projectile now in use. The decrease in friction in the bore allows a shortening of the barrels as the same rotary motion can be obtained in a much shorter barrel by increasing the helix of the grooves.

"Another important feature is the decrease in the heating of the barrel and breach.

"The gun is recommended unanimously by all the ordnance experts in the army and navy of the United States. It is now being tested by the Japanese Government, so far with the best results.

"In a recent test with three other guns of standard make the Cullen gun made an average velocity of 3,200 feet per second at the muzzle against 1,802 feet per second and 2,050 feet for the three others. The penetration and range was in like proportion."

In addition to heavy ordnance Mr. Cullen is making rifles and pistols on the ball-bearing principle. He is now introducing them to the Canadian trade through Rice Lewis & Son, Toronto.

TO MANUFACTURE NAILS.

The New Brunswick Wire Fence Co., Moncton, N.B., intend very shortly to enlarge their operations, to include the manufacture of nails in the quiet season of the wire fence business. They are also perfecting a new fence, for which they claim especial cheapness combined with great practicability in adjustment and usefulness.

The Library Bureau of Canada, Ottawa, have taken over the hardwood manufacturing department of W. C. Edwards & Co., Limited. They will continue the business of this department and add the complete lines carried by Library Bureau in the States and Library Bureau, Limited (England). In their circular announcing the change they say: "We are the originators of card index and filing systems for business houses and we offer you expert service and high grade equipment that cannot be duplicated."

Orlan Clyde Cullen, C.E.L.L.M.

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Registered Attorney U.S. Patent Office.

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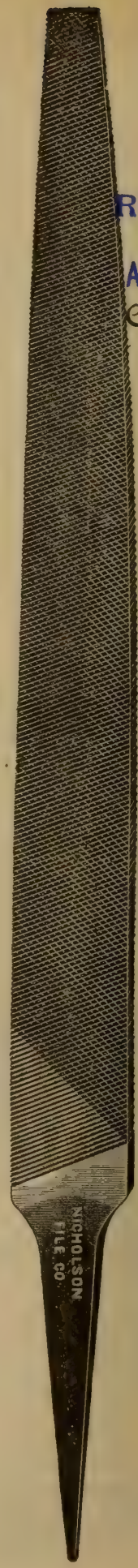

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Banquet of Toronto Retail Hardware Dealers.

AT the second annual banquet of the Toronto Hardware Retailers' Association, the dominent thought was the need of more complete organization on the part of the retail hardwaremen of Canada. Representative wholesalers, manufacturers and retailers were united in the opinion that the existing conditions made it imperative that the retail trade should be organized in order that its rights would be fully safeguarded and its interests properly protected.

The chairman of the evening was Edwin R. Rogers, president of the association. Seated with him at the speakers' table were A. E. Kemp, M. P.; Arch. Campbell, M. P.; Peleg Howland, of H. S. Howland, Sons & Co.; T. B. Lee, of Rice, Lewis & Son; E. C. Boeckh and W. E. Stokes, of the United Factories; G. M. Collins, of the Collins Mfg. Co.; W. B. Rogers and F. W. St. Leger, representing the Retail Merchants' Association. In all there were present over one hundred guests, a most representative gathering of retailers, wholesalers and manufacturers. The excellence of the menu may be judged from the following :

HARDWEAR ME 'N U

Soft Soap
Mulligatawny.
Roast Beef — Spring Lamb
Genuine Razor Back. — Easy Running Mower.
Sugar Cured Ham
Agricultural Furnace.
Saratoga Chips. — Beans
They love to play Poker. — Horse Clippers.
Peas
Pure Paris Green.
Celery — Cheese
$10,000 a Year. — Sanitary Plumbing.
Apple Pie — Lemon Pie.
Rocking Table. — Absolutely Pure.
Ice Cream
Frictionless.
Tea — Coffee
Light and Heavy. — Liquid Burnt Umber.
Lemonade.
Muriatic Acid.
Nuts — Raisins — Fruit
Square & Hex'n. — Jack Screws. — Gem Jars.
Assorted Cake — Cigars
Take it, it's yours. — Iron Finials.

As the cigars were being passed about Chairman Rogers called for order, and after an expression of his pleasure at the representative attendance and a few warm words of welcome to those who had responded to the association's invitation, he read regrets from several friends of the organization, who had found it impossible to be present.

PRESIDENT LEWIS' GREETINGS

F. O. Lewis, president of the Wholesale Hardware Association, in his expression of regret, said :

I wish your association every success, and would add that I am perfectly in accord with an association of this nature, as beyond a doubt they do much to smooth some of the stony paths in business, and the result of social meetings such as this has, no doubt, a very beneficial effect.

Similar expressions of good will were received from James Hardy, secretary-treasurer of the Wholesale Hardware Association; H. T. Eager, of Wood, Vallance & Co.; Cyrus A. Birgem, ex-president of the Canadian Manufacturers' Association; F. H. Whitton, Ontario Tack Co.

After the first toast the "King" had been responded to with musical honors, Chairman Rogers proposed the toast to "Dominion of Canada," calling upon Mr. St. Ledger to respond.

Mr. St. Ledger desired to take the thoughts of his hearers from the exceptional prosperity and unbounded material resources of Canada and to direct their attention to what he considered the greatest factor in the welfare of a nation, the character of its people, the stamina of the race. In Canada a rigorous climate and a widespread respect for honest work, combined with high aspirations and ideals, contributed to develop in the Canadian people character of a forceful type. The merchant was, in supplying the needs of the people following a mission in life and was entitled to a respect which he should demand. He should insist on a margin of profit which would always enable him to meet his obligations. Common honesty demanded that he should ensure 100 cents on the dollar for his creditors before giving bargains or favors of any kind to his customers. The Dominion of Canada developed high ideals and a high code of honor; in short, developed character in her young men. This would make Canada a force in the world as it made Canadians a forceful people where ever they went.

In proposing the next toast, "Our Parliaments," Mr. Rogers expressed the conviction that it was an advantage of no small consequence to the commercial and industrial interests of Canada to have business men like Messrs. A. E. Kemp and Arch. Campbell in the Dominion Parliament. It was beyond dispute that there were many matters of vital interest to Canada which the business men could understand but which would be quite beyond the grasp of the average professional man. He, therefore, held it an especial honor to have Messrs. Campbell and Kemp present to address the gathering. The applause which followed these remarks made it quite clear that this opinion from Mr. Rogers was acceptable to all present.

ARCH. CAMPBELL, M.P.

Mr. Campbell prefaced his remarks with a tribute to the intelligence and good looks of those present, which won general approval. As one looked back over the history of Dominion, he continued, one was soon convinced of the great wisdom of the Fathers of Confederation in their framing the constitution of the Dominion. In a country differing so widely in religion, in race and in ideals, it was particularly hard to guide the ship of state. It was, therefore, a wise decision which gave to the Dominion Government jurisdiction over tariffs, the postal system, the railways and canals, care of the Indians, over militia and defence. These matters must be regulated by a power whose authority is recognized in every section of the Dominion. On the other hand legislation regarding education, licenses of various kinds, the administration of law and order and other such interests, which deal particularly with our daily life and regarding which the ideals in the various provinces vary greatly, have been wisely placed under the jurisdiction of the provincial parliaments. Canada had, too, been fortunate in the men who had guided her destiny. Under such men as Macdonald, Mackenzie, Cartier and Laurier, the Dominion had progressed nobly and would continue to progress. There were always defects; even the sun had spots. There had been election scandals and there would be election scandals. Yet the Canadian parliaments, the Canadian judiciary, the administration of the law in Canada, would stand comparison with any country in the world.

A. E. KEMP, M.P.

Mr. Kemp had especial pleasure in gathering with a representative body of hardwaremen. He had come to the city when 16 years of age, had started life as a hardware clerk and he moved on from that to be a hardware retailer. He felt that such an association as the one he was addressing would have been a great advantage to him at that time and would in the same sense be of value to retailers now in business. The wholesalers and manufacturers had found it to their advantage to get together. They were not too advanced nor too humble to learn. The social element of their gatherings was also important. After all, business men everywhere found men of their own class the most congenial, their society the most attractive.

He felt he could voice the sentiment of Canadian manufacturers in desiring a widespread organization of retailers, a body whose decision could be recognized as the opinion of the retail trade. This would make possible the explanation of much that now leads to misunderstanding. Retailers throughout the country

should recognize that by the provisions of the new assessment bill they only have to pay one-third the proportion of taxes the wholesalers pay, and that they could credit the Retail Merchants' Association as the body that had in this case safeguarded the interests of the retail trade. What they had done in this case could be done in many cases by a stronger, more representative, organization.

Canada was prospering and the retailers had a right to look for a share of that prosperity.

Toronto supplied so many lines to the West that as the West expanded Toronto would grow and the trade of its retailers increase. The class of settlers coming in from the United States was a particularly good one, consisting largely of Canadians who had gone to the United States and were now returning to their native land. They would soon learn the superiority of Canadian laws, of the Canadian constitution and of Canadian justice, and would be an added moral force as well as a material gain for Canada.

He wished he could impress retailers with the desirability of their taking an interest in politics. Party politics had been accepted by those who had studied the effects of the system as well as by the large bulk of the people, as the best for Canada. Then the merchants should be a strong force in the caucus of either one party or the other, making for the purification and improvement of the standard of political life in the Dominion.

This might call for sacrifice, but the cause would be well worthy of the sacrifice. In case, however, they were not ready to make this sacrifice, they should not be too critical of those who probably were sacrificing a great deal to serve the people in the Provincial and Dominion Parliaments.

"WHOLESALE HARDWARE ASSOCIATION."

Chairman Rogers, in proposing the next toast, "The Wholesale Hardware Association," with whom he coupled the names of Peleg Howland and T. B. Lee, said that though some had argued that the wholesale dealer was unnecessary, he felt his hearers would agree that modern conditions necessitated their existence. (Hear, hear.) Their travellers were the good friends of the retailer, their business methods a great convenience to him.

MR. PELEG HOWLAND.

Mr. Howland expressed pleasure at the opportunity to meet the retailers in a social way.

"I certainly consider it an honor," said he, "to be asked to represent the Wholesale Hardware Association, though I have been somewhat puzzled as to why I should have been chosen, when there are others much higher in office in that organization than myself, and who could represent it on an occasion of this kind, much more worthily than I can. However, yours having been the offense and you will be the infliction.

The Canadian Wholesale Hardware Association is now some five years old, or nearly so. It is a comparatively small body, but we claim that it embraces all the legitimate jobbers in the Provinces of Ontario and Quebec. We do not claim that all those who job goods in this line are members, for there are a great many goods jobbed by manufacturers, also by wholesale merchants dealing in some lines that pertain to this business and by the larger class of retail merchants, but, as I have said, we claim to have all the jobbing merchants who may strictly be so called, and we claim therefore to be a body of some influence.

What was the reason for the formation of this association? Those of you who recollect the condition of things existing at the time it was formed will not have far to seek the reason. When I first entered the hardware business,—now a great many years ago, more than a quarter of a century, and though I was a very young man then, to look back makes me feel an old man now,—there were six wholesale hardware houses in Toronto. When this association was formed, there were just two left. The experience of Montreal and of Hamilton was somewhat similar—goods were sold without any regard to the cost of doing business, each merchant seemingly having an idea that there must be some hidden benefit from goods passing through his warehouse, with all the cares and anxieties that I am sure even now some of you do not realize such a process entails. The details of buying, receiving, unpacking, placing on shelves, stock-keeping, sampling, pricing, selling, cataloguing, gathering together, laying off, checking, packing, shipping, invoicing, book-keeping, collecting, paying, anxiety of carrying accounts, bad debts, and many other things which I can not enumerate. Some merchants, too, not content with selling goods at 4 and 6 months' credit, would date several months forward or give cash dircounts as high as 7 per cent. The manufacturers too, foreign as well as Canadian, but more particularly the latter, were selling goods wherever they could at prices so close to those they made the jobbing merchant that even when we were disposed to make a margin it was cut off by this class of competition. Are not these things a sufficient answer to the question I have asked? Something had to be done. After long negotiation and encouraged by what we saw had been done in the United States, we came together with a view of promoting a friendlier feeling with one another, and to try and have some influence on manufacturers and their agents. We have been together ever since, and I think, have been more or less successful. We have made friends with those we looked upon once as business enemies. We have,—though I regret to say we do not all of us always strictly keep our agreements with one another,—I think raised somewhat the standard of business methods

We have in some cases succeeded in getting the manufacturers to increase the differential between the jobbing and retail price to the benefit, I think, of the retail merchant, whom we can not serve properly unless we serve profitably. We have succeeded in inducing the manufacturers to reduce the number of preferred customers among the retail trade, to the benefit we think of 90 per cent. of the retail trade.

We have in some cases succeeded in inducing the manufacturer to abolish the quantity system of selling his goods, again, we think, to the benefit of 90 per cent. of the retail trade.

The quantity system, inducing as it does over-buying, and the consequent cutting of price, and perhaps slow payments, is where carried to an extreme, one of the worst of evils. We have, I will confess it, succeeded in making arrangements among ourselves for a moderate margin, never more, in some cases to my mind, not a reasonable margin on some lines of goods, otherwise yielding much less than the cost of doing business, again I think to the benefit of 90 per cent. of the retail trade.

There is one subject, however, which I regret to say we have not made much progress in, though it has at time come up for discussion, that is, as to encrouching on the retail merchants' field. It is sometimes very difficult to decide in the case of some manufacturers, for instance, as to whether they are entitled to buy from the jobbing merchant, or should go to the retailer. It has suggested itself to me that in the case of Toronto, a committee from your association to whom names might be submitted, would be a great aid in the direction desired.

Now, sir, I have no doubt that your association has done much good, perhaps as much, or more in its way than has ours, and I for one, would like to see you extend your usefulness throughout the province and become a provincial

association. State associations have been successful in the United States. Why not here? There is a wide field for them. There will be considera preliminary expense about the starting of an Ontario association, but once it is going, I am sure it will yield large returns. With a large membership, if your power is used judiciously, and you do not fall into the error of syndicate buying, which will surely lead to disruption, you can regulate both the manufacturer and the jobber so that fair treatment must be accorded you.

Then there is the education and enlightenment that comes from meeting with one another, the learning of new ways of pushing trade, of displaying goods, of keeping and arranging store and stock leading to large indirect returns.

I have found in my experience that one cannot try to assist another in a business way without helping himself. Rivalry in the proper conduct of business is the best kind of competition, and must lead to returns.

A live secretary of an association of the kind can do much towards educating the members to meet their obligations promptly, to carry out their contracts, make their settlements promptly, collect their accounts sharply, get adequate profits, make yearly stock-takings, get rid of old stock, keep sufficiently insured,—some or other of which things are frequently neglected by hardware merchants. The more carefully these things are looked after, the more smoothly your business will run; the more your account will be sought after, and the better the final result. Any way in which you can help the houses from whom you buy will eventually result to your own benefit.

Finally, sir, I desire to say that the jobber fully realizes that his prosperity rests on the prosperity of his customer, the retail merchant, and he will, I am sure, individually and collectively, do all he can to aid in that customer's success.

I thank you all, gentlemen, for your patient hearing, and if I have said anything in the way of a sermon, I am sure you will find my fellow members, if not myself, ready to put into practice what is useful in my preaching.

MR. T. B. LEE.

Mr. Lee was glad to be present, yet thought his pleasure might have been greater but for the fact that Chairman Rogers had intimated that he would expect him to make a few remarks, which was out of his line. "However," he continued, "as a part president of the Wholesale Hardware Association, it affords me the greatest pleasure to express the appreciation we have for the hearty co-operation and support which our association have received from yours. We feel, I may say, that your success is our benefit, just as our success must be yours, and as our interests are mutual, by working together we cannot but bring ultimate profit to all. Now, I cannot tell you all that transpires at our various meetings, but I am justified in stating that many of the troubles you have to contend with are also ours, and we have been striving to obviate same for a long time. One or two I might possibly mention. The regulating of the price of goods to the consumer is possibly one of the foremost.

Now, we do not attempt to say as to who anyone shall sell their goods to, but we contend that it is our privilege to try as far as possible and induce them to make such a scale of prices that, if any one decides to go direct to the consumer, they will do so only on equal terms with the retail merchant who has already bought the same goods from the jobber. Another trouble is the so-called "Wholesale House," who permits the sale of goods to employees of other wholesale houses at wholesale prices. Now, I fail to see why an employee of a wholesale dry goods house should be able to buy a lawn mower, cutlery or any article for his own or friend's use, for the same price as you gentleman, or as in many cases, his sisters, cousins or aunts can get a pair of scissors or a cook stove on the same basis. One of the greatest evils possibly in the line of competition, is the house that issues catalogues or circular price lists. This cataloguing business is ruining the trade, not only in the city but of the whole country, and circulars that are issued by wholesale houses, giving net prices, are causing more trouble still and are like bargain day advertisements of a departmental store. While those circulars are sent, presumedly direct to the retail merchants, they frequently get into the hands of their customers and cause no end of trouble by showing just exactly what you buy the goods for.

As regards the amount of business done by these cataloguing houses, it may be interesting to know that last year it was estimated that the Chicago catalogue houses alone did $60,000,000 worth of business. This is easily accounted for. They cater with cleverly written ads. and cut prices on goods that you establish a reputation for and, by the quantity that they are thereby enabled to purchase, obtain from the manufacturers in some cases lower prices than we, as wholesale jobbers can buy the goods for.

Now, gentlemen, we all have troubles and we all think our own are the greatest, and it has just occurred to me that a little incident that happened some years ago might very well exemplify the fact that the other fellow's troubles are often very much greater than our own. It is not a story but an actual fact, which happened to myself when I was a commercial traveller. I was at that time calling at Exeter. There were very few regular passenger trains on the London, Huron & Bruce at that time, and we generally travelled on a local freight with a passenger car attached to it. Exeter, as you know, is some distance from the station, and the station is on the far side of the track, consequently the bus that we were to drive up in had to wait very often if there was any shunting going on before they could cross the track. This particular evening a number of us got off and stepped into the bus and I noticed incidentally that there was a big strong country lad at the far end of the bus sitting crouched in the corner. One of the party, who was not aware of the cause of the delay, becoming a little anxious to get started, made the remark in an audible tone, "What is the matter, what is the matter?" and, before any of us could get time to reply, in a very sad voice, the country lad said: "I don't know sir, but the doctor says it is either scarlet fever or small pox." Now, it is unnecessary for me to state that we all walked up from the station that night, and concluded there were other people that had troubles worse than ours.

Now, gentlemen, our interests are mutual; to succeed we must be honest with one another. Making misleading statements or sailing close to the wind does not pay; it is unprofitable and, while a man may succeed for a time, he is soon found out. I do not know that I can say much more. I heard this matter discussed when attending a convention of the hardware trade in New Orleans last year, and a little story of how a man can sail close and still at the same time speak the truth may not be out of place here. It was related by a Southern hardware dealer. It appears an old darky came to his priest to confess; being an uneducated man, the father had to ask him various questions, and catecized him very thoroughly; after so doing, he then said, "Well, Sam, have you stolen any turkeys since you were here last?" "No, sir, no sir," the old darky replied. "Well," says the priest, "have you stolen any chickens?" "No sir, no sir." "Sure you haven't stolen any chickens since you were here last?" "Well," he says, "Sam, you can go in peace." The old darky got up smiling

and, as he left the church, looking over his shoulder, he said, "Lord, if he had only said ducks, I'd have been a goner."

Now, gentlemen, I think I have said enough. I thank you again for your courtesy and kindness in inviting me here this evening.

"THE MANUFACTURERS."

A toast to "The Manufacturers' Association" was next proposed by Chairman Rogers, who expressed satisfaction that the manufacturers had adopted the motto "Made in Canada," and were to such a large degree living up to the thought by keeping their quality so high that Canadians were now proud to buy goods made in their own country. C. E. Boeckh and G. M. Collins were invited to respond to this toast.

MR. E. C. BOECKH.

Mr. Boeckh did not desire to make a speech, but rather as a manufacturer to express good will toward the gathering. Retailers ought to be proud to belong to such an organization. He was reminded of the Irishman who was asked what he would be if he were not an Irishman.

"Sure, now," the son of Erin replied, "If I wasn't an Irishman I'd be ashamed of myself."

The retailers who were invited to join such an association, but who refused, should be ashamed not to belong. There was no doubt they would have a greater influence collectively than individually. In union there was strength. The wholesalers and manufacturers would like to meet gatherings of retailers oftener, in social gatherings or in the discussion of matters affecting the trade. They would thus find each other good fellows and would soon remedy any wrong, smooth away the rough places in business.

MR. G. M. COLLINS.

Mr. Collins had ever desired a wider organization of retailers, feeling that the trade would be improved mentally, morally and socially by such gatherings as the one he was addressing. The manufacturers were trying to make good goods, the wholesalers to distribute them most economically. All were anxious to see the retailers prosperous and would gladly do what was possible to further that end.

"THE RETAILERS."

The toast of "The Retail Merchants' Association of Canada" was responded to by W. B. Rogers and E. M. Trowern.

Mr. Rogers gave an historic sketch of the history of the association, showing how for years it had been fighting the battles of the retailers of Canada both in the Dominion and the Provincial Parliaments. In their efforts to get legislation in the Dominion Parliament they had been greatly assisted by Mr. Kemp, whom they had double reason to honor. The trading stamp bill, prepared by their solicitor, had recently been commended by Hon. Mr. Gibson, in the Ontario house, as practically the only successful local option law in the province.

Mr. Trowern, as secretary of the association, expressed appreciation of the presence of members of parliament and of representative wholesalers and manufacturers. Their association, after many years of uphill work, had attained to a large degree of strength and influence. They had done much for the retail trade and would be able to do more. After a reference to Mr. Kemp's assistance in the past he expressed the desire that business men should give support to those who were favorable to them in their efforts to improve their conditions. They intended making a fight to have the fees for the examination of weights and measures abolished, and had received assurance that if this was the general wish of the merchants of Canada the Government would agree to their abolition. The association had reason to be proud of the work it was doing. Mr. Rogers had proven an indefatiguable president, while Mr. Greer as secretary and Mr. Caslor as treasurer had seconded every effort to make the association as strong and powerful as it should be.

"THE COMMERCIAL TRAVELLERS."

"The Commercial Travellers" was responded to by W. J. Hallarn, of the Gurney Foundry Co. Mr. Hallarn spoke in an exceptionally humorous vein. He had, like Mr. Kemp, started his career at the age of 16 years. He had started with nothing and had eventually become a hardware retailer. To be exact he had started with 10c and in four years had owed $13,000. He had graduated from the store to the road. The traveller was the mouthpiece, the very bone and sinew of the commercial organization. He was confident the travellers would like to see the retailers organized. Personally he believed it would be an advantage if every manufacturer and wholesaler in the country could be present at one of these banquets, to meet and see what a fine body were the retail hardware merchants.

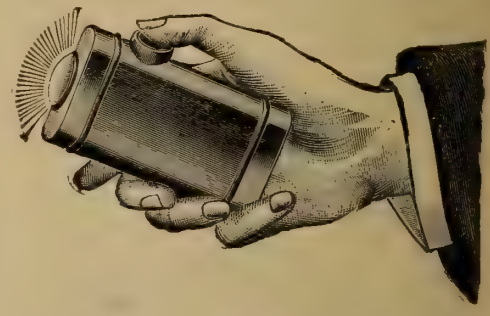
"THE PRESS."

In proposing the toast "The Press," Mr. Rogers said: "We have with us the representative of the paper that has done a great deal of good to the trade and has even been the loyal friend of the retailer. The retailer who does not read Hardware and Metal must get behind the times. Its news service and its market reports are so valuable that none could afford to miss them." D. O. McKinnon responded to the toast on behalf of Hardware and Metal.

"God Save the King" closed an enjoyable evening.

ELECTRIC VEST POCKET LIGHT.

The American Electrical Novelty and Mfg. Co., 232 McGill street, Montreal, are offering the Every Ready vest pocket light here illustrated. It is especially serviceable for merchants and clerks in entering warehouses and cellars as well as for tourists or travellers, as it can be placed under the pillow for instant use. It is very compact, weighing but 7 ounces and measuring, over all, 3 3-8x2 5-8x15-16 inches. The body is black with ends of nickel plated brass. In one end is an electric light bulb with reflector and bull's eye lens the light being supplied by two cylindrical dry batteries, the necessary circuit being closed by pressing the push button as shown. This device gives a generous light, the batteries being renewable at nominal cost, and easily obtained from any of a large number of depots handling their goods, of which there is a large line of the same general character.



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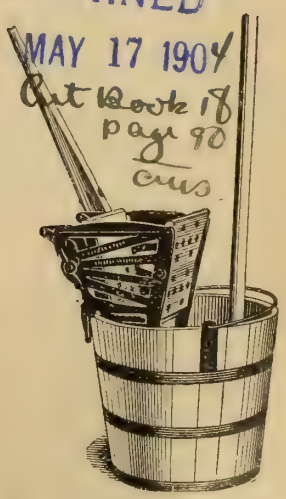

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PAINT, OIL AND BRUSH TRADES

THE CANADIAN CONSOLIDATED OIL COMPANY.

THE event of the week in the paint and oil trades is the organization of the Canadian Consolidated Oil Co., Toronto. This organization is virtually a merger of the Canadian Consolidated Oil Co., the Canadian Oil Refining Co., the Sun Oil Refining Co., of Hamilton, the Grant-Hamilton Oil Co., of Toronto, the intention being to carry on the business of an oil producing, refining and manufacturing company in all branches with incidental and subsidiary powers. The capital of the company is $1,000,000.

The provisional directors of the company, as announced in the Ontario Gazette, are John Kerr, capitalist, Petrolea; Ernest R. Clarkson, manager, Thomas Ramsay, hardware merchant, and Leopold Bauer, capitalist, of Hamilton; David B. Hanna, railway manager; John J. Main, superintendent; William D. Lummis, lumberman; Thomas H. Hamilton and Jospeh Wright, managers, and William P. Bull, of Toronto: William J. Lovering, of Coldwater; James Playfair, of Midland; William J. Sheppard, lumberman, Waubaushene; William Irwin, lumberman, and Robert R. Hall, barrister-at-law, of Peterboro'.

In view of the above organization it is interesting to note that during the last few days two largely signed petitions have been presented to the Dominion Parliament asking for a reduction of the duty on crude petroleum from 5c per gallon to 2c per gallon.

The reason given for the reduction is that it would lead to the establishment of several more refineries in Canada and the consequent extension in every way of the Canadian oil industry while the 2c duty, the superior quality of their product and the saving of freights would be ample protection to the crude oil producers. It is pointed out that owing to a reduction of output by those interested the output of the Sarnia refinery has been greatly reduced, its pay roll now being less than oue-quarter what it was some time ago.

Turpentine Lower.

YESTERDAY'S naval stores market showed a firmer tone throughout, and while buying was not over active prices ruled higher. Spirits turpentine was unsettled with holders asking from 58 1-2c to 59 1-2c, as compared with 61c last week. The Savannah market was quoted unchanged at 58c, which price, according to advices, was maintained solely by the bullish operations of the Standard Oil Company, as it had been for several days past. There was but little if any improvement in the demand, and business outside of jobbing lots was dull. The stock held in yard was fair and well able to take care of the call made upon it. Early in the day spirits were obtainable at 58 1-2c, after which holders became conservative and instead of offerings being made bids were solicited. This was apparently due to a rumor in circulation to the effect that the low offerings of spirits at 64 1-2c had been withdrawn. This statement, which could not find confirmation, was variously received, but in most cases it was discounted by dealers.

A decline of 2c is noted in the local market this week, making the price for single barrels 88c in the cities and 90c for delivery outside.

LINSEED OIL

Raw and Boiled

"GUARANTEED PURE"

MANUFACTURED BY

Canada Linseed Oil Mills, LIMITED,

MONTREAL.

☞ **BARRELS WANTED!!**

We are open to **buy good, sound, oak** Linseed Oil, Turpentine, Varnish, and Machine Oil Barrels.

If You Buy

Varnishes **Paints**
Japans **Colors**
Lacquers **Glues**
Stains **Bronzes**
Fillers **Chamois**
Sponges

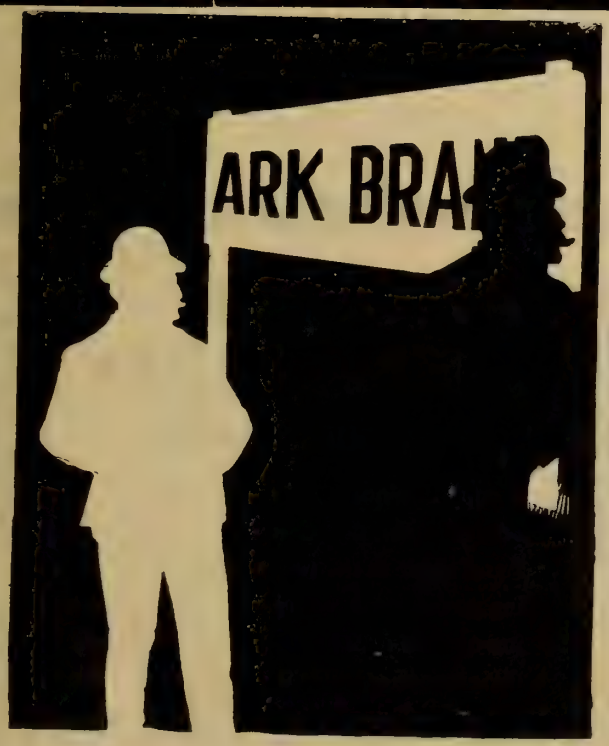
WRITE TO

R. C. JAMIESON & CO.

LIMITED

MONTREAL

AGENTS FOR ASPINALL'S ENAMEL.



THAT SIGN is painted all over Canada. And it certainly sells **"Ark" Brand Paint.**

"ARK" BRAND PAINTS sold once, sell again. They are made to wear, to stand sun and weather. That they bear out every claim made for them, that they are profitable to handle, that they help the hardwareman's business, has ample proof in our long list of testimonials from dealers in every part of Canada. Read this :

Udora, January 20, 1904.

Messrs. The Francis-Frost Co., Limited, Toronto.

Dear Sir,—As evidence of how we have found "Ark" Brand Paint, would say that since 1899 our business with you has more than tripled and was more than 14 times as much in 1903 as in 1899 when handling another brand.

Our faith in "Ark" Brand is such that we have turned down all comers and make "Ark" Brand our sole line of paints ; in this we have been strongly supported by the public confidence this brand has acquired.

Yours truly, R. S. WEBSTER & Co.

Write us to-day for information as to how we help the dealer to push "**ARK**" Brand.

The Francis-Frost Co., Limited

TORONTO, ONT.

Canadian Distributing Agents for Grippin's Crack Filler and "Muresco" Wall Finish.

Paint and Oil Markets

Quebec.

Office of HARDWARE AND METAL,
232 McGill Street.
Montreal, March 31, 1904.

A SLIGHT weakness has developed this week in both linseed oil and turpentine. The former is being offered by some houses at a reduction of one cent per gallon for April and May delivery. It is thought, however, that linseed oil may recover slightly but the indications point to a further weakness in turpentine. This weakness is no doubt due to the fact that the Spring crop is now in sight. If further concessions are made—and it is probable that there will be further reductions soon—turpentine should be used much more freely. For several months, sales have been very light because of the high price and some buyers have been seeking substitutes. There is an exceedingly bare market for gum shellacs and shellac varnishes are firmly held at an advance. One manufacturer says he is seriously considering the advisability of withdrawing all quotations and accepting orders only subject to the market. The general volume of business is fair. We quote:

Ground White Lead—Best brands, ernment standard; $4.50; No. 1 Government standard, $4.50; No. 1 3, $3.67 1-2 to $3.77 1-2; No. 4, $3.30 to $3.40, all f.o.b. Montreal.

Dry White Lead—$4.25 in casks, and in kegs $4.50.

Dry White Zinc—Pure dry, in casks, 6 1-4c; in 100-lb kegs, 6 3-4c; No. 1, zinc, in casks, 5 1-4c; in 100-lb kegs, 5 3-4c.

White Zinc—(ground in oil)—Pure, 25-lb irons, 8c; No. 1, 7c; No. 2, 6c.

Putty—We quote: Bulk, in barrels, $1.50; in 25-lb tins and irons, $1.85; bladdered putty in barrels, $1.75.

Orange Mineral—Casks, 7c; 100-lb kegs, 7 1-4c; smaller quantities, 8 1-4c.

Red Leads—Genuine red lead, in casks, $4.25; in 100-lb kegs, $4.50; in less quantities, $5.50 per 100 lb. No. 1 red lead, casks, $3; kegs, $4.25, and smaller quantities, $5.25.

Litharge—Ground, casks, 5c; in less quantities, 5 1-2c; flake litharge, casks, $5; smalls, $5.50 per 100 lb.

Linseed Oil—Raw, 1 to 4 barrels, 47 to 48c; 5 to 9 barrels, 46 to 47c; boiled, 1 to 4 barrels, 50 to 51c; 5 to 9 barrels, 49 to 50c. Delivered in Ontario between Montreal and Oshawa at 2c per gallon advance.

Turpentine—Single barrels, 89 to 89 1-2c.; 2 to 4 barrels, 88 to 88 1-2c. Standard gallon of 8.6 pounds.

Shellac Varnish—Pure white, $2.85 to $3.50; pure orange, $2.75 to $3.40; No. 1 orange shellac, $2.45 to $2.60.

Mixed Paints—$1.20 to $1.40 per gallon.

Castor Oil—8 3-4 to 9 1-4c in wholesale lots, and 1-2c additional for small lots.

Canadian Paris Green — Barrels, 14 1-4c; arsenic kegs, 14 1-2c; 50 and 100 lb drums, 15c; 25-lb drums, 15 1-4c; 1-lb packages, 16c; 1-2-lb packages, 18c; 1-lb tins, 17c. Terms 2 per cent. discount for cash in 30 days or 90 days net.

English Paris Green—Barrels, 14 1-4c; arsenic kegs, 14 1-2c; 50 and 100 lb drums, 15c per lb; 25 lb drums, 15 1-2c; 1-lb paper boxes, 16c; 1-lb tin boxes, 17c. Terms, 2 per cent. 30 days; 90 days net.

Ontario.

Office of HARDWARE AND METAL,
10 Front Street E.
Toronto, March 25, 1904

WHILE business is somewhat livelier than last month the volume being done is considerably less than jobbers have been expecting. Turpentine continues to weaken in the South and another drop of 2c is reported on this market. Linseed is steady at last week's figures. Other lines are nominally steady. We quote:

White Lead—Ex-Toronto, pure white lead, $4.65; No. 1, $4.20; No. 2, $3.90; No. 3, $3.50; No. 4, $3.25 in packages of 25 lb and upwards; 1-2c per lb extra will be charged for 12 1-2-lb packages; genuine dry white lead, in casks, $4.50.

Red Lead—Genuine in casks of 560 lb, $4.25; ditto, in kegs of 100 lb, $4.50; No. 1, in casks of 560 lb, $3.75 to $4; ditto, in kegs of 100 lb, $4.25.

White Zinc—Genuine, French V.M., in casks, $6 to $6.25; Lehigh, in casks, $6 to $6.25.

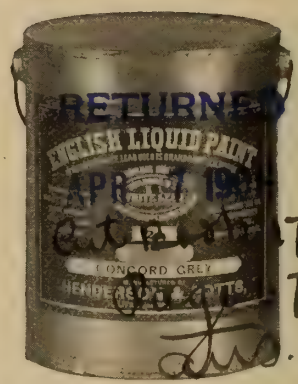
Shingle Stain—In 5-gallon lots, 60 to 85c per gallon.

Paris White—90c to $1 per 100 lb.

Whiting—60 to 65c per 100 lb; Gilders' whiting, 75c.

Shellac—Pure orange, in barrels, $2.50 to $3; white, $2.50 per gallon; No. 1, $2.37 1-2, including price of can.

Linseed Oil—Raw, 1 to 2 bbls, 48c; boiled, 51c; 3 to 5 bbls, raw, 47c; boiled, 50c; 6 to 9 bbls, raw, 46c; boiled, 49c; delivered, Toronto, Hamilton, Lon-



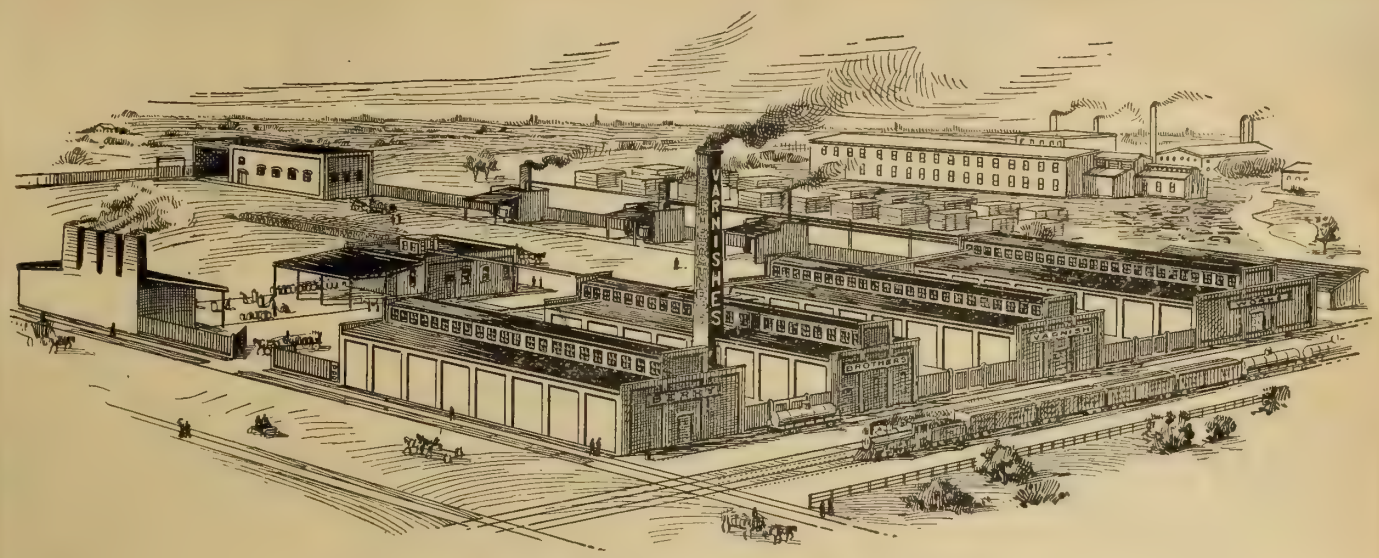
Send us a post card and let us tell you all about them.

ANCHOR and ENGLISH

LIQUID PAINTS

occupy a unique position among the different brands upon the Canadian market. They stand alone at the top, unrivalled for covering power, permanency of color, and wearing qualities. The only white lead used in their manufacture is the best the world can produce—**Brandram's B. B. Genuine.**

HENDERSON & POTTS, Limited, Halifax.
HENDERSON & POTTS CO., Limited, Montreal.



IT IS NEARLY

HALF A CENTURY

since we commenced to make Varnish. During this period we have acquired a knowledge not only of Varnish, but of the varied needs of varnish consumers that nothing but time can impart, and have also learned how to cater successfully to every varnish want.

Our experience belongs to those who use and sell Berry Brothers' Varnishes.

Safest goods to handle, surest and most reliable goods to use.

WRITE FOR CATALOGUE.

Berry Brothers
LIMITED

WALKERVILLE, ONT.

MANUFACTURERS OF EVERY GRADE OF VARNISH FOR EVERY USE KNOWN

EASTER

WEDDINGS!

If you are wedded to the manufactures of

THE CANADA PAINT COMPANY, LIMITED,

you have made a good match, and have the best of partners to assist you in establishing and retaining a first-class business.

Make a display for Easter week of *The Canada Paint Company's Enamels, Colors, Paints and Varnishes.*

don and Guelph. One firm is quoting raw, 1 to 4 bbls, 47c; boiled, 50c; 5 to 9 bbls, raw, 46c; boiled 49c; 10 bbls and over, open; ex-Toronto, 2 per cent. off 30 days.

Turpentine—Single bbls, 88c; 2 to 4 bbls, 87c; 5 bbls and over, open Toronto, Hamilton, London and Guelph, with 2c extra for delivery outside. One firm quotes: Single bbls, 91 1-2c; 2 to 4 bbls, 90 1-2c, delivered; 5 bbls and over, open, ex-Toronto with 2 per cent. off 30 days. For less quantities than barrels, 5c per gallon extra will be added, and for 5-gallon packages, 50c and 10-gallon packages, 80c will be charged.

Glues—Broken sheet, in 200-lb bbls, 8 to 8 1-2c per lb; cabinet glue, in bbls, 11 1-2 to 12c; emery glue, in bbls, 17c; bookbinders', ground, 10 1-2c; finest American, white, 19c; No. 1 American white, 15c per lb.

Putty—Common, $1.65; pure (linseed oil) bladders in barrels, $2; bladders, in 100-lb kegs, $2.25; bulk in barrels, $1.75; bulk, less than barrels and up to 100-lb, $2.

Plaster Paris—New Brunswick, $2 per bbl.

Liquid Paints—Pure, $1.20 to $1.40 per gallon; No. 1, $1.10 per gallon.

Barn Paints—65 to 70c per gallon.

Castor Oil—English, in cases, 7 1-2 to 8c per pound, and 8 1-2 to 9c for single tins.

English Paris Green — Petroleum bbls, 13 1-4c; arsenic kegs, 13 1-2c; 50 to 100-lb drums, 14c; 1-lb packages, 15c; 1-lb tins, 16c; 1-2-lb tins, 18c.

Canadian Paris Green (present delivery)—Petroleum bbls, 13 1-4c; arsenic kegs, 13 1-2c; 50 and 100-lb drums, 14c; 1-2-lb tins, 18c.

St. John, N.B.

This has been a quiet market for osme time, at least as far as changes in price go. It is not expected that burning oil will show much change at this season, when the demand falls off. Paint oils which have a free sale at this season, keep low, except turpentine. Lubricating oils receive much attention; with these it is a question of quality. Cod liver oil, which has ruled high, is much lower, though still well above the average.

Window Glass.

MONTREAL.

There is a good movement from stock this week. Prices remain steady at former quotations which are: First break 50 feet, $1.70; second break, $1.80 for 50 feet. First break, 100 feet, $3.25; second break, $3.45; third break, $3.95; fourth break, $4.20.

TORONTO.

A moderately active business is reported, prices being unchanged. We quote: Star, first break at $3.10 per 100 feet and Double Diamond, first break, at $5.10. Discount 15 to 20 per cent.

Signs of Spring.

SIGNS are not wanting that Spring is at hand, especially in the vicinity of the Canada Paint Company's Montreal works.

Owing to the breaking up of the roads a tin of vermilion fell out of one of their delivery wagons into a pool of water. The slip cover slipped off and the puddle was dyed a rich vermilion hue. A wag promptly placed a sign upon the spot which read:

SCARLET LAKE.
No Bathing Allowed!

Little rivulets from the rapidly melting snow would suggest to a stranger that water power for electric purposes and mill privileges were abundant. A barrel organ comes along and plays sweetly:

Spring, Spring,
Gentle Spring.

A noisy boy passes along whistling "Hiawatha" (Higher Water!) and another boy reaches for a brick to violently suppress these mirthful effusions.

Fur coats have all been "called in" and umbrellas distributed. The young ladies "with the stylish hats and big white feather, wear gaiters during the sloppy weather." No more does the "cawld blast" from Mount Royal cut the cheek of the city traveller, but the festive rain drop courses down the back of one's collar. There are other signs which the gentle reader will notice should he be unfortunate enough to stand too near a snow-laden roof!

Toptson & Johnston, general merchants, Churchbridge, have sold out to W. Martin & Co.

R. E. THORNE, 768 Craig St., **MONTREAL**

Wholesale Agent and Importer

Dry Colors, Ochres, Bronze Powders, Aluminum Powder, Schlag Metal, Bronze Liquids and Varnishes.

Toronto Office—29 Melinda St.

McCaskill, Dougall & Co.

Manufacturers

RAILWAY, CARRIAGE AND BOAT **VARNISHES.**
HIGH GRADE FURNITURE and HOUSE VARNISHES.

MONTREAL.

A Reason or Two

Why every dealer should stock **CHURCH'S COLD WATER**

ALABASTINE

Because it has an established reputation—always working to the satisfaction of the user—and possesses every advantage necessary or desirable in a material for wall-tinting and decorating.

Because by a thorough system of advertising **everybody that reads** knows about **ALABASTINE,** and when in want of anything to fix up walls, calls for it as naturally as for any staple in the hardware, dry goods or grocery line.

Because of its convenience, and its permanent and sanitary features.

Mr. M. B. Church, the original inventor of **ALABASTINE** and now President of this Company, was the first to produce a practical wall-coating adapted for use in **cold water,** a process patented in Canada and other countries, that has forced the manufacturers of hot water preparations, at the risk of patent infringements, to imitate his example.

ALABASTINE is for sale by Wholesale Hardware and Paint Dealers everywhere. Also by

THE ALABASTINE CO., Limited, PARIS, ONT.

"Island City" Paint and Varnish Works

Our "Island City" Enamel Paints are the best in the market—17 artistic shades.

Our "Island City" Aluminum, Gold and Silver Paints can be used with great satisfaction on Furnaces, Radiators, all sorts of Furniture and Ornaments that require renovating.

P. D. DODS & CO., Proprietors, Montreal, Toronto, Vancouver.

G. F. STEPHENS & CO., Limited

MANUFACTURERS OF

READY MIXED PAINTS, made with Manitoba Pure Linseed Oil, Hard Drying Floor Paints, Enamels, Colors in Oil and Japan, Liquid and Paste Wood Fillers, Carriage Paints, Blackboard Slating, Oil and Varnish Stains, White Lead, Putty, etc., etc.

IMPORTERS AND JOBBERS OF

Brushes, Varnishes, Dry Colors, Painters' Supplies, Window, Plate, and Ornamental Glass.

170, 172, 174, 176 Market St., Winnipeg, Canada.

BRANCH AT CALGARY, ALTA.

WRITE ME.

I do Electro-plating for manufacturers and private people.

The local hardware dealer can send me a good deal of work if he suggests it to his customers.

Write me for particulars.

D. SUTHERLAND

Electro-Plater,

112 Church Street, - - TORONTO

GENUINE

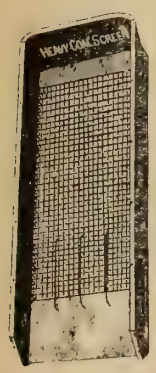
PRATTS ASTRAL LAMP OIL

Sold in all countries and recognized as the highest grade oil manufactured.

WHOLESALE ONLY.

THE QUEEN CITY OIL COMPANY, Limited,

TORONTO, ONT.

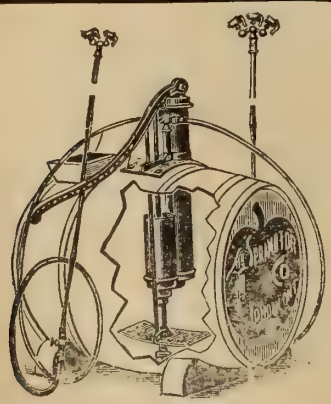


Coal Screens
Sand Screens
Ash Screens

Dennis Wire & Iron Co.,

LONDON, Ont.

New Catalogue ready Feb. 1904. Send in your name.



THE SPRAMOTOR

is recognized by the users as the most durable and efficient apparatus yet invented, for the

Prevention of blight and bugs on fruit and potatoes.
For the destruction of wild mustard in the grain crops without injury to the grain, and for
The painting of buildings.
Has been awarded First Place by the Canadian Government in actual contest, and
The Gold Medal at the Pan-American.
The Trade fully protected.
Write for particulars and discounts. Terms liberal.

THE SPRAMOTOR CO.,

68-70 King St., - - LONDON, CAN.

History of Wall Paper.

ALMOST all the earliest examples of wall paper in use are to be found in China. In some of the Chinese provinces wall paper has been used for several centuries. In Europe the idea of having colored paper hangings for walls was first taken up in England. These coverings were made to imitate as closely as possible the velvet wall hangings of the great Genoese and Florentine merchant princes. They were introduced into the homes of wealthy Englishmen, and the conventional patterns chosen were rarely altered or changed.

The method by which the paper of our forefathers was manufactured differs considerably from the rapid manner in which the beautiful wall papers of today are turned out. The patterns were first cut in relief on wooden blocks, of which there was one for each color. The blocks were some 21 in. wide, and considerable care was taken that the various colors should register exactly. The pattern was printed off by hand on small square pieces of paper.

"Flock" papers, which were used a great deal early last century, were manufactured in quite an ingenious manner. After a design had been printed, the flock, i. e., wool of the necessary color, cut very fine, or else metallic powder, was sprinkled evenly all over the paper. This adhered only to the pattern of course. When a well-marked relief was required the process was repeated, and the whole thing pressed between the rollers.

Until a comparatively recent date, a great difficulty lay in producing more than three or four colors. This difficulty has now been removed by the invention of marvellously intricate machines, which will print dozens of colors all at once.

Hints for Display.

AS very much of the success of the wall paper department depends upon the care that is given their display, it is important that the merchant and window dresser devote some of their time and ingenuity to thinking out schemes that will be effective. While at first thought there seems to be few designs available in the display of wall paper, there will be found after one or two arrangements, that many others present themselves in rapid succession. The designing of the first two or three displays is the most difficult.

A good plan is to hang a roll of wall paper from the ceiling at the back of the window, dropping to the floor, and over this but falling a shorter distance as each paper is put on to hang the border and then the ceiling. Another paper can be worked in by showing the bottom one as intended to run only as a dado, and above this a centre wall paper to extend to the moulding, and then the freize and ceiling. The two first papers where one is supposed to extend up six or seven feet in the room and the second, a flaring conspicuous design, the remaining distance to the ceiling, can be shown together. In front of these rolls hanging the back, can be set up the regular display stands, showing almost the same scheme except that no more that three papers and preferably two, should be used on the one stand. The upper samples look best if allowed to hang in a fold rather than in a straight end.

Be sure that the colors in adjacent samples do not clash too much, and that the different papers hanging over each other are a good match.

THE "IDEAL" WIRE FENCE.

Hardware dealers are becoming exceedingly interested in the subject of woven wire fencing. The popularity of this style of fence and the steadily increasing demand for it, have created a profitable department in the hardware dealer's business. The "Ideal," made of No. 9 hard steel wire throughout, is claimed to be strong, durable and economical to an exceptional degree. These claims are demonstrated by its increasing popularity. Owing to the great demand for "Ideal" fencing, the manufacturers, the McGregor-Banwell Fence Co., Limited, of Walkerville, Ont., have been obliged to double their capacity.

RESOURCES OF THE OTTAWA VALLEY.

IN a speech before the Unity Club, Ottawa, W. P. Hinton, of the Canada Atlantic Railway, paid the following tribute to the resources of the Ottawa Valley: "The magnificent and as yet almost unrealized wealth in hard woods of the Ottawa valley, gives great possibilities for furniture and similar wood-using industries. This must in the near future rival the saw-mills that now manufacture pine and spruce lumber almost exclusively. In minerals we have not yet begun to realize the wealth of the district, small operations only having been conducted in mica and feldspar mining. Vast deposits of iron, graphite, asbestos, phosphates and other minerals exist in great abundance. Iron ore exists in endless quantities and can be treated electrically in the same way as similar ores are in Germany. The mineral wealth of the Ottawa valley must some time produce great industries in this locality."

WALL PAPER

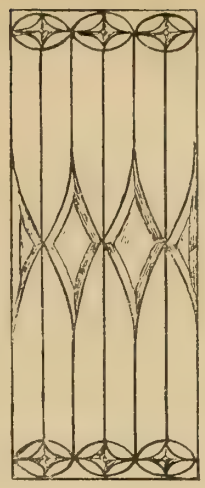
APRIL AND MAY

are sure to bring demands for some lines you have overlooked when placing your stock order. We probably have in stock the lines you are short of. Write for samples.

STAUNTON'S Limited
TORONTO CANADA

Show These to Your Customers.

BEVEL PLATE DOOR AND WINDOW PANELS



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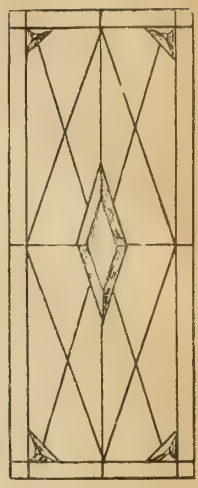


103.

LUXFER WINDOW PRISMS

LUXFER SIDEWALK PRISMS

3 feet Square
4 feet Square
STANDARD SIDEWALK PRISMS IN STOCK.

LUXFER PRISM CO.,
100 King St. W., TORONTO.

STERLING FOR INSIDE WORK
PURE PREPARED FOR OUTSIDE WORK
PAINTS

We Make Money for You
You Make Money for Us

And we each do it through selling

STERLING PAINTS

Do not be mislead in to acting as agent for inferior paints. They don't pay—They do you harm. But Sterling Paints are worthy—they are sound at the core, test them. Have others test them. We welcome tests, for tests disclose their true worth.

Be our agent. Send us a card of inquiry, we have interesting proposals to make.

THE GRANT-HAMILTON OIL CO.
LIMITED.

MAKERS OF STERLING PAINTS — TORONTO.

STOVES AND TINWARE.

Oil, Gas and Gasoline Stoves.

ALREADY the salesmen for the manufacturers of gasoline stoves, blue flame oil stoves and gas stoves have made their first visits and brought to the attention of their customers the line of goods for the year, notes the Metal Worker. In not a few instances they have brought away with them substantial orders, particularly from the jobbing trade. It is not too early to place orders for this kind of stock, as all the new goods in this line which are likely to make their appearance for the year can now be seen by means of photographs either of the original article or of the patterns from which it is to be made. Not a few salesmen, moreover, have travelled with samples in order that those from whom they seek orders may know exactly what they are buying.

A very much larger use has been made throughout the country during the year of gas, oil and gasoline for fuel than was customary before the recent coal strike. This should have a beneficial effect on the sales this year of stoves adapted to these fuels. Where gas is not available many have been led to see the benefits of using liquid fuel. The fact that many farmers have found the blue flame oil stove and the gasoline cook amply sufficient for their Summer cooking is a help when the stove dealer is endeavoring to sell these articles to other farmers and their wives. The simplicity of operation of the best types and the fact that these stoves are now so made as to give excellent service indefinitely are further recommendations in favor of these Summer cooking stoves.

DISPLAY SUMMER COOKS.

Inasmuch as the space in the show room that has been heretofore occupied with parlor heaters is no longer productive of seasonable trade, it is advisable to have a few of the Summer cooking goods brought in early to take their place on the sample floor. Thus the time before hot weather sets in can be utilized for bringing them to the attention of prospective purchasers by showing the stoves in operation and giving full information in regard to them. Many stove dealers have made these cooks a part of their lines for many years, but there are others who have hitherto hesitated to take up their sale who can begin to do so this year with advantage. The introductory period for liquid fuel stoves has long since passed. The practicability of the apparatus has been demonstrated, and, notwithstanding the attitude taken by some insurance companies, their safety has been proved, particularly when used according to directions.

GAS STOVES.

In many sections the gas companies practically decide whether the stove dealer can handle gas stoves with profit. But even if these companies are introducing gas stoves by selling them at cost prices the stove dealer can sell a few hot plates on a narrow margin of profit, and by this means secure an opportunity of doing some gas fitting for customers, or he can handle a high grade gas range that is not sold by the gas company, and through good salesmanship can secure a satisfactory profit on its sale. It is not best to avoid entirely the handling of gas stoves, even if the gas company may make it unprofitable. The stove dealer can gain many a good customer by being better trained to satisfy gas stove buyers than the clerks of the gas companies. One stove displayed with a sign to the effect that its operation for greatest economy and best results will be fully explained free of cost, will help sell many a saucepan or other piece of kitchen furniture. Ovens, steamers, broilers and other utensils adapted alike for gas, oil or gasoline stoves, have proved profitable sellers when displayed and when a courteous explanation of their advantages is given to shoppers.

Notes of the Trade.

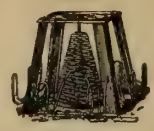
Kingston tinsmiths are demanding that they be allowed to withdraw from all jobs on which non-union men work, and that the work be not finished by apprentices as has been done. All work must be performed by union men. The employers demur and offer other terms, but the men are standing out.

Clare Bros. & Co., stove manufacturers, Preston, Ont., will this year add to their extensive works new pattern shops and a three-storey stone steel range department, 60 feet square. Some of the work thereon is now being prosecuted and all the extensions will likely be finished by mid-Summer. The firm are doing a large, increasing business, and their outlay this year will include a considerable sum for new machinery. —Galt Reporter.

$5 CHEQUE PERFORATOR

perforates and indelibly inks the amount. Five dollars only. Express paid. Sent on approval.

Canadian General Purchasing Agency
MONTREAL.



Wire-Cone Incandescent Toaster

Only perfect Bread Toaster for Gas or Gasoline Stoves. No smoky taste to bread toasted on this toaster. Write for prices.

H.O.Edy, Montreal. E.T.Wright & Co., Hamilton

HARKINS & WILLIS,
Manufacturers and Inventors - ANN HARBOR, Mich

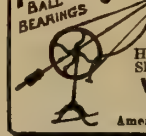
COVERT MFG. CO.
West Troy, N.Y.

Auto Screw Jack

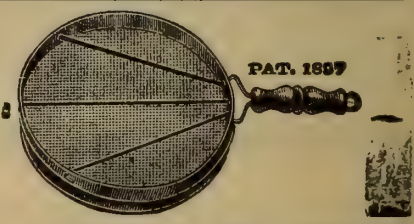
Harness Snaps, Chain, Rope and Web Goods, etc.

FOR SALE BY JOBBERS AT MFRS. PRICE

PRIEST'S CLIPPERS



Largest Variety, Toilet, Hand, Electric Power
ARE THE BEST.
Highest Quality Grooming and Sheep-Shearing Machines.
WE MAKE THEM.
SEND FOR CATALOGUE TO
American Shearer Mfg. Co., Nashua, N.H., USA



The FAIRGRIEVE GAS TOASTER

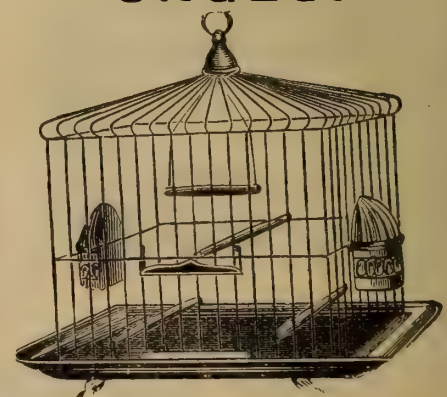
Retails at 25c. The only Toaster guaranteed to toast on gas, gasoline or blue flame oil stoves without taste or smell. Write for prices.

THE FAIRGRIEVE MAN'FG. CO.,
295 COLLEGE ST., TORONTO.

U. S. Branch: 289 Jefferson Ave., DETROIT

Agents for Great Britain: Heine, Solly & Co., Sutton House, 2 Old Street, London, E.C.

CAGES.



Bird Cages, Japanned and Brass, Parrot Cages, Squirre and White Rat and Mouse Cages, Breeding Cages.

The most complete line of Cages manufactured on this continent. Styles, sizes and prices to suit every purchaser

E. T. Wright & Co., MANUFACTURERS, Hamilton and Montreal

Have you tried it?

Tried what?

SELLING MANTELS.

This is in your line of business, and it will pay you.

The Batty Stove & Hardware Co

76 YORK ST., TORONTO.

If you have the goods; We can Sell Them.

COLTART & CAMERON CO., Limited, WINNIPEG.

Manufacturers and Shippers of Hardware Specialties.

LOOKING TO THE WEST FOR TRADE?

COMMUNICATE WITH

COLTART & CAMERON CO., Limited

Manufacturers' Agents and Warehousemen,

WINNIPEG, CAN.

To Manufacturers' Agents

HARDWARE AND METAL has inquiries from time to time from manufacturers and others wanting representatives in the leading business centres here and abroad.

Firms or individuals open for agencies in Canada or abroad may have their names and addresses placed on a special list kept for the information of inquirers in our various offices throughout Canada and in Great Britain without charge.

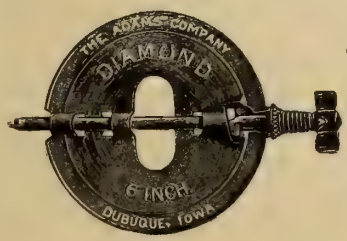
Address

Business Manager

HARDWARE AND METAL

Montreal and Toronto

DIAMOND STOVE PIPE DAMPER AND CLIP

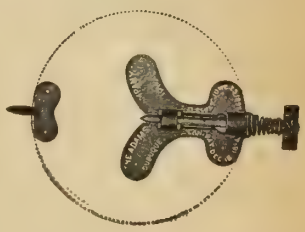


U. S. Patent June 25th, 1895.
Canadian Pat. Dec. 13th, 1894.

Sold by Jobbers of - - -

HARDWARE
TINWARE
and STOVES,

for furnace pipe, to support the sheet steel blade



Manufactured by THE ADAMS COMPANY, Dubuque, Iowa, U.S.A.
TAYLOR-FORBES CO., Limited, Guelph, Ontario.

Prices and Catalogue, showing a full line of these goods, on application.

Standard Wickless Blue Flame Oil Stoves

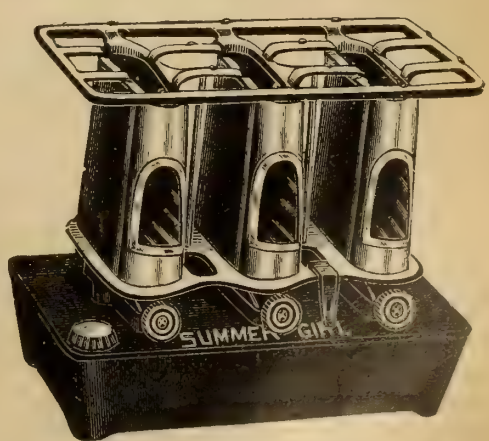
FOR

COAL OIL or GASOLINE.

SIMPLEST, SAFEST and BEST.

"Lights Like Gas."

(Simply turn on the oil and apply the match.)



"Summer Girl" Oil Stove

1 2 or 3 Burners.

WIDTH OF FLAME—4 INCHES.

A good serviceable Oil Stove at a cheap price.

Al o in stock :—EAGLE AND GERMAN OIL STOVES, EXTENSION TOPS, WICKS, ETC.

WRITE FOR PRICES.

The THOS. DAVIDSON MFG. CO. Limited. ...MONTREAL

HEATING AND PLUMBING

TORONTO SUPPLY MEN BANQUET PLUMBERS

ONE of the most successful social gatherings ever enjoyed by the plumbing fraternity was the "At Home" given by the Toronto manufacturers and supply men to master plumbers of Toronto and other cities on Wednesday evening.

For some time the Toronto Master Plumbers' Association have been entertaining their members and the supply men once a month and the latter decided some time ago to return the compliment this week. A huge success was the result.

A. A. McMichael, of the James Robertson Co., was the chairman of the evening, a fact which of itself guaranteed a live entertainment.

The Toronto master plumbers were present en masse, led by their popular president, Robert Ross, and their indefatigable secretary, W. H. Meredith. In addition to them were the following from outside:

R. Cotter and John Hooper, Winnipeg.
Ald. Hugh Wallace and And. Rodgers, Hamilton.
S. Ryding, J. Lowdnes and J. Patterson, Toronto Junction.
James Boxall, Lindsay.
Henry Mahoney, Guelph.
George Melwood, Port Hope.
J. Conrad, Waterloo.
R. S. Sturgeon, Peterboro'.

The turnout from the supply houses was equally representative, among those present the following being noted:

T. B. Alcock, E. J. Brewer and W. L. Helliwell, of The Gurney Foundry Co.
A. A. McMichael, H. S. Harwood, B. J. Morris, J. M. Owston and E. A. Rogers, of The James Robertson Co.
P. McMichael, W. J. Cluff and R. J. Reid, of The Dominion Radiator Co.
Chas. E., R. A. and F. G. Morrison, D. World, J. T. Peacock and S. T. Hadley, of The James Morrison Co.
W. S. Jackson, of The Ideal Mfg. Co.
W. A. Porter, A. C. Ormiston and Geo. Howard, of The Ontario Lead and Wire Co.
J. H. Paterson, of The Toronto Hardware Co.
H. T. Bush and A. D. McArthur, of The Standard Ideal Sanitary Co., Port Hope.
H. W. and L. L. Anthes, of The Toronto Foundry Co.

The early part of the evening was devoted to refreshments and music, the McConkey buffet being put to its best in the determination to satisfy and delight the "inner man," while a strong array of professional talent, backed up by such singers from among the plumbers as Messrs. Beavis, Lowdnes and McMullen, under the skilful guidance of W. S. Jackson, provided a variety of popular music which kept the enthusiasm up to the highest pitch.

While the meeting was essentially a social one Chairman McMichael delighted the gathering with an impromptu programme of addresses which were of the bright, cheery, brotherly type, and which did much to develop that strong feeling of good will that has existed between the master plumbers and the supply houses for a long time.

Messrs. R. Ross, J. B. Fitzsimons, F. Armstrong, W. H. Meredith, R. W. Harrison and J. J. McKittrich spoke on behalf of the plumbers, while J. H. Paterson, P. McMichael, L. L. Anthes, W. A. Porter extended greetings from the supply men.

The speeches were brim full of stories such as only a plumber can tell successfully, yet the purpose of these meetings was not neglected. In fact, everything counted together, this meeting and the convention in Hamilton on Good Friday of the Ontario Provincial Association will probably do more than anything yet to solidify the organization of the master plumbers of the province.

NOTES.

W. H. Carrick, of the Gurney Foundry Co., who was unable to be present, was missed.

Regret was expressed at the illness of Fred Somerville, of the Ontario Lead and Wire Co., in Ottawa, of tonsilitis.

N. D. Kuhlman, representing the stationary engineers of Toronto, distributed the "glad hand" freely.

"Ald." Wallace, of Hamilton says trade is slow there just now, but predicts a big business in the Summer. "We are prepared to give the boys a good time when they come to the convention," he announced.

J. Conrad, of Waterloo, reports business rather dull there this season. "The high prices and wages have frightened builders and the only buildings put up are likely to be those absolutely needed."

R. G. Sturgeon, of Peterboro', was enthusiastic over business prospects. "Peterboro' is booming," he declared. "Building is active; we are going to organize next week, so we are all happy."

Geo. Mewood, Port Hope, predicts a good season in his town. "We are looking for a steady building year and expect to have lots of work to keep us going."

Harry Mahoney, of Guelph, had found trade opening up very slowly, but was confident that a few weeks would show a change for the better. "The prospects are all right," he declared.

"The keynote of the whole affair," summed up T. B. Alcock, of Gurney's, "was in the speeches of Messrs. Harrison and McKittrick. The plumbers are uniting to improve the class of work done and to prevent the irresponsible man from doing harm. This is certainly in the interest of the Canadian manufacturers and supply men and they intend to stand by the masters in every way to help them do it. The master plumbers appreciate this loyalty and say 'Canada first, Canadian goods first, Canada first, last and all the time.' And they practise it, too." ("Hear, hear," from several in the group surrounding Mr. Alcock as he speaks.)

"I came East for a rest," said Mr. Cotter, of Winnipeg. "But I am getting entertained so well that I am afraid I will have to go home to get the rest."

"Say, fellows," said one enthusiastic plumber, "McMichael is almost as good a chairman as Ross is a president."

Messrs. Cotter and Hooper speak well of the prospects in Winnipeg. Mr. Cotter, who is a member of Cotter Bros., predicts a big year in plumbing and heating business. His own firm is already busy, having the plumbing in the Union Bank building, which is to be a fireproof structure, costing over $400,000. Mr. Cotter expressed confidence in the

RETURNED
SEP 15 1904
Cut Book 23
Page 60
Ans.

Don't you sometimes have a customer come to your store or somethin g to take off old varnish? Sell him Varn Off.

Perhaps he has tables, chairs, doors, anything at all, all scratched up. He wants it cleaned. Varn-Off cleans it right down to the board.

Does he want to take off old paint? Sell him Varn-Off.

Has he a spoilt job? Sell him Varn-Off.

Do you want a sample for yourself? Write us, and you'll be surprised to see it work.

No bad odor. No injury to the hands. Good profits.

A. RAMSAY & SON **EST'D** **THE PAINT**
MONTREAL **1842** **MAKERS**

The New Century Ball-Bearing Washing Machine.

Not the cheapest but decidedly the best Washing Machine made.

Five to seven minutes only required for a tubful.
The operator need not stand when using it, and there is practically no wear on garments.
Full information given on application.

THE DOWSWELL MANUFACTURING CO., Limited.
Hamilton, Ont.
W. L. HALDIMAND & SON, Montreal, - Eastern Agents.

It would probably be an easy matter for you to install a steam or hot water heating system in a building for less than what the Oxford System would cost. But are you only looking for one order? The systems comprised of

Oxford Radiators and Oxford Hot Water or Steam Boilers

are the kind that give satisfaction. They will live a credit to you. Their good qualities in operation are a standing advertisement for you. Let's talk it over.

The Gurney Foundry Company, Limited,
TORONTO WINNIPEG VANCOUVER

The Gurney-Massey Company, Limited,
MONTREAL

plumbing organization in Winnipeg. "We are getting all the masters into our association," he said, "and we intend to do away with the gripsack plumber who is a menace to the legitimate master plumber and a nuisanse to the supply man. Mr. Hopper, who is one of Winnipeg's progressive architects, says that an enormous amount of building will be done there this year. "We will do 25 per cent. more building," said he, "than last year, when we did fully $5,000,000 worth. And the plumbers do a high grade of work there. For instance iron drains are demanded there whereas tile drains may be put down in Toronto.

The H. R. Ives Co.

A REPRESENTATIVE of Hardware and Metal recently had the pleasure of a visit to the foundry of H. R. Ives & Co., Montreal. Conducted by Mr. Ives he soon found that the establishment is one of the largest a.. most complete in Montreal. Few people who have not made an inspection of the buildings have any adequate idea of the extent of these works. Situated on both sides of Queen street, and connected by an overhead bridge, they occupy a much greater area than the casual passer-by ever imagines.

Perhaps H. R. Ives & Co. are best known as the manufacturers of brass bedsteads and as a matter of fact their bedstead business is the largest single item on their list. It would be a mistake, however, to suppose that their business is confined to this line, as they manufacture many hardware specialties. Architectural iron work of various kinds is also an important line to which they devote much attention. Iron fences and gates of an ornamental character are manufactured by this firm and also the iron cages and gates of elevators. The foundry is a large one and complete in all respects.

The Plumbers' Convention.

Before this issue of Hardware and Metal reaches its readers the annual convention of the Ontario Plumbers' Association will have been completed in Hamilton, Ont. The executive meets on Thursday evening, the general convention all day Friday, ending up with a banquet in the evening.

New Prices on Plumbing Goods.

A new list has been issued on plumbing goods, changes being shown in almost every line. In compression and fuller work a reduction is made in most lines. In galvanized iron pipe moderate reductions are reported. In "standard" enamelled baths prices are $1.40 to $2.15 lower. In fittings the discounts are entirely rearranged. For further particulars see our market reports.

Building Permits Issued.

TORONTO.

R. Smith, a two storey brick dwelling on Given street, to cost $1,000.

M. A. Cousins, a two storey store and dwelling on Eastern avenue, to cost $1,800.

Melfort Bolton, a one storey brick shop on 594 Yonge street, to cost $1,050.

S. Smith, erection of a two storey dwelling on Brooklyn avenue, to cost $1,500.

B. H. Morehouse, a two storey and attic brick dwelling on First avenue, to cost $2,400.

Morris Reid, a one and one-half storey Summer dwelling on Lee avenue, to cost $1,100.

E. Morgan, alterations and additions to liquor store on 473 Queen street west, to cost $1,500.

Albert Kleirer, a one storey brick addition to warehouse on 6 Wellington street E., to cost $2,500.

H. C. Stevens and T. W. Dutton, a pair of semi-detached dwellings on Jameson avenue, to cost $6,000.

Educational Publishing Co., a one storey brick warehouse and office on Shuter street, to cost $3,000.

Samuel May & Co., alteration and underpinning factory on 102 and 104 Adelaide street W., to cost $3,500.

B. Brick, three pairs of semi-detached, two storey brick and roughcast dwellings on Bolton avenue, to cost $6,000.

J. J. Walsh, four pairs of semi-detached, two and one-half storey brick and stone dwellings on corner of Beatty avenue and King street, to cost $2,800.

MONTREAL.

A. Lemieux, 890 St. Denis, for alterations to 251 Duluth, to cost $500.

S. Kolber, 689 St. Laurence, for alterations to 689 St. Laurence, to cost $3,000.

Estate James Price, 26 St. Phillip street, to erect at 592 Papineau; a stable; dimensions, 29x16, to cost $1,000.

Ed. Ray, 470 Lafontaine Park, to build on St. Edward street, two three storey third-class houses, each forming three dwellings, dimensions 22x40, to cost $1,500 each.

Building Notes.

Additions costing $15,000 are to be made to the Nathan block, Victoria.

John Ferguson, ex-M.P., intends erecting a residence in Truro, N.S.

Wm. Brill, Sand Point, Ont., is asking before April 11 tenders for the erection of a brick school.

Building prospects are excellent in Montreal and an excellent season may be expected if the trade unions do not make trouble.

Rev. Canon Michael has donated $5,600 toward the erection of a hospital for Buskingham, Que., which will ensure the construction of the hospital.

Montreal Harbor Commissioners have adopted the plans for new wharf sheds. Four sheds are to be completed within six months. The plans call for overhead railway tracks.

Among the estimates passed by the Dominion Government were $20,000 for the Toronto armory; $18,000 for the Junction post office, and $8,000 for Toronto public buildings.

A Builders' Exchange has been formed in Winnipeg, members of which comprise contractors in any branch of the building trade and manufacturers of and dealers in any class of building material. The object of the exchange is to establish and maintain among its members a just and equitable system of dealing and a uniformity in commercial usuage, and the acquiring and dissemanating valuable information. The following are the officers: President, Ed. Cass; First Vice-President, G. W. Murray; Second Vice-President, Jos. Bourgeault; Treasurer, T. D. Robinson; Sergeant-at-Arms, Alex. Irwin; Directors, one year, E. S. Harrison, Angus Brown, W. A. Irish; two years, J. W. Morley, J. Douglas, Thos. Cotter; three years, R. Watson, V. Boche, Wm. Alsin.

REFRIGERATORS IN ENGLAND.

REFRIGERATORS of German and American manufacture seem to be the only ones sold in Manchester, Eng. A certain firm who handle the German make only, say they would prefer to sell a Canadian one, but for the fact that its construction in the matter of the ice department, is not as acceptable to their customers as that of the German made article. The American refrigerator is exactly constructed on the lines of the Canadian, but seems to be a more expensive adjunct to housekeeping than the latter.

There is no reason why the Canadian refrigerator cannot compete in price and finish with either of these mentioned, and the Canadian manufacturer, if he desires to obtain some share of the English market. The trade is in its infancy, many householders still retaining the effete ice chest, but it is growing, and will doubtless assume large proportions in due time.

"SHIELD BRAND" SHEATHING

TARRED or DRY.

For Lining—Houses, Barns and Stables. Extra strong, full weight, best quality. When ordering from your dealer DEMAND the "Shield Brand." It's a quick seller.

MANUFAOTURED ONLY BY—

Lockerby & McComb, 65 Shannon St., Montreal

Bell Telephone Main 1989.

P-H

PIPE THAT IS PIPE.

Wrought Iron Pipe

Unquestionably the best pipe being produced in this country is our P–H brand—pipe that is pipe.

Will thread easily.
Will not open at seams.
Extra long lengths.
True to size.
Superior finish.
Minimum of waste.

Page-Hersey Iron & Tube Co., Limited,
GUELPH, CANADA.

WRITE FOR QUOTATIONS.

IRON

Bars in Flats, Rounds, Squares, Ovals, Half-Ovals, Half-Rounds and Bands. Also Wrought Washers.

GOOD QUALITY. PROMPT SHIPMENT.

London Rolling Mill Co.
Limited,
LONDON, CANADA.

STEEL

Send for details of "Remanit," the most satisfactory pipe covering now on the market. "Remanit" will save from 20 to 30% more heat than any other covering made.

Jas. Morrison Brass Mfg. Co., Limited
TORONTO, ONT.

INDUSTRIAL GOSSIP

HARDWARE AND METAL would be pleased to receive from any authoritative source industrial news of any sort, the formation or incorporation of companies, establishment or enlargement of mills, factories foundries or other works, railway or mining news, etc. All such correspondence will be treated as confidential when desired.

THE Robb Lumber Co., Limited, Guelph, Ontario, have been incorporated with a capital of $40,000 to carry on the business of timber merchants, saw mill proprietors and timber growers. The directors are: G. Kloepfer, J. Kloepfer, both of the county of Waterloo; F. Frank, T. Griffin and Jas. H. Hewer, all of Guelph.

The Collingwood Light, Heat & Power Co., Limited, Collingwood, have been incorporated with a capital of $200,000, to manufacture and sell gas for the purposes of light, heat and power. The directors are: W. G. Parsons, W. Pastlethwaite, and A. D. Crooks, all of Taronto.

The McIntosh Brick Machine Co., Limited, Wiarton, Ont., have been incorporated with a capital of $40,000, to manufacture and deal in bricks, building blocks, tile and building material. The directors are: R. V. LeSueur, D. Campbell, and J. A. Campbell, all of Wiarton.

The McDonald Furnishing Co., Limited, London, Ont., have been incorporated with a capital of $50,000, to manufacture and sell furniture, house furnishings, carpets and general merchandise of all kinds. The directors are: J. McClary, A. M. Smart and W. M. Gartshore, all of London.

The Toronto and Saskatoon Land Co., Limited, Toronto, Ont., have been incorporated with a capital of $50,000, to carry on the business of a land company. The directors are: J. A. McKee, J. Bicknell, Geo. Kappele and A. Bicknell, all of Toronto; and J. H. C. Willoughby, Saskatoon, N. W. T.

Traverse City Gold Reef Co., incorporated in Arizona, U. S. A., has been granted a license by the Ontario Government to sell and mortgage mining property and to carry on the business of operating and developing mines, provided that the company in so doing does not use a larger capital than $2,800,000.

The Manufacturers' Lumber Co., Limited, Stratford, Ont., have been incorporated with a capital of $40,000, to buy, sell and deal in lumber and forest supplies. The directors are: A. J. McPherson, J. A. McFaden, J. L. Kastner, and R. Burritt, all of Stratford; and A. Faile, Township of Downie, Perth County.

Allith Manufacturing Co., incorporated in Illinois, U. S. A., have been granted a license by the Ontario Government at manufacture and deal in all kinds of door hangers of wood and metal, and to carry on a hardware and hardware manufacturing specialty business, provided that in so doing the company do not use a capital larger than $50,000.

Notes.

C. Burkholder is building a 50x100 feet two storey building in Tillsonburg, Ont., for a bicycle and automobile factory.

The Record Foundry, Moncton, N. B., and the Iron Moulders' Union, have finally amicably settled their differences.

A wood working factory is about to be established in Springhill, Nova Scotia, by prominent business men of the town.

S. Hayward, Moncton, N. B., is manufacturing a new species of babbitt metal for which he claims exceptional durability.

The new steam saw mill of Stickney & Brooks, at Gordonsville, Ont., has been completely destroyed by fire. The loss is $3,000, with no insurance.

The Sun Cement Co., Owen Sound, is about to expend $15,000 in changing from the dry system to the Slurry system.

Now that the new machinery has been installed, the Grey and Bruce cement works, Owen Sound, is turning out 450 barrels of cement per day.

The Preston Bell Co., incorporated in Manitoba for the purpose of manufacturing furniture, have commenced the erection of their first factory in Fort Francis.

The Winnipeg Telegram says that one of the largest brick making firms in the north of England proposes to establish a branch plant either at Winnipeg or Edmonton.

An English syndicate are negotiating with the city of Stratford regarding the establishment of a metal working industry there. The proposed plant is to $100,000.

The Jackson Wagon Co., Limited, have occupied the vacated factory of the Snowball Wagon Co., St. George, Ont., and will carry on a wagon manufacturing industry there.

Tolton Bros., Limited, Guelph, have been incorporated with a capital of $50,000 to manufacture and deal in agricultural implements and to carry on a general jobbing and machine shop.

The J. P. Cook Co., Limited, London, Ont., have been incorporated with a capital of $50,000, to carry on the business of boot and shoe dealer. The directors are: J. P. Cook, P. Cook, E. O. Cook, all of London.

The Wellesley Milling Co., Limited, Wellesley, Ont., have been incorporated with a capital of $40,000, to carry on a general milling business. The directors are: J. G. Reiner, F. Debus and A. R. McEachern, all of Wellesley.

A. McGillis Co., Limited, Port Arthur, Ont., have been incorporated with a capital of $40,000, to manufacture and deal in wearing apparel. The directors are: B. Rantenberg, G. W. Brown and A. McGillis, all of Port Arthur.

Maclure & Langley, Limited, Toronto, have been incorporated with a capital of $40,000, to manufacture, purchase, sell and otherwise deal in merchandise. The directors are: A. M. Maclure, E. W. Langley and M. M. Langley, all of Toronto.

The Essex Flax Mills Co., Limited, Essex, Ont., have been incorporated with a capital of $50,000, to grow, dress and manufacture flax and fibrous plants. The directors are: A. H. Raymond, S. K. Cohen and E. A. Wismer, all of Essex.

The West Lorne Wagon Co., Limited, West Lorne, Ont., have been incorporated with a capital of $50,000, to manufacture and deal in wagons and carriages. The directors are: A. McKillop, D. McKillop and D. McPherson, all of West Lorne.

Ritchie-Hearne Co., Limited, Toronto, have been incorporated with a capital of $40,000, to manufacture and deal in soaps, oils, chemicals and kindred supplies. The directors are: E. J. Lockie, W. O. Ritchie and F. G. Hearne, all of Toronto.

The Ragg Publishing Co., Limited, Niagara Falls, Ont., have been incorporated with a capital of $20,000, to carry on a general printing and publishing business. The directors are: W. L. Doran, H. W. Smith and A. E. Ragg, all of Niagara Falls.

Hugh Carson, Limited, Ottawa, have been incorporated with a capital of $50,000 to manufacture and deal in harness, saddles and leather goods of all kinds. The directors are: H. Carson, G. Carson, C. E. Greene, F. W. Howe, and W. J. Carson, all of Ottawa.

The National Husker Co., Limited, Ottawa, have been incorporated with a capital of $100,000, to manufacture and deal in all kinds of corn husking and canning machinery. The directors are: A. W. Adams and Wm. Gray, both of Toronto; and C. T. De Brisay, Ottawa.

. . FULL STOCK . .

Salt Glazed Vitrified

SEWER PIPE

Double Strength Culvert Pipe a Specialty.

THE CANADIAN SEWER PIPE CO.

HAMILTON, ONT. TORONTO, ONT.
ST. JOHNS, QUE.

OAKEY'S 'WELLINGTON' KNIFE POLISH

The original and only Genuine Preparation for Cleaning Cutlery 6d. and 1s Canisters.

JOHN OAKEY & SONS, LIMITED

MANUFACTURERS OF

Emery, Black Lead, Emery, Glass and Flint Cloths and Papers, etc.

Wellington Mills, London, England

Agent:

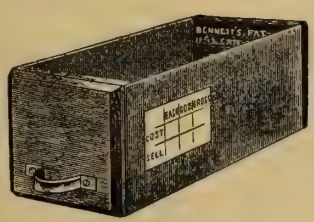
JOHN FORMAN, 644 Craig Street
MONTREAL

...THE...

Bennett Manufacturing Co.

Bennett's Patent Shelf Box and Cabinets for Hardware, Grocery, Seed and Drug Trades, etc.

Owing to the steady and rapid growth of our business new quarters were needed.



Address all communications to our New Factory:

Pickering, Ontario

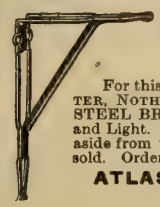
Permanent, Economical, Handsome.

Arrow Brand Asphalt Ready Roofing.

Comes in rolls, ready to lay, with nails and cement.
All ready covered with white sea gravel. No further attention after laid.

A. C. JENKING, Sole Agent,
Room 215 Coristine Building, - MONTREAL.

Sun, Frost, Water, Fumes DO NOT affect it. Write to-day for agency.



Will Hold Up a Shelf!

That's what a shelf bracket is for.

For this purpose there can be NOTHING BETTER, NOTHING CHEAPER than the BRADLEY STEEL BRACKET. It is well Japanned, Strong and Light. The saving in freight is a good profit, aside from the lower price at which the goods are sold. Order direct or through your jobber.

ATLAS MFG. CO.,
New Haven, Conn., U.S.A.

PORTLAND CEMENTS

Best German, Belgian and English Brands.

FIRE BRICKS
FIRE CLAY
FLUE LININGS
DRAIN PIPES
HARD WALL PLASTER
CALCINED PLASTER
WHEELBARROWS
MORTAR STAINS.

A Full Stock of Builders' and Contractors' Supplies.

W. McNALLY & CO.

40 to 52 McGill St. (Cor. Wellington St.)
MONTREAL.
Write for our quotations.

The Grey and Bruce Portland Cement Company of Shallow Lake, Limited,

Manufacturers of

"Hercules" and "Lion" Brands

of

PORTLAND CEMENT

Unsurpassed for Sidewalks, Floors, and all work requiring the Highest Grade of Portland Cement.

HEAD OFFICE: OWEN SOUND.

MADE IN ENGLAND.

HACK SAW BLADE

MADE BY
CHAS. BAYNES
KNUZDEN BROOK
BLACKBURN

The Hanover Portland Cement Co., Limited

HANOVER, ONTARIO.

Manufacturers of the Celebrated "Saugeen Brand" OF PORTLAND CEMENT.

Prices on application.

"THE EMLYN" SAW BENCH

Made in 6 sizes. Best value obtainable. Specially designed for export With or without "Emlyn" Patent Guard. Sole maker—

CHARLES D. PHILLIPS,

Cables—
"Machinery," Newport.

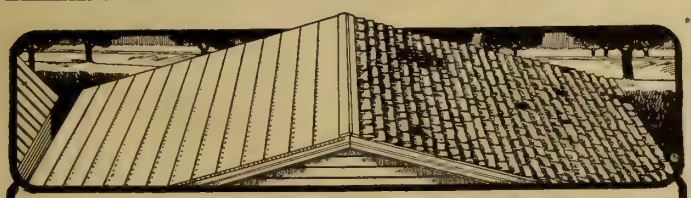
Emlyn Engineering Works
NEWPORT, MON., ENGLAND

SKYLIGHTS

They are used more and more in Factories, Sheds, Warehouses, Stores. They excel side windows in many cases 100 to 1. You can sell these and make money.

Act as our agent. Write for proposal.

A. B. ORMSBY & CO.,
Cor. Queen and George Streets,
TORONTO, ONT.



CONSTRUCTION vs. DESTRUCTION.
CARE vs. CARELESSNESS.
BEST MATERIAL vs. POOR MATERIAL
REX FLINTKOTE ROOFING vs. ALL OTHER ROOFING.

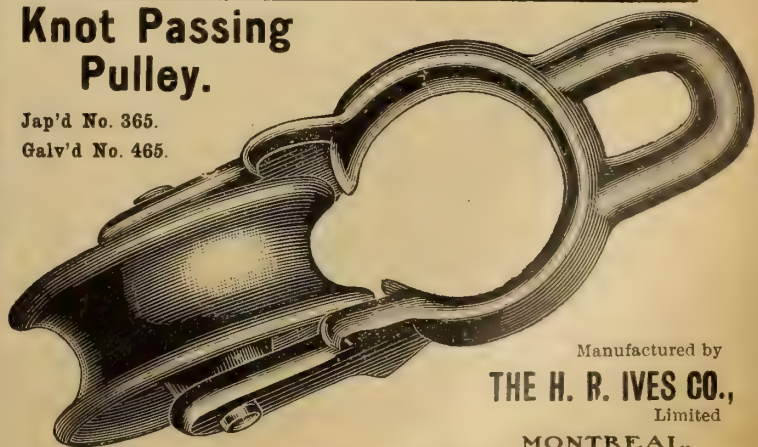
REX Flintkote Roofing
TRADE MARK

The above tells the whole story, and means to the dealer a quick-selling, business-bringing roofing *vs.* the ordinary kind that never sells, because people don't want it, and when they are persuaded to try it never come back again. If you want satisfied customers for roofing, you should write us to-day about **Rex Flintkote Roofing.**

J. A. & W. BIRD & CO., 49 India Street, Boston, Mass.

Knot Passing Pulley.

Jap'd No. 365.
Galv'd No. 465.



Manufactured by

THE H. R. IVES CO.,
Limited
MONTREAL.

Write for prices. JACK SCREWS, SHELF BRACKETS, LETTER PRESSES, Etc.

Roofing Felt Factory
Harbor St.,
Montreal.

Paper Manufacturers

Paper Mills,
Joliette,
Quebec.

Building Papers
Ready Roofing

Black Diamond Brand
TARRED FELT.

Brown and Manilla Wrapping
Hanging and Print

ALEX. McARTHUR & CO., LIMITED. Office 82 McGill St., Montreal

CURRENT MARKET QUOTATIONS.

April 2, 1904.

These prices are for such qualities and quantities as are usually ordered by retail dealers on the usual terms of credit, the lowest figures being for larger quantities and prompt pay. Large cash buyers can frequently make purchases at better prices. The Editor is anxious to be informed at once of any apparent errors in this list, as the desire is to make it perfectly accurate.

METALS.

TIN.

Lamb and Flag and Straits—
56 and 28-lb. ingots, 100 lb. $30 00 $31 00

TINPLATES.

Charcoal Plates—Bright.

	Per box.
M.L.S., equal to Bradley—	
I C, usual sizes	$6 50
I X "	8 00
I X X "	9 50
Famous, equal to Bradley—	
I C	6 75
I X	8 25
I X X	9 75
Raven and Vulture Grades—	
I C, usual sizes	4 25
I X "	5 00
I X X "	5 75
I X X X "	6 50

"Dominion Crown Best"—Double Coated, Tissued.

	Per box.
I C	5 50
I X	6 50
I X X	7 50

Allaway's Best"—Standard Quality.

I C	4 50
I X	5 50
I X X	6 50

Coke Plates—Bright.

Bessemer Steel—	
I.C., usual size, 14x20	3 50
I.C., special sizes, base	3 75
20x28	7 50

Charcoal Plates—Terne

Dean or J. G. Grade—	
I.C., 20x28, 112 sheets	7 50
IX., Terne Tin	10 50

Charcoal Tin Boiler Plates.

Cookley Grade—
X X, 14x56, 50 sheet bxs. }
" 14x60, " } 7 00
" 14x65, " }

Tinned Sheets.

72x30 up to 24 gauge	7 25	7 50
" " 26 "	7 75	8 00

IRON AND STEEL.

Common bar, per 100 lb	....	2 00
Refined " "	....	2 40
Horseshoe Iron "	....	2 40
Hoop steel, 1½ to 3-in. base	....	2 75
Sleigh shoe steel, "	....	2 10
Tire steel	2 30	2 50
Reeled machinery	....	3 00
Toe calk steel	2 85	3 00
T. Firth&Co.'s tool steel, per lb	0 12½	0 13
Jessop's tool steel	....	0 14
Morton's tool steel	0 12½	0 13
Black Diamond and "B.C." tool steel	0 10	0 11
Chas. Leonard's tool steel	0 08	0 09
Jonas & Colver's tool steel	0 10	0 20
" "Air Hardening"	....	0 70
Drill steel, per lb	0 08	0 10
Russia Iron—		
Genuine	....	0 11
Imitation Dom. Crown	....	0 06

STEEL BOILER PLATE.

¼ in	2 50	2 60
3-16 in	2 60	2 70
⅜ in. and thicker	2 50	2 60

BABBIT METAL.

"Tandem," A per lb.	0 27
" B "	0 21
" C "	0 11½
Frictionless Metal "	0 23
Syracuse Smelting Works:	
Aluminum, genuine	0 45
Government, "	0 44
Tough, "	0 40
Hard, "	0 40
Dynamo	0 30
Special	0 25
Harmony	0 22
Car Box	0 20
Extra	0 15
The Canada Metal Co.:	
Imperial, genuine,	0 40
Metallic	0 30
Hercules	0 20
Star	0 15
No. 1	0 12
No. 2	0 10
No. 3	0 06
No. 4	0 05
Geo. Langwell & Son.	
No. 1	0 08
No. 2	0 07
No. 3	0 05½
Extra	0 09½

BLACK SHEETS.

	Montreal.	Toronto
10 and 16 gauge	2 25	2 50
18 gauge	2 30	2 50
20 "	2 30	2 50
22 to 24 gauge	2 35	2 70
26 "	2 40	2 80
28	2 40	2 90

COPPER WIRE.

Discount, 50 per cent.

CANADA PLATES.

	Ordinary.	Dom. Crown.
Ordinary	2 60	
All bright	3 50	
Galvanized Canada Plates—		
18x24x52	4 25	4 35
" 60	4 50	4 60
20x28x80	8 50	8 70
" 94	9 00	9 20

GALVANIZED SHEETS.

	Fleur-de-Lis.	Gordon Crown.	Comet	Queen's Head
16 gauge	3 65	....	....	....
18 to 24 gauge	3 75	3 75	3 75	3 75
26 "	4 00	4 00	3 90	4 00
28 "	4 25	4 25	4 05	4 25

(Header as printed: Fleur-de-Lis. Gordon Crown. Comet Bell. Queen's Head)

American brands, $4.00 for 28 gauge.
Less than case lots 10 to 15c. extra.

CHAIN.

Proof coil, 3-16 in., per 100 lb.	....
" ¼ "	6 10
" 5-16 "	4 70
" ⅜ "	4 00
" 7-16 "	3 80
" ½ "	3 70
" 9-16 "	3 55
" ⅝ "	3 35
" ¾ "	3 30

Halter, kennel and post chains, 40 to 40 and 5 per cent.

Cow ties	40 p.c.
Tie out chains	65 p.c.
Stall fixtures	35 p.c.
Trace chain	45 p.c.

Jack chain, iron, single and double, discount 35 p.c.
Jack chain, brass, single and double, discount 40 p.c.

COPPER.

	Ingot.	Per 100 lb.
Casting, car lots	....	13 75
Bars.		
Cut lengths, round, ½ to ¾ in.	21 00	23 00
" round and square, 1 to 2 inches	21 00	23 00

Sheet.

Plain, 16 oz., 14x48 and 14x60	20 00
Plain, 14 oz.,	21 00
Tinned copper sheet	24 00
Planished	32 00

Braziers' (in sheets).

4x6 ft., 25 to 30 lb. each, per lb.	0 22
" 35 to 45 " "	0 21
" 50-lb. and above "	0 20

BOILER AND T.K. PITTS.

Plain tinned, per lb	0 28
Spun, per lb	0 32

BRASS.

Rod and Sheet, 14 to 30 gauge, 15 per cent.

Sheets, hard-rolled, 2x4	0 23
Tubing, base, per lb	0 23½

ZINC SPELTER.

Foreign, per 100 lb	6 00	6 25
Domestic " "	....	....

ZINC SHEET.

5-cwt. casks	6 15	6 50
Part casks	6 50	7 00

LEAD.

Imported Pig, per 100 lb.	3 20	3 30
Bar, per lb	....	0 05
Sheets, 2½ lb. sq. ft., by roll	....	0 06½
Sheets, 3 to 6 lb. "	....	0 06

NOTE.—Cut sheets ½c. per lb., extra. Pipe, by the roll, usual weights per yard, lists at 7c. per lb. and 35 p.c dis. f.o.b. Toronto.

NOTE.—Cut lengths, net price, waste pipe 8-ft. lengths, lists at 8c.

ANTIMONY.

Cookson's per lb.	7 50	8 00

SHOT.

Common, $6.50 per 100 lb.; chilled, $7.00 per 100 lb.; buck, seal and ball, $7.50. Discount, 17½ p.c. Prices are f.o.b. Toronto, Hamilton, Montreal, St. John and Halifax. Terms, 3 p.c. cash, freights equalized.

PLUMBING GOODS.

BATH TUBS.

Zinc	6 00

Copper, discount 20 per cent. off revised list.

BATHS.

Standard Enameled.

5½-ft. rolled rim, 1st quality	21 60
5½ " " " 2nd "	17 85

CLOSETS.

	Net.
Fittings	1 00
Plain Simplex Syphon Jet	9 00
Emb. " " "	9 50
Fittings	1 25
Low Down Elgin or Teutonic, plain	6 00
Low " " " emb.	6 50
Connection	1 25
Plain Richelieu	4 25
Emb. "	4 50
Connections	1 25
Basins, P.O., 14-in	0 63
Basins, oval, 17 x 14-in.	1 50
Basins, " 19 x 15-in.	2 00

IRON PIPE.

Black pipe—	Per 100 feet.
⅛ inch	3 05
¼ "	2 07
⅜ "	2 25
½ "	2 50
¾ "	3 22
1 "	4 58
1¼ "	6 47
1½ "	7 85
2 "	11 05
2½ "	19 25
3 "	22 75
3½ "	28 75
4 "	35 25
4½ "	41 00
5 "	44 00
6 "	57 50

Galvanized pipe—	
¼ inch	2 88
⅜ "	3 11
½ "	3 42
¾ "	4 40
1 "	6 35
1¼ "	8 80
1½ "	10 75
2 "	14 80

Malleable Fittings—Discount 20 p.c.
Cast Iron Fittings—
Standard, 57½ per cent.; unions, 55 per cent.; on nipples, headers and flanged unions, 60 per cent.

PLUMBERS' BRASS GOODS.

Standard Compression work, dis. 60 & 10 p.c.
Cushion work, discount 50 per cent.
Fuller work, discount 70 per cent.
6 dozen lots and over of the above, extra discount 10 per cent.
Lever handle Stops and Waste, discount 60 per cent. With, in lots of 2 dozen and over, an extra discount of 10 per cent.
J.M.T. Globe, Angle and Check Valves, discount 55 per cent.
Standard Globe, Angle and Check Valves, discount 60 per cent.
"Kerr" Globe, Angle and Check Valve, discount 60 per cent.
J. M. T. Radiator Valves discount 55 per cent.
Standard Radiator Valves, discount 60 per cent.
Patent Quick-Opening Valves, discount 65 per cent.

No. 1 compression bath cock net	1 75
No. 4 " " "	1 90
No .7 Fuller's "	2 10
No. 4½, " "	2 25
Patent Compression Cushion, basin cock, hot and cold per doz.	15 00
Patent Compression Cushion, bath cock, No. 2208	2 25

Square head brass cocks, discount 55 per cent
" " iron " " 50 to 60 "
Thompson Smoke-test Machine $25.00

RANGE BOILERS.

Dominion, 30 gallon net	4 75
" 35 " "	5 75
" 40 " "	6 75
Copper, 30 gallon "	22 00
" 35 " "	24 00
" 40 " "	28 00

Discount off copper boilers 15 per cent.

SOIL PIPE AND FITTINGS.

Light soil pipe, discount, 50 per cent.
" " fittings, discount 50 and 10 p.c.
Med. and Extra heavy pipe and fittings, dis. 60 per cent.
7 and 8-in. pipe, discount 40 and 5 per cent.

SOLDER.

	Per lb
Bar, half-and-half, guaranteed	0 19
Bar, half-and-half, commercial	0 18
Refined	0 18

PAINTS AND OILS.

BLUESTONE.

Casks, for spraying,	5 50
100-lb. lots do per lb.	0 06

COLORS IN OIL.

1-lb. tins, pure.

Venetian red, per lb.	0 08
Chrome yellow	0 15
Golden ochre	0 08
French "	0 06
Marine black	0 04
Chrome green	0 10
French Permanent green	0 13
Signwriters' black	0 15
Umber	0 11
Sienna	[illegible]

WADE & BUTCHER'S "SPECIAL" Razors

Are unequalled for qua'ity and finish.

JAMES HUTTON & CO., - MONTREAL

Sole Agents for Canada.

COLORS DRY.

Pure in bbls., per cwt. Less than this quantity ½c. extra.

Common ochre, bbls.	....	2 50
Yellow ochre	....	1 12½
Brussels ochre	....	2 75
Venetian red,	1 50	2 25
English oxides,	3 00	3 25
American oxides	1 25	2 75
Canadian red oxides	....	1 50
Super magnetic oxides, 93 p.c.	....	2 00
Burnt sienna	....	9 00
" umber	6 00	7 00
Raw umber	6 00	7 00
Drop black	....	12 00
Chrome yellow	....	0 18
Chrome greens	...	5 50
French green	....	0 09
Golden ochre	....	2 75
Ultramarine blue, in 28-lb. bxs	7 00	10 00
Fire proof mineral	...	1 00
Genuine Eng. Litharge	....	4 50
Mortar color	....	1 00
Pure Indian red, lb	....	0 19
Whiting, bbl	....	0 65
English vermilion in 30-lb. bgs.	...	0 85

CASTOR OIL.

British, 1st. qual, in cases, per lb	0 08¼	0 09¼
" " small lots	0 10	0 10½

COD OIL, ETC.

Cod oil, per gal	0 50	0 55
Pure olive	....	1 40
" neatsfoot	....	0 90

WHITE LEAD. er 100 lb.

Pure	....	4 75
No. 1	....	4 50
No. 2	....	4 25
No. 3	....	3 87½
No. 4	....	3 50
Munro's Select Flake White	....	4 75
Elephant and Decorators' Pure	....	4 75
Monarch	....	5 00
Decorator's Pure	....	4 75
Essex Genuine	....	4 25
Sterling Pure	....	5 00
Island City Pure	....	5 00
Ramsay's Pure Lead	4 75	5 00
Ramsay's Exterior	4 50	4 75

RED LEAD.

Genuine, 560 lb. casks, per cwt	$4 25	$4 50
Genuine, 100 lb. kegs, "	....	4 75
No. 1, 560 lb. casks, per cwt	....	4 00
No. 1, 100 lb. kegs, per cwt	....	4 25

WHITE ZINC.

Extra Red Seal	0 06	0 08
French V. M.	0 06	0 06¼
Lehigh	0 06	0 06¼

DRY WHITE LEAD.

Pure, casks	4 50
Pure, kegs	4 75
No. 1, casks	4 25
No. 1, kegs	4 50

PREPARED PAINTS.

In ¼, ½ and 1-gallon tins.

Pure, per gallon	....	1 20
Second qualities, per gallon	....	1 00
Barn (in bbls.)	0 60	0 90
The Sherwin-Williams paints	1 30	1 40
Canada Paint Co.'s pure	....	1 25
Toronto Lead & Color Co's pure	....	1 25
Sanderson Pearcy's pure	....	1 20
Standard Co.'s "New Era."	....	1 30
"Globe" barn	60	70
Francis-Frost Co.'s "Ark" B'd	....	1 25
" British Navy deck	....	1 50
Henderson & Potts's "Anchor"	....	1 35
Globe Paint Co.'s mixed	....	1 30
" barn and bridge	....	0 75
Ramsay's paints, Pure, per gal.	....	1 20
" Thistle, "	....	1 00
" Outside, bbls	0 55	0 65
Island City House Paint	....	1 25
" Floor "	....	1 25
Sterling House Paint	....	1 20
" Floor "	....	1 10
National	....	1 05

PUTTY.

Bulk in bbls	1 50
Bulk in less quantity	1 75
Bladders in bbls	1 75
Bladders in kegs, boxes or loose	1 90
25-lb. tins	1 85
12½ lb. tins	2 10
Bladders in bulk or tins less than 100 lb.	1 90

VARNISHES.

In 5-gal. lots.	Per gal.	Net.
Carriage, No. 1	1 50	1 60
Pale durable body	4 10	4 25
" rubbing	2 85	3 20
Gold size, japan	1 50	1 60
No. 1 brown japan	0 85	0 90
Elastic oak	....	1 50
Furniture, extra	1 10	1 25
" No. 1	0 90	1 00
Hard oil finish	1 35	1 50
Light oil finish	1 60	1 70
Damar	1 75	2 00
Shellac, white	2 40	2 50
" orange	2 30	2 40
Turpentine, brown japan	1 10	1 20
" black japan	1 10	1 20
" " No. 1	0 85	0 90
Elastilite varnish, 1 gal. can, each		2 00
Granitine floor finish, per gal		2 75

Maple Leaf coach enamels; size 1, $1.20; size 2, 70c.; size 3, 40c. each.

Sherwin-Williams' kopal varnish, assorted case, from to 1 gal., $2.50.

GLUE.

Common	0 08	0 08½
French medal	0 10	0 14
White, extra	0 18	0 22
Gelatine	....	....
Strip	0 18	0 20
Coopers	0 19	0 20
Huttner	....	....
Ground	0 12	0 16
Cologne, genuine	....	

HARDWARE.

AMMUNITION.

Cartridges.

B. B. Caps Dominion, 50 and 5 per cent.
Rim Fire Pistol, discount 40 p.c., American.
Rim Fire Cartridges, Dominion, 50 and 5 p.c.
Central Fire Pistol and Rifle, 10 p.c., Amer.
Central Fire Cartridges, pistol sizes, Dominion, 30 per cent.
Central Fire Cartridges, Sporting and Military, Dominion, 15 per cent.
Central Fire, Military and Sporting, American, add 5 per cent. to list. B.B. Caps, discount 40 per cent., American.
Loaded and empty Shells, "Trap" and "Dominion" grades, 25 per cent. Rival and Nitro, 10 per cent. advance on list.
Brass Shot Shells, 55 per cent.
Primers, Dom., 30 per cent.; American, $1.60.

Wads.	per lb.
Best thick white felt wadding, in ½-bags	$ 00
Best thick brown or grey felt wads, in ½-lb. bags	0 70
Best thick white card wads, in boxes of 500 each, 12 and smaller gauges	0 99
Best thick white card wads, in boxes of 500 each, 10 gauge	0 35
Best thick white card wads, in boxes of 500 each, 8 gauge	0 55
Thin card wads, in boxes of 1,000 each, 12 and smaller gauges	0 20
Thin card wads, in boxes of 1,000 each, 10 gauge	0 25
Thin card wads, in boxes of 1,000 each, 8 auge	...

Chemically prepared black edge grey cloth wads, in boxes of 250 each—	Per M.
11 and smaller gauge	0 60
9 and 10 gauges	0 70
7 and 8 "	0 90
5 and 6 "	1 10

Superior chemically prepared pink edge, best white cloth wads, in boxes of 250 each—

11 and smaller gauge	1 15
9 and 10 gauges	1 40
7 and 8 "	1 65
5 and 6 "	1 90

ADZES.

Discount 20 per cent.

ANVILS.

Wright's, 80-lb. and over	0 10¾
Hay Budden, 80-lb. and over	0 09¼
Brook's, 80-lb. and over	0 11¼

AUGERS.

Gilmour's, discount 65 and 5 per cent. off list.

AXES.

Chopping Axes		
Single bit, per doz.	7 00	10 00
Double bit, "	10 00	18 00

Bench Axes, 40 per cent.
Broad Axes, 25 per cent.

Hunters' Axes	5 50	6 00
Boys' Axes	6 25	7 00
Splitting Axes	7 00	12 00
Handled Axes	....	10 00

AMERICAN AXE AND TOOL CO.

Red Ridge, boys', handled.	....	5 75
" hunters	....	5 25

AXLE GREASE

Ordinary, per gross	6 00	7 00
Best quality	10 00	12 00

BELLS.

Hand.

Brass, 60 per cent.
Nickel, 55 per cent.

Cow.

American make, discount 63¾ per cent.
Canadian, discount 45 and 50 per cent.

Door.

Gongs, Sargant's	5 50	8 00

" Peterboro', discount 50 and 10 per cent. off new list.

Farm.

American, each	1 25	3 00

House.

American, per lb.	0 35	0 40

BELLOWS.

Hand, per doz.	3 35	4 75
Moulders', per doz.	7 50	10 00

Blacksmiths', discount 40 per cent.

BELTING.

Extra, 60 per cent.
Standard, 60 and 10 per cent.
No. 1, not wider than 6 in., 60, 10 and 10 per cent.
Agricultural, not wider than 4 in., 75 per cent.

BITS.

Auger.

Gilmour's, discount 60 per cent.
Rockford, discount 50 and 10 per cent.
Jennings' Gen., net list.

Car.

Gilmour's, 47½ per cent.

Expansive.

Clark's, 40 per cent.

Gimlet.

Clark's, per doz	0 65	0 90
Diamond, Shell, per doz	1 00	1 50
Nail and Spike, per gross	2 25	5 20

BLIND AND BED STAPLES.

All sizes, per lb.	0 07½	0 12

BOLTS AND NUTS

	Per cent.
Carriage Bolts, common ($1 list)	
" " 3-16 and ¼	60
" " 3-16 and ⅜	55 and 5
" " 7-16 and up	55
" " full sq. ($2.40 list)	60
" " Norway Iron ($3 list)	60
Machine Bolts, all sizes, ⅜ and less	60
Machine Bolts, 7-16 and up	55 and 5
Plough Bolts	55 and 5
Blank Bolts	55 and 5
Bolt Ends	55 and 5
Sleigh Shoe Bolts	70
Coach Screws, cone point	70

Nuts, square, all sizes, 4c. per lb. off.
Nuts, hexagon, all sizes, 4¼c. per lb. off.
Stove Rods, per lb., 5½ to 6c.

BOOT CALKS.

Small and medium, ball ....per M.	4 25
Small heel "	4 50

BRIGHT WIRE GOODS.

Discount 62½ per cent.

BUTCHERS' CLEAVERS.

German ....per doz.	6 00	9 00
American "	12 00	18 00

BUTCHER KNIVES.

Bailey's ....per doz.	0 60	6 30

BUILDING PAPER, ETC

Tarred Felt, per 100 lb.	85
Ready roofing, 2-ply, not under 45 lb. per roll	0 90
Ready roofing, 3-ply, not under 65 lb., per roll	1 15
Carpet Felt ....per ton	45 00
Heavy Straw Sheathing ....per ton	35 00
Dry Sheathing ....per roll, 400 sq. ft.	0 40
Tar " 400 "	0 50
Dry Fibre " 400 "	0 55
Tarred Fibre " 400 "	0 65
O. K. & I. X. L " 400 "	0 70
Resin-sized " 400 "	0 45
Oiled Sheathing " 600 "	1 00
Oiled " " 400 "	0 70
Roof Coating, in barrels ....per gal.	0 17
Roof " small packages "	0 25
Refined Tar ....per barrel	5 00
Coal Tar "	4 00
Coal Tar, less than barrels ....per gal.	0 15
Roofing Pitch ....per 100 lb.	1 10

BULL RINGS.

Copper, $2.00 for 2½-inch, and $1.90 for 2-inch

BUTTS.

Wrought Brass, net revised list.

Cast Iron.

Loose Pin, discount 60 per cent

Wrought Steel.

Fast Joint, discount 65, 10 and 2½ per cent.
Loose Pin, discount 65, 10 and 2½ per cent.
Berlin Bronzed, discount 70, 70 and 5 per cent

Gen. Bronzed ....per pair	0 40	0 65

CARPET STRETCHERS.

American ....per doz.	1 00	1 50
Bullard's "	....	6 50

CASTORS.

Bed, new list, discount 55 to 57½ per cent.
Plate, discount 52½ to 57½ per cent.

CATTLE LEADERS.

Nos. 32 and 33 ....per gross	7 50	8 50

CHALK.

Carpenters' Colored, per gross	0 45	0 75
White lump ....per cwt.	0 60	0 65
Red	0 05	0 06
Crayon ....per gross	0 14	0 18

CHISELS.

Socket, Framing and Firmer.

Broad's, discount 60 and 10 per cent.
Warnock's, discount 50 and 10 per cent.
P. S. & W. Extra, discount 60 and 10 per cen

FOODS—STOCK.

Colonial Stock Foods, 50c. packages, per doz	$4 00
" " " 25c. pkgs., "	2 00
" " " 10c. " "	75
" " " 25-lb. pail, each	1 80
Poultry Foods, 25c. packages	1 25
Cough Powders, per doz	1 25
Worm " "	1 25
International Stock Foods, $1 packages, per doz.	8 00
International Stock Foods, per pail	2 75
" " " per bbl	10 50
" Poultry " $1 pkgs., per dz.	8 00
" Worm Powders, 50c. pkgs. "	4 00
" Pine Healing Oil, per doz	8 00
" Pheno-Chloro, $1 pkgs., per doz	8 00
" Hoof Ointment	8 00
" Compound Absorbent	16 00

Also 25c. pkgs. at $2 per doz. 50c. pkgs. at 4 per doz.

CLIPS.

Axle, discount 65 per

Paterson's Wire Edged Ready Roofing

has successfully stood the test of Canada's variable climate for over twenty years, and is the only popular substitute for shingles.

We are advertising the above Roofing extensively in the "Farmers' Magazines" and in all cases we ask prospective customers to order our goods from their local Hardware Merchants.

There will be a very large quantity of our Ready Roofing sold in the future, and you can't blame us if you don't get your share of that trade.

Prices, Samples and Testimonials from

The Paterson Mfg. Co., Limited

Toronto and Montreal.

COMPASSES, DIVIDERS, ETC.

American, discount 62½ to 65 per cent.

CONDUCTOR PIPE.

Plain or Corrugated.

2-inch	per 100 feet		3 00
3 "	"	"	4 00
4 "	"	"	5 25
5 "	"	"	6 75
6 "	"	"	9 00

CRADLES, GRAIN.

Canadian, discount 20 to 25 per cent.

CROSSCUT SAW HANDLES.

S. & D., No. 3	per pair	0 17½
S. & D., " 5	"	0 22½
S. & D., " 6	"	0 15
Boynton pattern	"	0 20

DOOR SPRINGS.

Torrey's Rod	per doz.	....	1 75
Coil, 9 to 11 in	"	0 95	1 65
English	"	2 00	4 00

DRAW KNIVES.

Coach and Wagon, discount 50 per cent.

Carpenters' discount 60 and 10 per cent.

DRILLS.

Hand and Breast.

Millar's Falls, per doz., net list.

DRILL BITS.

Morse, discount 37½ to 40 per cent.
Standard, discount 50 and 5 to 55 per cent.

FAUCETS.

Common, cork-lined, discount 35 per cent.

EAVETROUGHS.

10-inch ....per 100 ft. 10 00

ELBOWS (stovepipe.)

5 and 6-inch, common	per doz.	1 20
7-inch	"	1 35

Polished, 15c. per dozen extra.

ESCUTCHEONS.

Discount 50 and 10 per cent., new list

ESCUTCHEON PINS.

Iron, discount 40 per cent.

FACTORY MILK CANS.

Discount off revised list, 40 per cent.

FILES AND RASPS.

Great Western	70 and 10 per cent.
Arcade	70 " 10 "
Kearney & Foot	70 " 10 "
Disston's	70 " 10 "
American	70 " 10 "
J. Barton Smith	70 " 10 "
McClellan	70 " 10 "
Eagle	70 " 10 "
Nicholson, 60 and 10 to 60, 10 and	5 "
Royal	80 "
Globe	70 to 75 "

Black Diamond, 60 and 10 to 60, 10 and 5 per cent.
Jowitt's, English list, 25 to 27½ per cent.
Nicholson File Co.'s "Simplicity" file handle, per gross 85c. to $1.50

GLASS.

Window. Box Price.

Size United Inches.	Star Per 50 ft.	Star Per 100 ft.	D. Diamond Per 50 ft.	D. Diamond Per 100 ft.
Under 26	....	3 10	....	6 75
26 to 40	....	3 30	....	7 25
41 to 50	....	3 70	....	8 75
51 to 60	....	4 00	....	10 00
61 to 70	....	5 00	....	11 5
71 to 80	....	5 30	....	12 50
81 to 85	....	....	....	14 00
86 to 90	....	....	....	16 50
91 to 95	....	....	....	18 00
96 to 100	....	....	....	20 00

Special discount of 25 per cent. on "Double Diamond," besides regular discount of 15 to 20 per cent.

GAUGES.

Marking, Mortise, Etc.

Stanley's, discount 50 to 55 per cent.

Wire Gauges.

Winn's, Nos. 26 to 33 ....each 1 65 2 40

GILLETT'S POWDERED LYE.

1-case, $3.60; 3-case, $3.50; 5-case and over, $3.40.

HALTERS.

Rope, ⅜-inch	per gross	....	12 00
Rope, ½ "	"	....	9 00
Rope, ⅝ to ¾-inch	"	....	14 00
Leather, 1-inch	per doz.	....	4 00
Leather, 1¼ "	"	....	5 20
Web	"	....	2 45

HAMMERS.

Nail.

Maydole's, discount 5 to 10 per cent. Canadian discount 25 to 27½ per cent.

Tack.

Magnetic ....per doz. 1 10 1 20

Sledge.

Canadian ....per lb. 0 07½ 0 08½

Ball Pean.

English and Canadian, per lb. 0 22 0 25

HANDLES.

Axe, 2nd growth, per doz. net	3 00	4 00
Store door ....per doz.	1 00	1 50

Fork.

C. & B., discount 40 per cent., revised list.

Hoe.

C. & B., discount 40 per cent., revised list.

Saw.

American ....per doz 1 00 1 25

Plane.

American .... per gross 3 15 3 75

Hammer and Hatchet.

Canadian, discount 40 per cent.

HANGERS.	doz. pairs.	
Steel barn door	8 00	10 00
Stearns, 4-inch	....	4 50
" 5-inch	....	6 00
Zenith	....	9 00
Lane's covered—		
No. 11, 5-foot run	....	8 40
No. 11½, 10-foot run	....	10 80
No. 12, 10-foot run	....	12 60
No. 14, 15-foot run	...	21 00
Steel, covered	4 00	11 00
" track, 1 x 3-16 in	....	3 90
" " 1½ x 3-16 in	....	5 60

HARVEST TOOLS.

Discount 60 per cent.

HATCHETS.

Canadian, discount 40 to 42½ per cent.

HAT ENAMEL.

Henderson & Potts' "Anchor Bran

HINGES.

Blind, Parker's, discount 60 per cent.

Heavy T and strap, 4-in., per lb.	0 06½
" " 5-in., "	0 06¼
" " 6-in., "	0 06
" " 8-in., "	0 05¾
" " 10-in., "	0 05½

Light T and strap, discount 65 and 5 per cent.

Screw hook and hinge—

6 to 10 in	per 100 lb.	....	4 50
12 in. up	"	....	3 25
Spring, No. 20, per gro. pairs		....	10 50

HOES.

Garden, Mortar, etc., discount 60 per cent.
Planter .... per doz. 4 00 4 50

HOLLOW WARE.

Tinned cast, 35 per cent.

HOOKS.

Cast Iron.

Bird cage	per doz.	0 50	1 10
Clothes line, No. 61	"	0 00	0 70
Harness	"	0 60	12 00
Hat and coat	per gro.	1 10	10 00
Chandelier	per doz.	0 50	1 00

Wrought Iron.

Wrought hooks and staples Canadian discount 60 per cent.

Wire.

Hat and coat, discount 60 per cent.
Belt ....per 1,000 .... 0 60
Screw, bright, discount 60 per cent.

HORSE NAILS.

"C" brand, 40, 10 and 7½ per cent. off list } Oval
"M" brand, 55, per cent. } head
Countersunk, 57½ per cent.
"Monarch," 50 and 7½ per cent.
"Peerless" 50 per cent. dis.

HORSESHOES.

F.O.B. Montreal

Iron Shoes.	No. 2 and larger.	No. 1 and smaller.
Light, medium and heavy	3 65	3 90
Snow shoes	3 90	4 15

Steel Shoes.

XL, sizes 1 to 5	....	5 35
Light, No. 2 and larger	....	3 80
No. 1 and smaller	....	4 05
Featherweight, all sizes 0 to 4.	....	5 35
Toeweight, all sizes 1 to 4	....	6 60

JAPANNED WARE.

Discount 50 per cent.

ICE PICKS.

Star .... per doz. 00 3 25

KETTLES.

Brass spun 7½ per cent. discount off new list.
Copper .... per lb. 0 30 0 50
American, 60 and 10 to 65 and 5 per cent.

KEYS.

Lock, Canadian dis. 40 to 40 and 10 per cent.
Cabinet, trunk and padlock, American .... per gross 0 60

KNOBS.

Door, japanned and N.P., per doz.	1 50	2 50
Bronze, Berlin ....per doz.	2 75	3 25
Bronze, Genuine .... "	6 00	9 00
Shutter, porcelain, F. & L. screw .... per gross	1 30	00
White door knobs....per doz.	....	00

HAY KNIVES.

Net prices.

LAMP WICKS.

Discount, 60 per cent.

LANTERNS.

Cold Blast	per doz.	7 00
No. 3, "Wright's"	"	8 50
Ordinary, with O burner.	"	4 00
Dashboard, cold blast	"	9 00
No. 0	"	5 75

Japanning, 50c. per doz. extra.

LEMON SQUEEZERS.

Porcelain lined	per doz.	2 20	5 60
Galvanized	"	1 87	3 85
King, wood	"	2 75	2 90
King, glass	"	4 00	4 50
All glass	"	0 50	0 90

LINES.

Fish	per gross	1 05	2 50
Chalk	"	1 90	7 40

LAWN MOWERS.

Woodyatt, 10½-in. wheel, 14-in. cut	8 50
Star, 9 -in. " "	7 00
Daisy, 8 -in. " " (net)	2 87½
Philadelphia, 7½-in. " "	7 00
Ontario, 7½-in. " "	15 80
King Edw'd, 12-in. " "	9 50

Discount, 50 per cent., with freight concessions in quantity shipments.

Maxwell & Sons:

10½-in. high wheel	7 50	10 00
9-in	5 50	6 25
8-in	4 90	5 50

Discount 50 per cent.

LOCKS.

Canadian, 50 to 50 and 10 per cent.
Russell & Erwin......per doz.

Cabinet.

Eagle, discount 30 per cent.

Padlocks.

English and Am..... per doz. 0 50 6 00
Eagle, discount 20 to 25 per cent.

MACHINE SCREWS.

Iron and Brass.

Flat head, discount 25 per cent.
Round head, discount 20 per cent.

MALLETS.

Tinsmiths'	per doz.	1 25	1 50
Carpenters', hickory,	"	1 25	3 75
Lignum Vitae	"	3 85	5 00
Caulking, each		0 60	2 00

MATTOCKS.

Canadian .... per doz. 5 50 6 50

MEAT CUTTERS.

American, discoun 3½ per cent.
German, 15 per cen
Gem ....each 1 15

MILK CAN TRIMMINGS.

Discount 25 per cent.

NAILS.	Cut.	Wire.
2d and 3d	3 30	3 45
3d	2 95	3 12
4 and 5d	2 70	2 95
6 and 7d	2 60	2 80
8 and 9d	2 45	2 60
10 and 12d	2 40	2 55
16 and 20d	2 35	2 50
30, 40, 50 and 60d (base)	2 30	2 45

Cut nails in carlots 5c. less.
Wire nails in carlots are $2.40.
Steel cut nails 10c. extra.
Miscellaneous wire nails, discount 75 per cent.
Coopers' nails, discount 30 per cent.

NAIL PULLERS.

German and American 1 75 50

NAIL SETS.

Square, round and octagon, per gross 3 38
Diamond 1 00

POULTRY NETTING.

2-in. Mesh, 19 w.g., dis. 60 per cent.
2-in. Mesh, 16 w.g. and heavier, 50 p.c.

OAKUM.

U. S. Navy	per 100 lb.	....	6 75
Plumbers	"	....	3 00

OILERS.

McClary's Model galvanized oil can, with pump, 5 gallon, per dozen 10 00
Davidson oilers, discount 40 per cent.
Zinc and tin, discount 50, 50 and 10 per cent.

Copper	per doz.	1 25	3 50
Brass	"	1 50	3 50

Malleable, discount 25 per cent

GALVANIZED PAILS.

Dufferin pattern pails, discount 45 per cent
Flaring pattern, discount 45 per cent.
Galvanized washtubs, discount 45 per cent

PIECED WARE.

Discount 40 per cent off list, June, 1899.
10-qt. flaring sap buckets, discount 40 per cent
6, 10 and 14-qt. flaring pails dis. 40 per cent.
Creamer cans, discount 40 per cent.

PICKS.

Per dozen 6 00 9 00

PICTURE NAILS.

Porcelain head	per gross	1 35	1 50
Brass head	"	0 40	1 00

PICTURE WIRE.

Tin and gilt, discount 75 per cent.

PINE TAR.

½ pint in tins	per gross	...	7 80
1 " "	"	....	9 60

PLANES.

Wood bench, Canadian discount 40 per cent., American discount 50 per cent.
Wood, fancy Canadian or American, 37½ to 40 per cent

U.M.C. AMMUNITION

for big game shooting is half sold before it is offered by the retailer. This is due to the long-standing reputation and the thorough advertising behind it.

U. M. C. IS EASY TO SELL. NEW CATALOGUE.

The Union Metallic Cartridge Co.

AGENCY, 313 BROADWAY, N.Y. FACTORY, BRIDGEPORT, CONN. DEPOT, SAN FRANCISCO, CAL

PLANE IRONS.

English	per doz.	2 00	5 00

PLIERS AND NIPPERS.

Button's genuine, per doz. pairs, discount 37½ to 40 per cent.

Button's imitation	per doz.	5 00	9 00
German	"	0 60	60

PRESSED SPIKES.

Discount 20 per cent.

PULLEYS.

Hothouse	per doz.	0 55	1 00
Axle	"	0 22	0 33
Screw	"	0 27	1 00
Awning	"	0 35	2 50

PUMPS.

Canadian cistern		1 80	3 60
Canadian pitcher spout		1 40	2 10

PUNCHES.

Saddler's	per doz.	1 00	1 85
Conductor's	"	3 00	15 00
Tinners', solid	per set	....	0 72
" hollow	per inch	....	1 00

RAKES.

Wood	per doz. net	1 20 up

RAZORS.

	per doz.	
Elliot's	4 00	18 00
Geo. Butler's & Co.'s	4 00	18 00
Boker's	7 50	11 00
" King Cutter	12 50	15 00
Wade & Butcher's	3 60	10 00
Theile & Quack's	7 00	12 00
Bailey's	6 00	12 00
Bailey's Brantford	10 00	11 00
Carbo Magnetic	....	15 00
Griffon Barber's Favorite	....	10 75
Griffon No. 65	....	13 00
Griffon Safety Razors	....	13 50
Griffon Stropping Machines	....	13 50
Lewis Bros. "Klean Kutter"	8 50	10 50

REGISTERS.

Discount 40 per cent.

RIVETS AND BURRS.

Iron Rivets, black and tinned, discount 60 and 10 per cent.
Iron Burrs, discount 55 per cent.
Extras on Iron Rivets in 1-lb. cartons, ½c. per lb.
Extras on Iron Rivets in ½-lb cartons, 1c. per lb.
Copper Rivets, with usual proportion burrs, 45 per cent. discount. Cartons, 1c. per lb. extra, net.
Copper Burrs only, discount 30 and 10 per cent.
Extras on Tinned or Coppered Rivets, ½-lb. cartons, 1c. per lb.

RIVET SETS.

Canadian, discount 35 to 37½ per cent.

ROPE, ETC.

Sisal		0 11½
Pure Manilla		0 14½
"British" Manilla		0 12
Cotton, 3-16 inch and larger		0 21
" 5-32 inch		0 25
" ¼ inch		0 25
Russia Deep Sea		0 15
Jute		0 08
Lath Yarn, single		0 10½
" double		0 11
Sisal bed cord, 48 feet	per doz.	0 65
" " 60 feet	"	0 80
" " 72 feet	"	0 95

RULES.

Boxwood, discount 55 per cent.
Ivory, discount 37½ to 40 per cent.

SAD IRONS.

Mrs. Potts, No. 55, polished, per set		0 80
" No. 50, nickle-plated, "		0 90
Common, plain		4 50
" plated		5 50

SAND AND EMERY PAPER.

B. & A. sand, discount, 40 and 5 per cent
Emery, discount 40 per cent.
Garnet (Rurton's) 5 to 10 per cent. advance on list.

SAP SPOUTS.

Bronzed iron with hooks	per 1,000	7 50	
"Eureka" tinned steel, hooks	"	8 00	

SAWS.

Hand, Disston's, discount 12½ per cent
S. & D., discount 40 per cent.

Crosscut, Disston's	per foot	0 35	0 55

S. & D., discount 35 per cent. on Nos. 2 and 3.

Hack, complete	each	0 75	2 75
" frame only	each	0 50	1 25

SASH WEIGHTS.

Sectional	per 100 lb.	2 00	2 25
Solid	"	1 50	1 75

SASH CORD.

Per lb	0 28	0 30

SAW SETS.

	per doz.
Lincoln and Whiting	4 75
Hand Sets, Perfect	4 00
X-Cut Sets, "	7 50

SCALES.

Gurney Standard, 40 per cent.
Gurney Champion, 50 per cent.
Burrow, Stewart & Milne—
Imperial Standard, discount 40 per cent.
Weigh Beams, discount 35 per cent.
Champion Scales, discount 50 per cent.
Fairbanks standard, discount 35 per cent.
" Dominion, discount 55 per cent
" Richelieu, discount 55 per cent.
Warren's new Standard, discount 40 per cent.
" " Champion, discount 50 per cent.
" Weighbeams, discount 35 per cent.

SCREW DRIVERS.

argent's	per doz.	0 65	1 00

SCREEN DOORS.

Common doors, 2 or 3 panel, walnut stained, 4-in. style	per doz.	6 50
Common doors, 2 or 3 panel, yellow and green stained, 4-in. style	per doz.	6 75
Common doors, 2 or 3 panel, in natural colors, oil finish	per doz.	8 75

3-in. style 20c. per dozen less.

SCREWS.

Wood, F. H., bright and steel, discount 87½ per cent.
Wood, R. H., bright, dis. 82½ per cent.
" F. H., brass, dis. 80 per cent.
" R. H., " dis. 75 per cent.
" F. H., bronze, dis. 75 per cent.
" R. H., " dis. 70 per cent.
Drive Screws, dis. 87½ per cent.

Bench, wood	per doz.	3 25	4 00
" iron	"	4 25	5 00

Set, case hardened, dis. 60 per cent.
Square Cap, dis. 50 and 5 per cent.
Hexagon Cap, dis. 45 per cent.

SCYTHES.

Per doz. net	6 00	9 00

SCYTHE SNATHS.

Canadian, discount 40 per cent.

SHEARS.

Bailey Cutlery Co., full nickeled, discou and 2½ per cent.
Bailey Cutlery, Japan Handles, discount 67½ per cent.
Seymour's, discount 50 and 10 per cent.

SHOVELS AND SPADES.

Canadian, discount 45 per cent.

SINKS.

Cast iron, 16 x 24	....	0 85
" 18 x 30	....	1 00
" 18 x 36	....	1 40

SNAPS.

Harness, German, discount 25 per cent.

Lock, Andrews'	4 50	11 50

SOLDERING IRONS.

1, 1½-lb	per lb.	....	0 37
2-lb. or over	"	....	0 34

SQUARES.

Iron, No. 493	per doz.	2 40	2 55
" No. 494	"	3 25	3 40

Steel, discount 60 to 60 and 5 per cent.
Try and Bevel, discount 50 to 52½ per cent.

STAMPED WARE.

Plain, discount 75 and 12½ per cent. off revised list.
Retinned, discount 75 per cent off revised list.

STAPLES.

Galvanized	...	3 00
Plain	....	2 80

Coopers', discount 45 per cent.
Poultry netting staples, discount 40 per cent.

STOCKS AND DIES.

American discount 25 per cent.

STONE.

Washita	per lb.	0 28	0 60
Hindostan	"	0 06	0 07
" slip	"	0 09	0 09
Labrador	"	....	0 13
" Axe	"	....	0 15
Turkey	"	....	0 50
Arkansas	"	....	1 50
Water-of-Ayr	"	....	0 10
Scythe	per gross	3 50	5 00
Grind, 2-in., 40 to 200 lb., per ton		....	25 00
" " under 40 lb.,	"	....	28 00
" under 2 in. thick,	"	....	29 00

STOVEPIPES.

5 and 6 inch, per 100 lengths	....	7 00
7 inch	....	7 50

ENAMELINE STOVE POLISH.

No. 4, 3 doz. in case	net cash	4 80
No. 6, 3 doz. in ase	"	8 40

TACKS, BRADS, ETC.

Carpet tacks, blued	80 and 15
" " tinned	80 and 20
" " (in kegs)	40
Cut tacks, blued, in dozens only	80
" ½ weights	60
Swedes cut tacks, blued and tinned—	
In bulk	80 and 10
In dozens	75
Swedes, upholsterers', bulk	85, 12½ and 12½
" brush, blued and tinned bulk	70
Swedes, gimp, blued, tinned and japanned	75 and 12½
Zinc tacks	35
Leather carpet tacks	55
Copper tacks	50
Copper nails	52½
Trunk nails, black	65 and 5
Trunk nails, tinned	65 and 10
Clout nails, blued	65 and 5
Chair nails	35
Patent brads	40
Fine finishing	40
Lining tacks, in papers	10
" " in bulk	15
" " solid heads, in bulk	75
Saddle nails, in papers	10
" " in bulk	15
Tufting buttons, 22 line, in dozens only	60
Zinc glaziers' points	5
Double pointed tacks, papers	90 and 10
" " " bulk	40
Clinch and duck rivets	45

TAPE LINES.

English, ass skin	per doz.	2 75	5 00
English, Patent Leather		5 50	9 75
Chesterman's	each	0 90	2 85
" steel	each	0 80	8 00

TINNERS' SNIPS.

Per doz	3 00	15 00

THERMOMETERS.

Tin case and dairy, discount 75 to 75 and 10 per cent.

TRAPS (steel.)

Game, Newhouse, discount 25 per cent.
Game, H. & N., F. S. & W., 65 per cent.
Game, steel, 72½, 75 per cent.

TROWELS.

Disston's, discount 10 per cent.

German	per doz.	4 75	6 00

S. & D., discount 35 per cent.

TWINES.

Bag, Russian	per lb.	....	0 27
Wrapping, cotton, 3-ply		....	0 24
" " 4-ply		....	0 27
Mattress	per lb.	0 33	0 45
Staging	"	0 27	0 35

VISES.

Wright's	....	0 13½
Brook's	....	0 12½
Pipe Vise, Hinge, No. 1	....	3 50
" " " No. 2	....	5 50
Saw Vise	4 50	9 00

Columbia Hardware Co.
Blacksmiths' (discount) 60 per cent.
" parallel (discount) 45 per cent.

ENAMELLED WARE.

White, Princess, Turquoise, Blue and White discount 50 per cent.
Diamond, Famous, Premier, discount 50 and 10 per cent.
Granite or Pearl, Imperial, Crescent, discount 50, 10 and 10 per cent.
Premier steel ware, 40 per cent.
"Star" decorated steel and decorated white, 25 per cent.

WIRE.

Smooth Steel Wire.

No. 0-9 gauge		$2 50
10 "	6c.	extra.
11 "	12c.	"
12 "	20c.	"
13 "	30c.	"
14 "	40c.	"
15 "	55c.	"
16 "	70c.	"

Add 60c. for coppering and $2 for tinning.
Extra net per 100 lb.—Oiled wire 10c., spring wire $1.25, special hay baling wire 30c., best steel wire 75c., bright soft drawn 15c., charcoal (extra quality) $1.25, packed in casks or cases 15c., bagging and papering 10c., 50 and 100-lb. bundles 10c., in 25-lb. bundles 15c., in 5 and 10-lb. bundles 25c., in 1-lb. hanks, 50c., in ½-lb. hanks 75c., in ¼-lb. hanks $1.
Fine Steel Wire, discount 25 per cent. List of extras: In 100-lb. lots: No. 17, $5—No. 18, $5.50—No. 19, $6—No. 20, $6.65—No. 21, $7—No. 22, $7.30—No. 23, $7,65—No. 24, $8—No. 25, $9—No. 26, $9.50—No. 27, $10—No. 28, $11—No. 29, $12—No. 30, $13—No.31, $14—No. 32, $15—No. 33, $16—No. 34, $17. Extras net—tinned wire, Nos. 17-25, $2—Nos. 26-31, $4—Nos. 32-34, $6. Coppered, 5c.—oiling, 10c.—in 25-lb. bundles, 15c.—in 5 and 10-lb. bundles, 25c.—in 1-lb. hanks, 25c.—in ½-lb. hanks, 38c.—in ¼-lb. hanks, 50c.—packed in casks or cases, 15c.—bagging or papering, 10c.
Brass wire, discount 60 per cent. off the list.
Copper wire, discount 60 per cent. net cash 30 days, f.o.b factory.
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Clothes Line Wire, regular 7 strand, No. 17, $4.65; No. 18. $2.90; No. 19, $2.60. Hollow 6 strand, No. 17, $4.30; No. 18, $2.70; No. 19, $2.35; No. 20, $2.30, f.o b. Hamilton, Toronto, Montreal.

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Galvanized barb	2 75
Galvanized, plain twist	2 80

Galvanized barb, f.o.b. Cleveland, $2 55½ in less than carlots, and $2 45 in carlots.

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" No. 12	2 95

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" S	per doz.	5 80	6 00
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Burrell's Pipe	each	....	3 00
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Sampson	"	....	24 00
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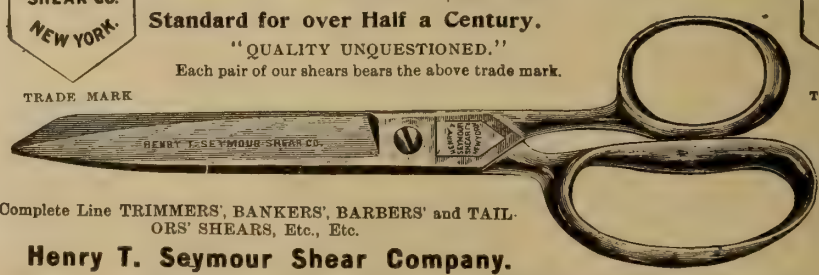

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Rice Lewis & Son, Toronto.

Wire, Wire Rope, Cow Ties, Fencing Tools, etc.
American Steel and Wire Co., New York, Montreal, Chicago.
Dennis Wire and Iron Co., London, Ont.
Dominion Fence Co., Toronto.
Dominion Wire Mnfg. Co., Montreal and Toronto.
Greening, B., Wire Co., Hamilton.
Ironside, Son & Co., London, Eng.
London Fence Machine Co., London.
McGregor - Banwell Fence Co., Windsor, Ont.
Merrick, Anderson & Co., Winnipeg.
Oneida Community, Niagara Falls.
Owen Sound Wire Fence Co., Owen Sound
Page Wire Fence Co., Walkerville, Ont.
Walter. E. F. & Co., Montreal.
Western Wire & Nail Works, London, Ont.

Woodenware.
Taylor-Forbes Co., Guelph, Ont.
United Factories, Toronto.

Wrapping Papers.
Canada Paper Co., Toronto.
McArthur, Alex., & Co., Montreal.

ALEXANDER GIBB

Manufacturers' Agent and Metal Broker,
13 St. John Street, Montreal

Representing British and American Manufacturers. Correspondence invited from firms wishing to be represented in Canada.

STEP LADDERS in following sizes: 4, 5, 6, 7, 8, 10 foot; made of best red pine, round edges, well finished. Prices according to quantity.

J. H. CONNOR & SON, Limited
MANUFACTURERS. OTTAWA.
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CHAS. F. CLARK, President. CHAS. L. BECKWITH, Secretary

...ESTABLISHED 1849...

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Capital and Surplus, $1,500,000. **Offices Throughout the Civilized World.**
Executive Offices: Nos. 346 and 348 Broadway, New York City, U.S.A.

THE BRADSTREET COMPANY gathers information that reflects the financial condition and the controlling circumstances of every seeker of mercantile credit. Its business may be defined as of the merchants, by the merchants, for the merchants. In procuring, verifying and promulgating information, no effort is spared, and no reasonable expense considered too great, that the results may justify its claim as an authority on all matters affecting commercial affairs and mercantile credit. Its offices and connections have been steadily extended, and it furnishes information concerning mercantile persons throughout the civilized world.

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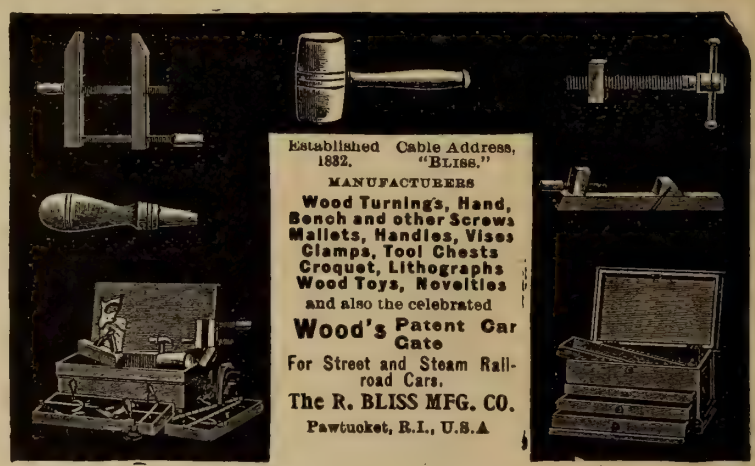

75 YEARS *ESTABLISHED 1825.* *75 YEARS*

WHY sell Old Style Cork Screws?

The People Want

WALKER'S SELF-PULLING

which draws the cork, cuts the wire, removes crown, seal and aluminum stopper. Does the whole thing. Each one tested and guaranteed. We manufacture over 50 different styles.

ERIE SPECIALTY COMPANY, Erie, Pa., U.S.A.

"THE REAL" SAFETY RAZOR IS A SELLER

OUR CONDITIONS ARE: Give to likely customers to try and if not absolutely satisfactory return it.

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A New Kind of Razor

You'll be surprised at the way "The Real" Safety Razor shaves—*different* from any other razor.

It shaves clean and keen—smooth and easy.

It doesn't pull or break hairs.

"The Real" is the only perfect razor for *self-shaving*.

The *rigid handle* and the *anti-cut guard* make it better than the ordinary razor—*better control of the blade* on *face, strop* or *hone*—*quicker work* possible—*no cutting*.

It's better than other "safety razors" because it's a *razor*—not a hoe. Made of the *very finest* razor steel—*full concave*—2¼ in. blade.

GEO. W. KORN RAZOR MFG. CO., Little Valley, N.Y., U.S.A.

BEAMS CHANNELS ANGLES PLATES

1,500 TONS FOR SALE

All of this material in lengths from 40 to 60 feet.
We can ship promptly, and should be pleased to receive your order.
Prices and stock lists on application.

STEEL FRAME BUILDINGS and ROOF TRUSSES.

Also Steel Bridges for Railways and Highways.

THE HAMILTON BRIDGE WORKS COMPANY LIMITED

Long Distance Telephone, Hamilton 630. HAMILTON, CANADA.

LUFKIN MEASURING TAPES

Steel, Metallic, Linen, Pocket, Ass Skin,
Pat. Leather, Bend Leather, Etc.

ARE THE BEST AND MOST POPULAR TAPES IN THE WORLD.
YOUR STOCK IS NOT COMPLETE WITHOUT THEM.

LUFKIN RULE CO., Saginaw, Mich, U.S.A.

New York City Branch—280 Broadway.

For sale by ALL PROMINENT CANADIAN HARDWARE JOBBERS.

"QUALITY FIRST AND ALWAYS."

Send for our Catalogue

It is fully illustrated.
It contains a complete statement of our claims for THE CROWN HURON.

Compare It.

Put our claims along side those of others.
Weigh everything.
Let your intelligence, not your prejudice, decide.

HURON STOVES and RANGES improve on acquaintance.

Send for our Catalogue to-day.

The Western Foundry Co., Limited, Wingham, Ont.

Est. 1868. Inc. 1895.

Black Diamond File Works

G. & H. Barnett Company

PHILADELPHIA

Twelve Medals

Awarded
By **JURORS** at
International Expositions
Special Prize
Gold Medal at Atlanta, 1895

"Redstone" Sheet Packing.

For use in highest pressures for Steam, hot or cold Water and Air. Packs equally well for all. No trouble with leaky joints when they are packed with **"REDSTONE."** The most satisfactory packing on the market. Try a sample lot and be convinced of its merits.

Manufactured solely by

THE CUTTA PERCHA AND RUBBER MFG. CO.
OF TORONTO, LIMITED.
Head Office and Warerooms—
45-47-49 West Front St.

BRANCHES:
MONTREAL,
WINNIPEG.

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CANADA.

Portland Cement

We can quote lowest prices to import for

BEST ENGLISH CEMENT
"WHITES"
BEST GERMAN CEMENT
BEST BELGIAN CEMENT
NATURAL BELGIAN CEMENT

BARRELS OR SACKS.

B. & S. H. THOMPSON & CO.
LIMITED
53 St. Sulpice Street, MONTREAL.

GEO. W. SADLER.
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Factories at
Montreal and Toronto.

SADLER & HAWORTH

TANNERS AND MANUFACTURERS OF

Oak Leather Belting and Lace Leather

DEALERS IN

General Mill Supplies.

MONTREAL and TORONTO.

Cable Address "SADLER" Western Union Code used.

Classified List of Advertisements on page 67.

The leading wholesale hardware trade distribute
LANGWELL'S BABBIT, MONTREAL.

HARDWARE AND METAL

A Weekly Newspaper devoted to the Hardware, Metal, Machinery, Heating and Plumbing Trades in Canada.

VOL. XVI. MONTREAL AND TORONTO, APRIL 9, 1904. NO. 15

Anvils Bits Plyers Vices

HENRY BOKER
MANUFACTURER
OF
ARROW BRAND
REGISTERED TRADE MARK
HARDWARE
SPECIALITIES OF ALL DESCRIPTIONS
For Sale by Leading Wholesale Hardware Houses.

"FLEUR DE LIS" GALVANIZED IRON

FLEUR DE LIS.

Sold more largely and more popular than ever.

Every sheet guaranteed.

JOHN LYSAGHT, Limited, Makers, BRISTOL, ENG.
A. C. LESLIE & CO., MONTREAL
Managers Canadian Branch.

Before placing your orders elsewhere, secure our

New Prices

—on—

IRON PIPE, BLACK AND GALVANIZED.
CAST FITTINGS.
MALL FITTINGS.
GALVANIZED FITTINGS.
HEADERS.
BRASS VALVES.
IRON BODY VALVES.
STEAM SPECIALTIES AND ENGINEERS' SUPPLIES.

Large Stock. Prompt Shipment

THE DOMINION RADIATOR CO., Limited
Head Office and Works—Dufferin St., TORONTO.
BRANCHES—Montreal, Quebec, St. John, N. B., Winnipeg and Vancouver, B.C.

BICYCLE SUPPLIES

BROOKS' BICYCLE SADDLES

RETURNED
APR -9 1904

B40—GENT'S SADDLE.

RETURNED
APR -9 1904

B24L LADIES' SADDLE.

RETURNED
APR -9 1904

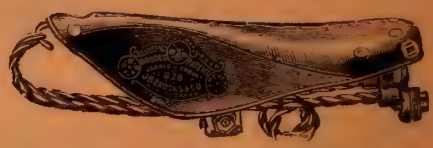
B302L—LADIES' COIL SPRING SADDLE.

We can fill orders promptly for all lines of Bicycle Supplies, including:

STEEL BALLS,
BICYCLE TUBING,
SPARK PLUGS,
PEDALS,
CHAINS,
GAS LAMPS,
SPOKES,
NIPPLES,
GAS ENGINE OILERS,
BICYCLE OIL,
3 IN 1 OIL,
WRENCHES,
BICYCLE LOCKS, etc.

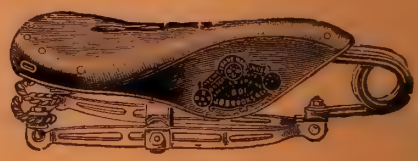
BROOKS' BICYCLE SADDLES

RETURNED
APR -9 1904



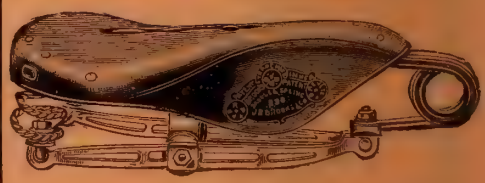
B28—GENT'S SADDLE.

RETURNED
APR -9 1904



D91—HAMMOCK ROADSTER SADDLE.

RETURNED
APR -9 1904



B90—HAMMOCK ROADSTER SADDLE.

WRITE FOR TRADE PRICES.

RICE LEWIS & SON

LIMITED

COR. KING AND VICTORIA STS., TORONTO.

ALWAYS READY FOR USE

Full Hollow Ground $2.50 Each
Double Concave for extra hard beards, $3.00
Send for free book, "HINTS TO SHAVERS."

The CARBO MAGNETIC RAZOR

No Honing! No Grinding!

No Smarting after Shaving. With ordinary careful use will

KEEP AN EDGE FOR YEARS WITHOUT HONING.

Booklet coming—if you will ask for a copy, with trade discount.

FOR SALE BY LEADING JOBBERS.

FIRM OF
A. L. SILBERSTEIN, "Griffon" Cutlery
MAKERS OF

459-461 BROADWAY, NEW YORK.

THE CANADIAN RUBBER CO.
of Montreal.

MANUFACTURERS OF

Rubber Belting, Hose, Packing, Valves, Gaskets,

ETC., ETC.

We make a specialty of

HORSE SHOE PADS

the best in the market.

Write for Prices and Circulars.

Head Office : : MONTREAL

BRANCHES—TORONTO, WINNIPEG and VANCOUVER

Other Tools are very good Tools, but

"YANKEE TOOLS"

ARE BETTER

No. 15. "Yankee" Ratchet Screw Driver, with Finger Turn on Blade.

No. 30. "Yankee" Spiral-Ratchet Screw Driver, Right and Left Hand.

No. 41. "Yankee" Automatic Drill, Eight Drill Points in Handle.

No. 0. "Yankee" Reciprocating Drill for Iron, Steel, Brass, Wood, etc.

No. 60. Pocket Magazine Screw Driver.

Our "YANKEE" Tool Book tells all about them. Mailed free on application. . . . . .

Manufacturers also of

LIGHTNING, GEM and BLIZZARD Ice Cream Freezers.

Toy Freezers, Ice Shaves and Ice Chippers.

Fluting Machines, Hand Fluters.

Sold by Leading Jobbers in Canada.

NORTH BROS. MFG. CO.,

Philadelphia, Pa., U.S.A.

THOS. BIRKETT & SON CO., LIMITED

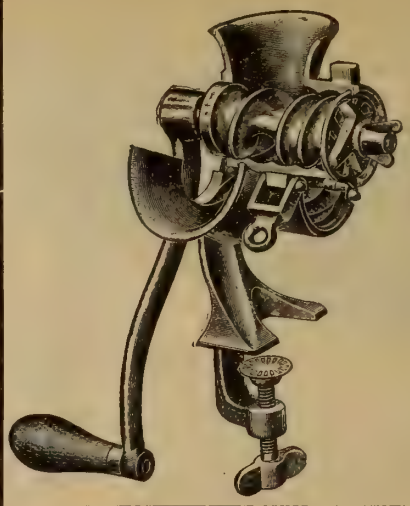
Wholesale Hardware Merchants,

OTTAWA, ONT.

Lawn Mowers
Garden Tools AND Hose
Poultry Netting
FREEZERS, Etc.

A complete stock always on hand for prompt delivery.

Enquiries solicited. Mail orders filled with dispatch.



The Russwin Food Cutter.

CLEANLINESS.

There is no drip from the Russwin to soil clothing and floors. The gutter carries all juices to the dish—they are not deposited upon the floor. The machine itself is quickly cleaned with the least possible effort. Write for Booklets, Posters and Electrotypes to assist you.

Russell & Erwin Mfg. Co.

New Britain, Conn., U.S.A.

HOOPS

Iron Steel

M. & L. SAMUEL, BENJAMIN & CO.

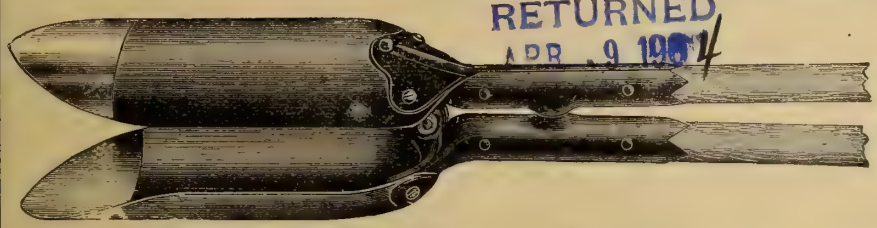
General Importers and Exporters and Metal Merchants

27 Wellington St. West, TORONTO, ONT.

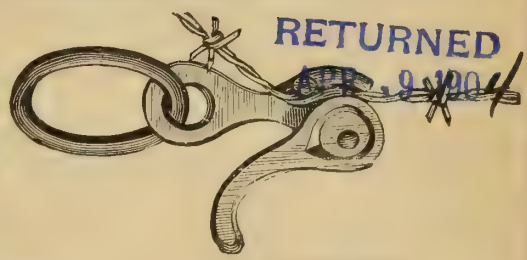
EUROPEAN HOUSE—16 PHILPOT LANE, LONDON, ENG.

DO YOUR CUSTOMERS FENCE?

We don't mean fencing w'th foils and masks; but with post-hole diggers, wire stretchers, and pliers,—the kind of fencing that improves a man's property and makes it more valuable. He will appreciate it if you explain to him how his real estate will advance in price if neatly fenced, and incidentally, you can show him your line of labor-saving tools to help him do it right. We are showing you a few of ours.



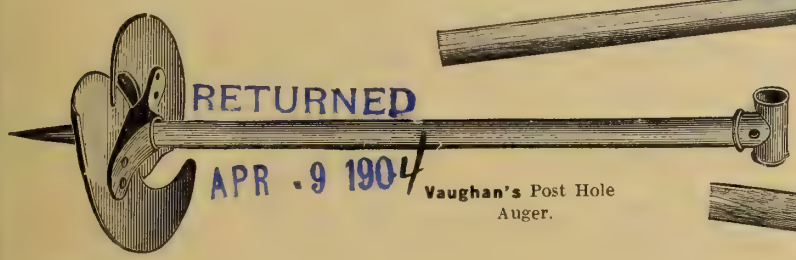
Never Break Post Hole Digger.



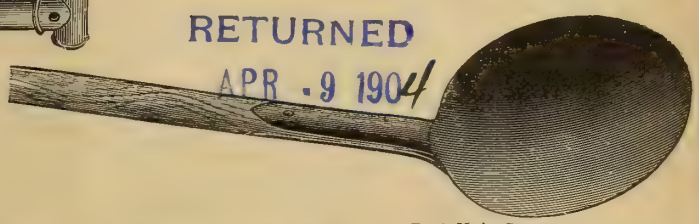
Hercules Wire Stretcher.

V & B Post Hole Digger.
Iwans Post Hole Auger.

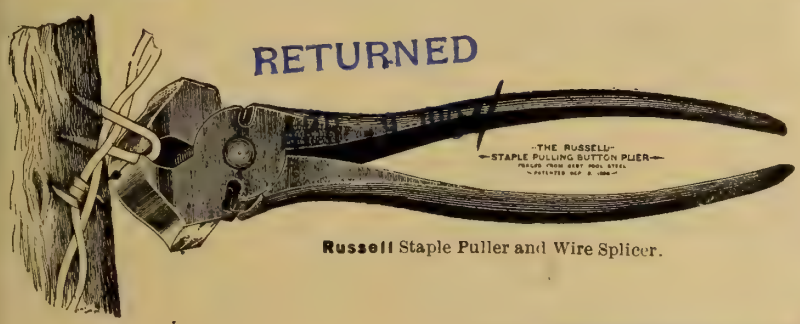
Never Slip Wire Stretcher.



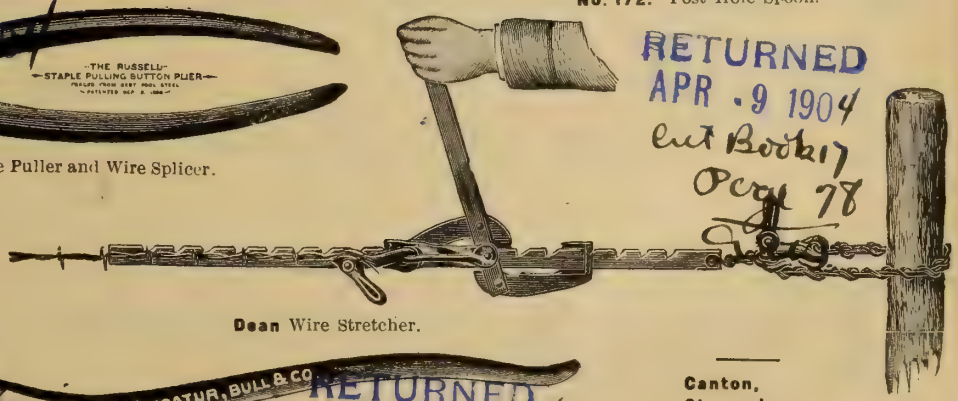
Vaughan's Post Hole Auger.



No. 172. Post Hole Spoon.



Russell Staple Puller and Wire Splicer.



Dean Wire Stretcher.

Eureka and Elm City Combination Fence Pliers.

No. 1373. Button's Pattern Plier.

Canton, Star and Little Giant Wire Stretchers.

CONSULT OUR THOUSAND-PAGE CATALOG, THE MOST COMPLETE IN CANADA.

QUOTE LOW

Lewis Bros. & Co.

SHIP QUICK

Importers and Distributors.

TORONTO, 87 York St.
OTTAWA, 54 Queen St.
VANCOUVER, 141 Water St

Address all correspondence to

MONTREAL

Cordage
Of every description.
Net Mountings,
Sand Line,
Unoiled Cordage,
Marline,
Extra Long Lengths,
Ratline,
Shingle Yarn.

Core Rope,
Oil Well Cables,
Russian Packing,
Deep Sea Lines,
Anchor Line,
Good Transmission Rope,
Engine Packing.

Clothes Lines,
Only Best Material Used.

Log Line
Twine.
Dangerous to use Inferior Cordage.

Mail
Orders
Now
To us and
Receive
Exceptional
Attention.
Low-priced goods are not always the cheapest.

Bailey Cutlery

I am now offering the stock of the Bailey Cutlery Co., Limited, recently purchased at a discount by me, comprising about

2,500 doz. Butcher Knives
1,000 " Razors
3,500 " Shears
500 " Scissors, etc., etc.

Sold in lots to suit the trade. It will be to your interest to write for Price List.

JOHN RIACH

HAMILTON.

April, 1904.

Distinctively an Oneida Community Product.

RETURNED
MAR 25 1906
See Amer
Our Book 48
Page 11

We are the Originators and Sole Manufacturers

Oneida Community, Limited, - Niagara Falls, Ont.

American Steel & Wire Co.

New York Empire Building | **Montreal** N. Y. Life Building | **Chicago** The Rookery

BARBED WIRE GALVANIZED PLAIN WIRE
PLAIN TWIST CABLE FENCING

Telegraph and Telephone Wire; Mattress, Broom, Weaving Wires of every description; Rail Bonds, Bale Ties, Special Wires for all purposes, Springs, Horse Shoes, Wire Rope, Cold-drawn Steel Shafting.

WIRE ROPE

All kinds and sizes and for All Purposes.

STANDARD AND LANG'S PATENT LAY

PRICES RIGHT. PROMPT SHIPMENT.

THE B. GREENING WIRE CO.

LIMITED

HAMILTON, ONT. MONTREAL, QUE.

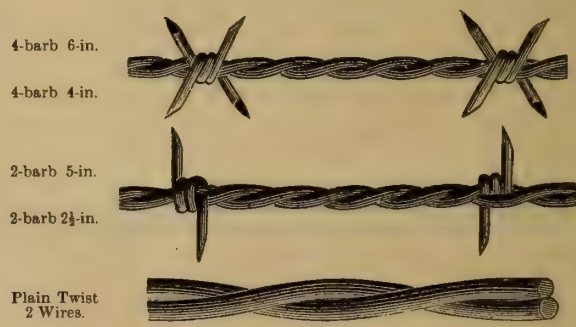
FENCING

MANUFACTURED BY

Dominion Wire Manufacturing Co.

LIMITED

MONTREAL AND TORONTO.



Coiled SPRING Galvanized Fence.

BRIGHT and GALVANIZED FENCE STAPLES, 1¼ to 2 INCHES.

ANNEALED WIRE

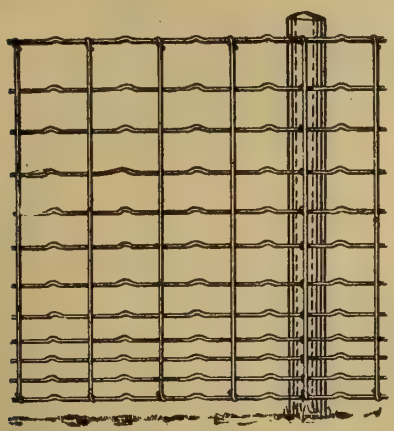
FOR BALING

HAY — PULP — PAPER — RAGS — SHINGLES—ENC

BUY DOMINION GOODS

SATISFACTION GUARANTEED.

Electrically Welded WIRE FENCING



THE NEATEST, STRONGEST AND MOST DURABLE WIRE FENCE IN THE WORLD.

All made of No. 9 best galvanized Steel Wire, without any twists, locks, or other fasteners for cross wires, on which snow and ice can lodge, and thus hold moisture and cause rust.

And the cheapest fence in the world, according to weight of metal used.

All stay wires only twelve inches apart, and meshes must retain uniform shape, as wires cannot slip from proper position,

Large discounts allowed off List Prices.

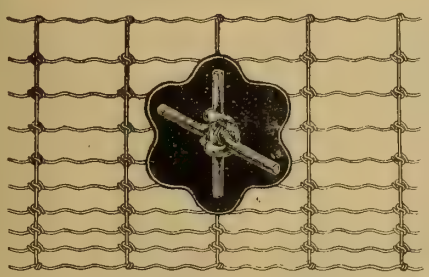
Price lists forwarded on application to

Dominion Fence Co., Limited,
17 Toronto St., TORONTO.

Your Customers

the farmers are looking for a fence, strong, serviceable and durable at a reasonable cost. You can supply it to them in the

IDEAL



It is strictly up-to-date and the best value to be had in wire fencing to-day.

A GOOD SELLER

We have a style for every purpose in either heavy or light fencing. Write for catalogue showing fencing and gates.

Coiled-Spring Wire

unexcelled in quality, shipped promptly.

THE
McGregor-Banwell Fence Co.
Limited
Walkerville, Ont.
MERRICK, ANDERSON & CO., Winnipeg
Sole Agents for Manitoba and N. W. T.

IRONSIDE FOR IRON

Our Specialties are **British** and **Foreign Iron** and **Steel, Metals, Bars, Plates, Sheets, Bolts** and **Nuts, Tin Plates, etc.**

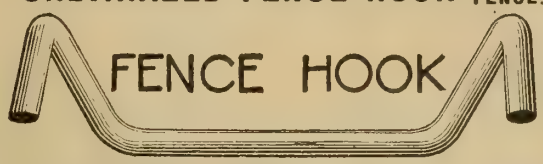
We are sole Licencees for **Page's Patent Wire Stretcher** and also for **Ironside's Paten Wire Cutters.**

We Publish Monthly a "CANADIAN METAL PRICE LIST," giving quotations in Dollars and Cents, (C.I.F.), also "WEEKLY MARKET REPORT."

Let us have your name and address for "PRICE LIST" and "MARKET REPORT."

IRONSIDE, SON & CO., 16 Water Lane, Great Tower St., E.C., **London, England**

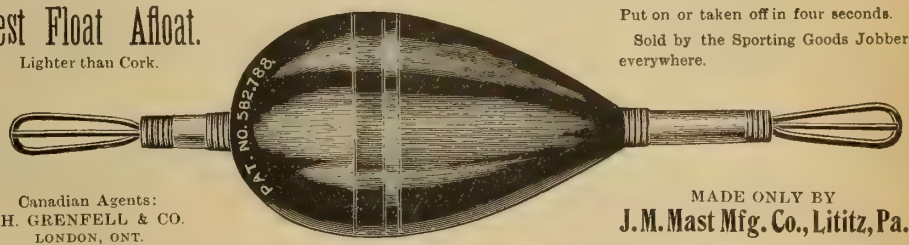
GALVANIZED FENCE HOOK FOR FASTENING WOODEN PICKET ON WIRE FENCE.



WIRE NAILS, COILED SPRING, BARB and PLAIN FENCE WIRE, OILED and ANNEALED, CLOTHES LINE WIRE, STAPLES, etc.

THE WESTERN WIRE & NAIL CO., Limited, **LONDON, ONT.**

Best Float Afloat.
Lighter than Cork.



Put on or taken off in four seconds.
Sold by the Sporting Goods Jobber everywhere.

Canadian Agents:
E. H. GRENFELL & CO.
LONDON, ONT.

MADE ONLY BY
J.M. Mast Mfg. Co., Lititz, Pa.

SPECIAL DROP FORGED SPRINGS

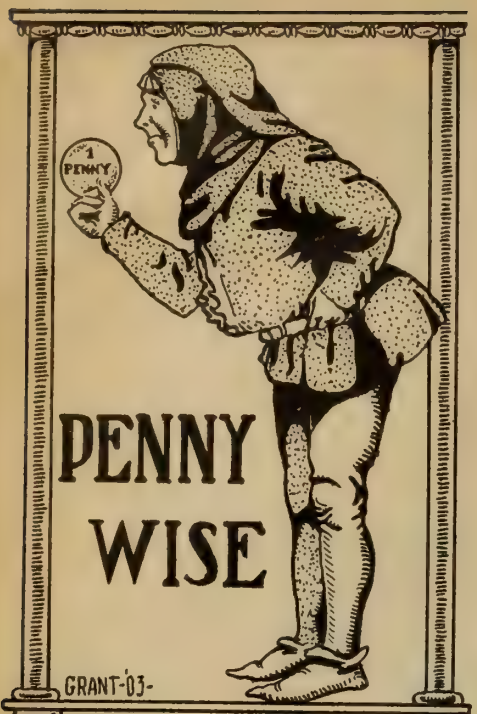
THE WALLACE BARNES CO.,
BRISTOL, CONN.

DILLON HINGE STAY FIELD FENCE

Sold to the trade only.

CAVERHILL & LEARMONT, Agents
at Montreal and Winnipeg.

Manufactured and sold by
OWEN SOUND WIRE FENCE CO., Limited
Owen Sound, Ont.



The only real value of money lies in making use of it.

The money that lies there in your safe from day to day doesn't do you any good until you commence to use it.

Then its value to you depends on how you use it.

Now, if you would only invest some of it in advertising space in HARDWARE AND METAL and then use the space right, you'd have a valuable assistant, working to increase your trade with hardwaremen and to make yourself and your goods better known among them.

Some folks would sooner save (?) the money but they are "penny wise and pound foolish."

But you're not.

Are you?

MACLEAN PUBLISHING CO.-DEPT. OF ADVERTISING SERVICE

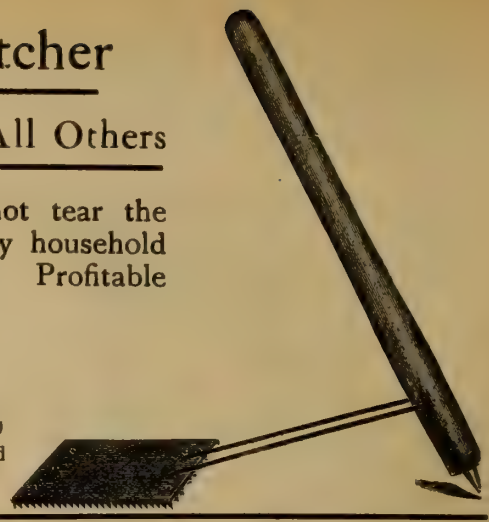
Galt Carpet Stretcher

Away Ahead of All Others

Simple, Effective. Will not tear the finest carpet. Will sell to every household on the score of price and utility. Profitable to dealer.

SEND FOR BOOKLET.

Grand River Metal Works,
Limited
Galt, - Ont.



CRACKERJACK RAZORS

The Crackerjack Razors are made by Henry Boker especially for us and sold only by us. They have given satisfaction to all who have used them.

The superior quality of the Crackerjack is undisputed. There are no flaws or soft blades found in the Crackerjack.

The durability of these Razors is remarkable. With ordinary care they will last for years.

The beautiful finish of the Crackerjack excites the admiration of everyone.

Shaving with a Crackerjack is a pleasure. It does not pull or scrape the hairs off. It shaves easily and smoothly and leaves the skin in good condition.

Retailers will find the Crackerjack a great seller. Give them a trial.

John Bowman Hardware AND Coal Co.

LONDON, - CANADA.

BUY THEM NOW.

IVER JOHNSON

SINGLE TRIGGER, SEMI-HAMMERLESS, TOP SNAP and CHAMPION GUNS.

STEVENS' HAMMERLESS GUN.

Stevens'

HAMMERLESS GUNS.

BEST GOODS **RIGHT PRICES**

E. F. WALTER & CO., 166 and 168 McGill St., Montreal

THE LION BRAND.

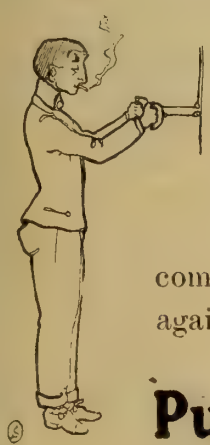
Waterproof Clothing

FISHERMEN'S TEAMSTERS'

Best Goods. **Right Prices**

Branch Agencies: W. LOUIS HALDIMAND, Jr., 36 St. Dizier Street, MONTREAL, QUE.,
CHAS. THOMPSON, 430 Cordova St., VANCOUVER, B.C.

The Guelph Waterproof Clothing Co., Guelph, Ontario.

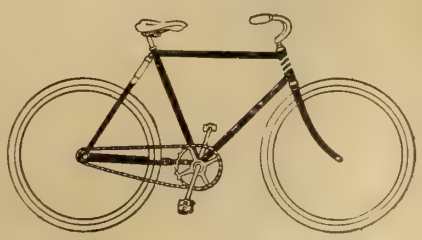


THIS SORT OF THING IS NOT IN IT.

Out-of-doorness is the great vogue, and the Bicycle comes first as a means to out-of-doorness. The Bicycle is again famously popular.

Put the Bicycle on Display

and leave the rest of that notion for out-of-doorness. Selling Bicycles is legitimate business for the hardware merchant. The firm that gave the Bicycle movement its new start asks only co-operation. Are you posted on cushion frame and coaster brake points?



WRITE FOR CATALOGUE AND PRICES.

THE CANADA CYCLE & MOTOR CO., Limited

Branches: WINNIPEG and VANCOUVER. Head Office and Works: Toronto Junction.

DAVID MAXWELL & SONS

ST. MARYS, ONT., CANADA.

Steel Frame Churn.

"Maxwell Favorite Churn"

PATENTED FEATURES: Improved Steel Stand, Roller Bearings, and Foot and Hand Lever Drive, and Detachable Driving Link. Improved for season of 1904. Steel or Wood Frame as desired.

Lawn Mowers. High and Low Wheels, from 12 to 20in. widths. Cold Rolled Steel Shafting, Crucible Steel Knives and Cutting Plate.

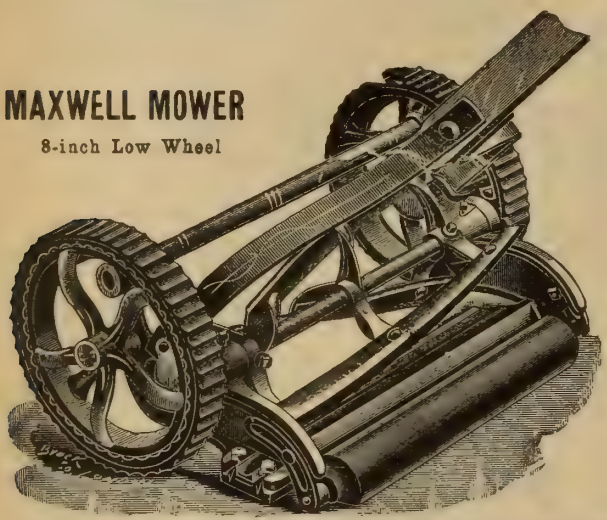
Wheelbarrows. In Four Different Sizes

If your Wholesale House does not offer you these articles

SEND DIRECT TO US.

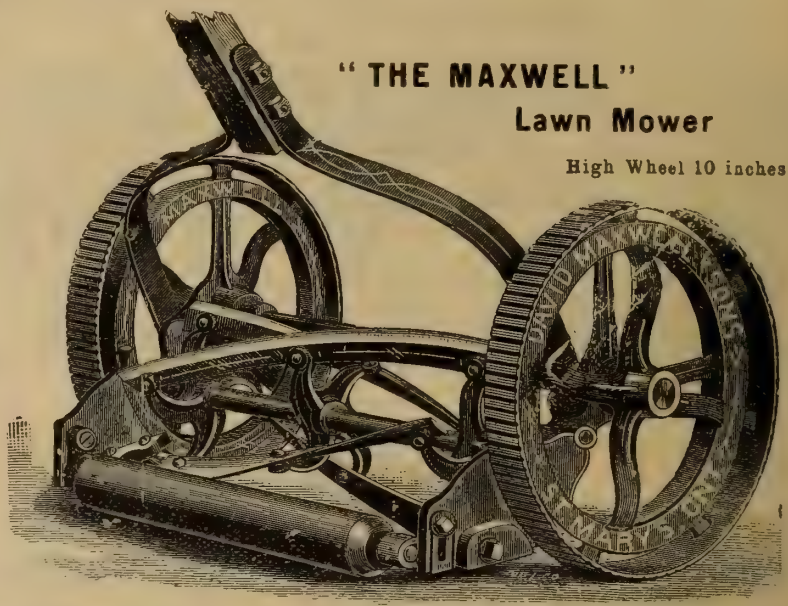
MAXWELL MOWER

8-inch Low Wheel



"THE MAXWELL" Lawn Mower

High Wheel 10 inches



Sausage Stuffer, Lard and Fruit Press

8 Sizes and Styles

Rapid Grinding and Pulverizing Mills

40 Sizes and Styles for Hand and Power

No. 3, $5.50.

Bone, Shell and Corn Mill

No. 750, $8.50.

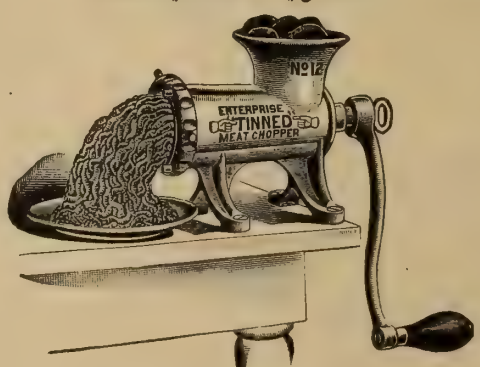
TRADE **"ENTERPRISE"** MARK

Meat and Food Choppers

TINNED

40 Sizes and Styles for Hand and Power

from $1.00 to $300.00



No. 12, $2.75.

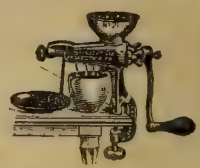
Sold by all the leading Jobbers of the Dominion

ILLUSTRATED CATALOGUE MAILED FREE

The Enterprise Mfg. Co. of Pa.

Philadelphia, Pa., U. S. A.

Meat Juice Extractor



No. 21, $2.50

Raisin Seeder

No. 36, $1.00

Cold Handle Polishing IRON

No. 82, $7.50 per doz.

This back cover

of the June 27, 1903 Saturday Evening Post, together with strong ads in all the leading papers and magazines is what we did last year to help sell

Peerless Iceland Freezers

This year our advertising will be even stronger and far more extensive. Every woman who is in the market for a freezer is bound to see the Peerless Iceland advertisements, and "seeing" is "believing"—she will do as she is told, will "ask her dealer." So let every dealer prepare so as not to disappoint.

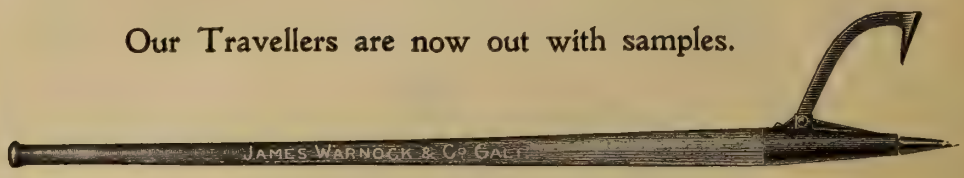
And *you*—ask *your* jobber.

DANA & CO., Cincinnati.

AXES and . . .

LUMBERING TOOLS

Our Travellers are now out with samples.

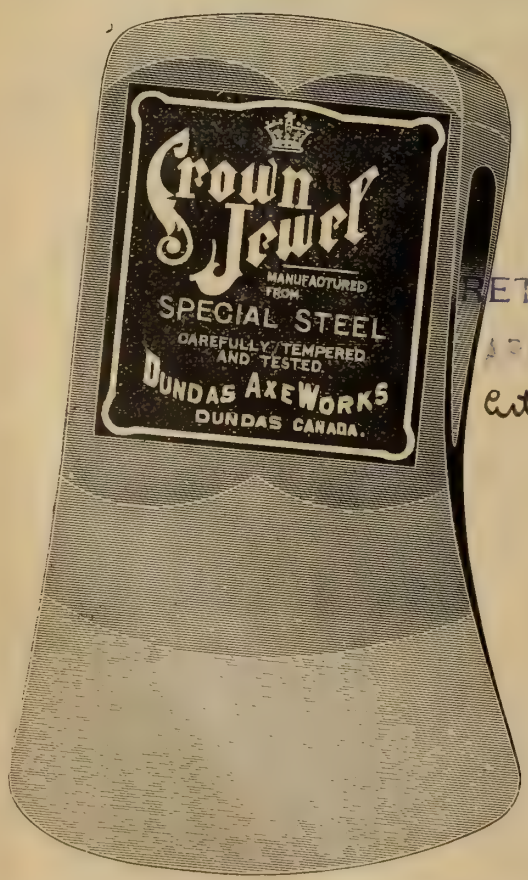


Our prices are right and a Warnock Tool is the accepted standard of quality.

See our axe samples before buying.

JAMES WARNOCK & CO.

GALT, ONT.



RETURNED
APR 25 1904
Cut Book 18
Page 28
ads.

COMING

Our travellers have been delayed, like all others, through the storms, but if they have not already been to see you they are coming, with the best value ever offered in Axes and Cross-cut Saws.

DUNDAS AXE WORKS,

DUNDAS, ONT.

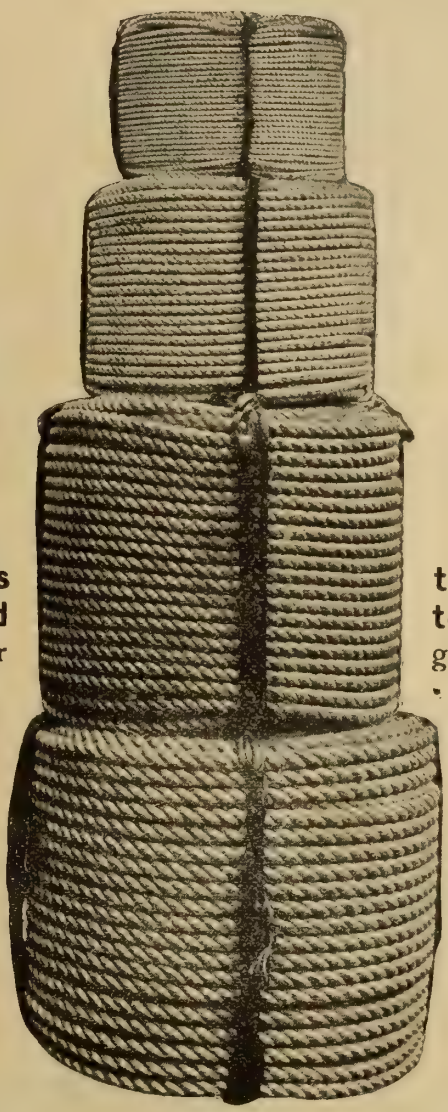
CANADIAN CORDAGE & MFG. CO., Limited.

Manila Rope

of all kinds, from the largest to the smallest.

Sisal Rope

of all kinds, from the largest to the smallest.



Lath Yarn.

Shingle Yarn.

☞ **We guarantee our goods to be absolutely Pure and free from all substances calculated to increase weight.** Consumers will find on careful test that our goods are the **Most Economical.**

Binder Twine.

Binder Twine

Royal Manila,	650 ft. to the lb.
Royal Manila,	600 ft. to the lb.
Royal Manila,	550 ft. to the lb.
Royal Manila,	500 ft. to the lb.
Standard, -	500 ft. to the lb.
Sisal, - -	500 ft. to the lb.

The latest and finest machinery is operated in this factory and although not the largest, it is the finest mill of its size in the world.

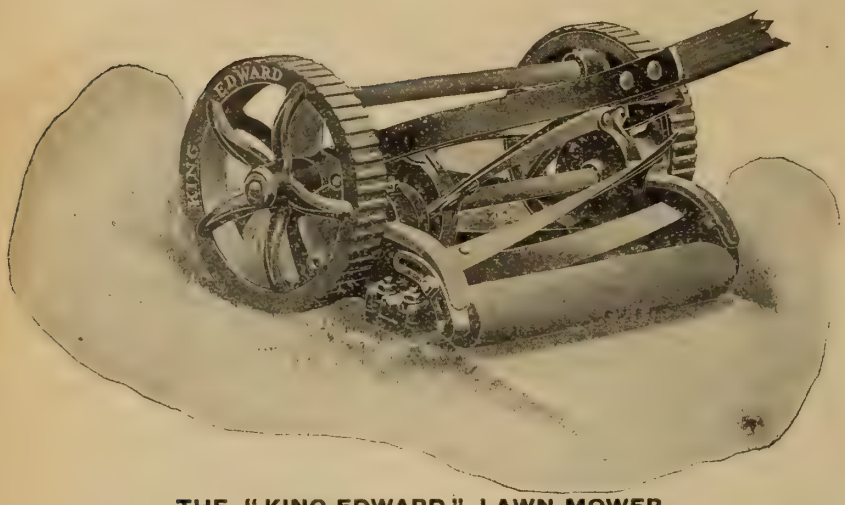
For LOW PRICES and HIGHEST QUALITY, Write, Wire or 'Phone.

CANADIAN CORDAGE & MFG. CO., Limited

Peterborough, Ont.

The "King Edward" Lawn Mower

6 Blades, 8-in. Wheels. Sizes—12, 14, 16-inch.



THE "KING EDWARD" LAWN MOWER.

Tool Steel Knives, ore tempered.
Bearings are extra long and adjustable.

A High-Grade Lawn Mower.

An excellent seller.

—EVERYTHING WE MAKE IS WELL MADE.

—EVERY MOWER WE SELL IS GUARANTEED.

Send for Catalogue "B."

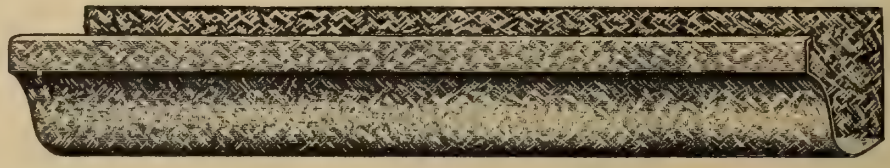
The TAYLOR-FORBES CO., Limited

Montreal Branch, 9 De Bresoles St.

Guelph, Canada.

Standard Eave Trough and Conductor Pipe.

We can supply you with all styles and sizes.



Made in 8 and 10 ft. lengths.

EAVE TROUGH O. G. ROUND AND SQUARE BEAD, AND HALF-ROUND PATTERNS.

CONDUCTOR PIPE, PLAIN AND CORRUGATED.

Conductor Pipe Elbows, Shoes, Hooks, and Gutter Spikes.
In short, everything a Tinner requires.

GALVANIZED SHEET IRON from stock or import.
Queen's Head, Fleur de Lis and Apollo Brands.

You can depend on prompt shipment by placing your order with

KEMP MANUFACTURING CO., TORONTO, CANADA.

The Small Business as a School of Manhood

"FOR generations the small business, that is, the business as it was before the advent of the great corporation and the trust, was a school of character second in importance only to the church," says H. A. Stimson in a recent number of the Atlantic Monthly. It is rapidly being superseded, and the question is: What is to be the effect upon the business world?

Many years ago Mr. Stimson was confidential clerk in a typical city business house of the old style. Its heads were two young merchants, and he was given the opportunity of knowing both intimately and of observing the effect of their business upon their characters. The one was a gentleman by instinct and family connection,—courteous, kindly and unselfish. The other was self-made, aggressive, ambitious, selfish and intelligent enough to know the value of honesty as a policy, but without convictions. The daily routine of the business divided itself between these men by a kind of natural law. Everything requiring courtesy and the cultivation of the good will of customers fell to the one, while the planning of the business and all those important decisions which had to do with men whose good will was not particularly important to the firm, were passed by the other. The business itself, with its daily necessities and routine, constituted a school of character, giving play to the talents of both and holding their limitations in restraint. It would be interesting to look over the office letter books of those days and read in the correspondence the characteristic features of these two men. There would be found recorded, as accurately as in the record of a boy at school, their native traits and the history of their growth. Each knew as all the men of their day knew that the success of every business house depended upon the personal traits of the partners and their individual relations to the world of business quite as much as upon the wisdom of their plans.

This is understood in all forms of individual business, from the village store to the city establishment where in each instance the storekeeper is made keenly aware of the value of the good will of his customers. As a consequence he is kept under an impulse to be courteous, honest and considerate until these traits become largely characteristic. Whatever men may think about the business of the world it is inconceivable that the great business houses of the older type, which, passing from father to son, sometimes survived for centuries, could have continued under any other conditions. The great guilds of the Middle Ages were simply associations of men of this pattern. They organized for self-defence as individual merchants or tradesmen. And membership in these guilds quickly came to be dependent upon certain established types of character. Because of this the guilds held together, and became the permanent power which resulted in making the cities the instruments which enabled the early kings to shake off the power of the barons, and to break up the foundations of the feudal system in Europe. The Chinese guilds, the oldest existing organizations of business men, are also of this class.

The record of those early days still remains in our literature. Shakespeare's tale, the Merchant of Venice, turns upon the integrity, indisputable and dominant, of the merchants of that time; and the effect of the Chinese guilds upon the Chinese mercantile life is everywhere apparent. The other day the president of the Anglo-Chinese Bank at Shanghai, resigning, to return to England, after twenty-five years of service, in a public address testified that not a dollar had ever been lost by the bank through a Chinese merchant, and that the great fear he had for the changes now going on in the relations between the Orient and the Occident was lest the influx into China of foreign merchants, with a different standard of personal honesty, would do more to complicate and disturb the relations of China with the outside world than any other cause. For the Chinese have not been familiar with the lower standards of business integrity which prevail elsewhere.

Over against the guilds have arisen the modern corporation and the modern trust. They have so completely changed the essential conditions of business life as these bear upon the individual business man, that it is well to attempt to estimate the effect.

The pride of the merchant, or the manufacturer, in the business to which he was giving his life, and which bore his name, and which he hoped to make permanent in the community and to transmit to his children, has given place to another temper of mind in the passing of those smaller men into the great corporations. Names still linger from the early days: the Maydole hammer, the Buck chisel, the Disston saw, the Scott gun, the Morley hosiery, the Clay woollen, the Torrey strop, the Hassell brush, tell of a day when the skilful workman began to produce a better article than his neighbor, and soon discovering that his customers recognized its merits, found the way open to a career in which his heart found its sweetest pride, and his business life its most satisfactory reward. All that has vanished with the passing of the old conditions.

Under the new conditions a very few men are carrying the heavy strain, or may be considered as responding to the old challenge to be their very best, and to prove themselves masters in a splendid contest. It must be admitted that the prizes of the business world were never so magnificent for the capable few as they are to-day. The title "merchant prince" has taken on a new significance. But this applies only to the very few. Where there are in every great corporation or trust two or three or, perhaps, a few more, men at the head who carry the responsibility and find their powers taxed to the utmost by their daily duties, there are thousands of all grades of capacity, who now have no other feeling than that of the clerk, or the servant. Their intellectual activity is limited to doing the task that is set for them. They need to be keen, simply to understand directions and to meet the requirements of their department. Their moral responsibility is limited to obeying orders and earning their daily wage. The tax made upon them is only to do their day's work as it arrives, and at night leave their desk clear. They are part of a vast machine to whose perfection they are contributing; and in so doing are limiting their own powers, and bringing on the day when they can the more readily be dispensed with and forgotten. The best they can hope for is a pension. As life goes that is much, but it is not the best.

The great corporation is unquestionably the necessity of the hour. It will continue to take on constantly new forms of development. It is already

playing and will continue to play a tremendous part in the progress of civilization. But its limitations are none the less real. The evils that are inevitably connected with it must be clearly realized if they are to be offset. Among them all none is more serious than this radical one of the effect upon the character of many employees, who, under former conditions, would have been either managing their own business or ambitious for the opportunity of doing so. The life, in a multitude of homes where a salary takes the place of business earnings, is doubtless calmer and steadier, and also in many cases ampler, in that the income is larger. A certain stability is hoped for in a society where anxiety over business conditions is exchanged for the contentment of an assured stipend. And the steadying and quieting of the temper, no longer made irritable by the daily anxiety, is unquestionably a notable social advance. When, however, one looks within and asks what is to take the place of the old discipline, with its insistent demand for those traits of character which have made the merchant and the manufacturer the sturdy, thoughtful, self-respecting men they always have been, we are at a loss for an answer.

When thoughtful writers like Benjamin Kidd speak of "the freest possible play of forces within the community, and the widest possible opportunities for the development of every individual's faculties and personality" as the condition of progress, and of "the personal rivalry and competition of life" as being not only now, but having been from the beginning "the fundamental impulse behind all progress," there is cause for concern when men find themselves tempted to exploit agencies which effectually remove or destroy those conditions.

It is certain that a great change is going on, and one of that subtle and unperceived kind the effect of which is sure to be widely felt before it is understood, not to say corrected. How much it means of difficulty or even of disaster in the business world of the future it may be difficult to determine, but it will certainly have a profound effect in shaping the prospects even of the trust. It creates conditions under which it will be growingly difficult to produce men with the character and the intellectual stamina which are necessary to the management of the great corporations. Men who have simply grown up as clerks will never be truly competent to fill these positions. They will become more and more men of detail. And the system of inbreeding, that is, of limiting the filling of their more important posts to men who have risen through all the ranks of lower service,—which now is proclaimed by some of the great railways,—is a policy as truly suicidal as it is unintelligent. Great administrative positions require men who have been accustomed to that independence of action and breadth of view which only the responsibility of directing their own affairs can produce. It is a temper of mind and spirit as far as possible from that of the life-long clerk or employee. And no problem in the business world is more vital, or has farther reaching relations, than the question how such men are in the future to be produced.

ARE ENLARGING THEIR STORE.

The Purdom, Gillespie Hardware Co., who bought out the business of James Reid & Co., 118 Dundas street, London, Ont., about six months ago, are gradually increasing their trade and making improvements in their store. Messrs. Purdom and Gillespie are both young men, but have had valuable experience in the hardware business. Mr. Gillespie travelled for the Hobbs Hardware Co. for over five years and Mr. Purdom was with the same firm for a number of years. Hardware and Metal wishes them the full measure of success.

NEW MINING COMPANY.

The Imperial Coal & Coke Co., Limited, has just been organized in Montreal. The capital is $4,500,000. The officers of the company are :

President—W. Herbert Evans.
Vice-presidents—Jas. W. Pyke.
Secretary—Humes Hall.

This company have secured 60,160 acres of bituminous coal lands in East Kootenay, B. C. It is expected that by May systematic and extensive development will be entered upon. The chief object of the company is to produce coke, and the erection of coke ovens will be started as soon as possible. The company expect to find a market for their product in British Columbia, Northwest Territories, Manitoba and Montana, in the United States.

IRON INDUSTRY OF RUSSIA.

TO develop the iron industry of Russia the Government, early in the last century, prohibited the importation of any iron products into the Empire. Later, importations were allowed, but under duties amounting to 15 cents on each 36 pounds of metal wares and to $1.80 on each 36 pounds of sheet iron. These rates were levied in 1819. Since then, according to a U. S. consular report, the tariff has undergone many changes, until the present tariff came into effect.

In comparison with western European and United States tariffs Russia's customs duties are considered very high.

Notwithstanding the high duty the total output of cast iron in Russia is gradually decreasing. In 1899 it amounted to 2,632,190 tons; in 1902, to only 2,520,916 tons, a decrease of 145,-161 tons as compared with the output of 1901. The quantity of iron goods in the market in 1900 amounted to 3,282,154 tons and in 1902 to only 2,861,059 tons.

The consumption of hardware by the Russian people is not large. The principal consumer is the Government. The South Russian iron works and foundries, producing the larger part of metal goods, work nearly exclusively for the Government. The crisis, therefore, in the iron industry is due to the Government reducing its orders. Overproduction continued after the time when the heavy orders of the Government for railroad building were mostly carried out and when, for various causes—lack of funds, particularly—the demand in the home market gradually declined.

During the last decade, the Russian Government has spent about $500,000,-000, raised by foreign loans, on the iron industry, principally in building railroads. The $500,000,000 has been appropriated, hence the decline in the demand for iron wares. It is thought that the recent loan of $50,000,000 by France for railroad building will restore the iron industry to new life; however, such a dependence of the Russian iron industry upon foreign loans would appear to be of rather unstable character. There is an abundance of superior iron ore in Russia. Nowhere is labor cheaper. There is every chance to supply any home demand.

At Kalgan, within the lines of the new Russo-Chinese Railroad, it is proposed to erect iron works and foundries for manufacturing rails and for smelting iron ore, which is to be imported from Manchurian mines already under Russian control. Out of a total of 56 blast furnaces, 23 are in action.

WIRE NAILS
TACKS
WIRE

Prompt Shipment

The ONTARIO TACK CO.
Limited
HAMILTON, ONT.

CATALOGUES, BOOKLETS, ETC.

For the convenience of its readers HARDWARE AND METAL has opened its columns for the review of catalogues, booklets or other such publications issued by manufacturers or wholesale dealers selling to the hardware, plumbing, machinery or metal trades. Retailers desiring such publications may also have inserted a note to that effect. It is requested that when any of the trade write for any booklet mentioned in these columns that they credit HARDWARE AND METAL as the source of their information.

Curtis Pneumatic Appliances.

Curtis & Co. Mfg. Co., St. Louis, U. S. A., have issued a new catalogue illustrating and describing their latest designs of pneumatic appliances. This catalogue is a particularly effective one, the illustrations and general get up being exceedingly attractive. Among the appliances they call special attention to are their compressors, hoists, cranes, trolleys, etc. Their compressors are vertical single acting type, and they claim are operated with greater economy and efficiency than any other. Users of pneumatic appliances should not fail to see this catalogue.

—

Power Station Specialties.

The Geo. F. Blake Mfg. Co., 114-118 Liberty street, New York, have issued Bulletin B 62, illustrating and describing their standard types of auxiliary machinery for vacuum making and boiler feeding, which they have developed during the past few years. This company is prepared to make estimates, furnish full specifications and drawings and erect complete condensing apparatus of every description. The services of their engineering staff are offered for consultation to any power companies contemplating improvements.

—

Bignall & Keeler Mfg. Co.

We have received from the Bignall & Keeler Mfg. Co., builders of improved pipe threading and cutting-off machinery, Edwardsville, Ill., U. S. A., their latest catalogue, number 16, describing their machinery. The binding of this catalogue is good, and the illustrations are of a high order and are very clear. The catalogue illustrates and briefly describes in particular the machines and adjusting mechanism. Those using this class of machinery will find much to interest them in this catalogue.

—

Knowles Pumping Machinery.

Knowles' Steam Pump Works, 91 Liberty street, New York, have issued their general catalogue for 1904. In this catalogue the company have endeavored to give full particulars and illustrations of as many designs as possible of their pumping machinery. They will be pleased to furnish users of steam pumps with this catalogue, and also solicit correspondence from those who do not find within the catalogue designs of pumping machinery adapted to their special requirements.

—

Hot Air Buttons.

One of the prettiest buttons received by Hardware and Metal for some time has come to hand from the James Smart Mfg. Co., Brockville, Ont. On it is shown an excellent sectional view of the "Kelsey" warm air generator made by that firm. These buttons should be useful in helping any local agent for the "Kelsey" to make it a popular furnace. Another advertising device issued by this firm is a twelve page leaflet giving comprehensive information regarding their furnaces. Hardwaremen interested in the furnace trade should secure this literature to study the comparative value of the "Kelsey" furnace.

—

Brown & Sharpe Mfg. Co.

We are in receipt of the catalogue of the Brown & Sharpe Mfg. Co., Providence, R. I. The catalogue is separated into two parts, one in which machine tools are described and illustrated and the other being devoted to small tools. This catalogue will be mailed to applicants.

—

Hardware Specialties.

The Collins Mfg. Co., 34 Adelaide St., Toronto, have issued a well-illustrated catalogue of their hardware specialties. Among the lines included are fire proof stove pipe thimbles, air tight heaters, bakers, drums, charcoal stoves, sprayers, stainers, dampers, lanterns, trucks, etc. Specialties are such a good line with the hardware trade that all retailers should secure this catalogue.

THE SHERWIN-WILLIAMS

EMPRESS GOLD PAINT

FOR GILDING LIGHT FURNITURE, PICTURE FRAMES, GAS FIXTURES, ETC., AND FOR GENERAL DECORATIVE PURPOSES.

Empress Gold Paint as a fast selling specialty has everything to recommend it—good quality—dainty package—reasonable price.

As a gold paint it has many superior merits. It is a good representative of The Sherwin-Williams Full Line. It is made in liquid form—gives a brilliant lustre and is free from all disagreeable odors. We take the greatest care in making it. Its popularity proves that it fully and most satisfactorily fills every proper requirement of a good gold paint.

Every dealer will find it an easy selling and profit-paying addition to his stock of paint specialties.

Its attractive package and reliable quality appeal to every housewife. We are continuously and effectively advertising it—helping the dealer to sell it—a combination that produces profitable results wherever *Empress Gold Paint* is in stock.

Let us send you price list and further information now.

THE SHERWIN-WILLIAMS CO.
PAINT AND VARNISH MAKERS.
CLEVELAND, CHICAGO, NEWARK,
NEW YORK, SAN FRANCISCO, KANSAS CITY,
BOSTON, LOS ANGELES, SAN DIEGO,
MONTREAL, TORONTO, WINNIPEG,
MINNEAPOLIS, LONDON, ENG.

CANADIAN HEADQUARTERS
21 St. Antoine St., Montreal.

1157

Business Changes

ONTARIO.

A MEETING of the creditors of Johnston & Austin, plumbers, Belleville, is called for the 11th of April. G. F. Hope is the assignee.

G. Beattie, harnessmaker, Guelph, is dead.

S. Mann, general merchant, Stittsville, is dead.

Pace & Fitzgerald, painters, London, have dissolved partnership.

A. Foucer, stoves and tinware, Rosemount, has given up business.

Vokes & McCurrah, carriagemakers, Toronto, have dissolved partnership.

W. H. Knister, general merchant, Ruscorn Station, has sold out to J. J. Murphy.

The Petrie Mfg. Co., manufacturers of cream separators, Guelph, have been burned out.

The assets of T. Lalonde, carriagemaker, Plantagenet, are to be sold on the 12th of April.

W. Swanson, harnessmaker, Gravenhurst, has assigned to H. B. Bridgland.

G. L. Money, painter, Mitchell, has removed to Stratford.

QUEBEC.

H. J. Osgood, harnessmaker, Eaton, is dead.

I. Masse, general merchant, Sandy Bay, is dead.

Gratton & Tellier, plumbers, Montreal, have registered.

Vanier & Bastien, painters, Montreal, have registered.

Baril & Desrosiers, hardware merchants, Montreal, have registered.

The assets of the V. & B. Sporting Goods Store, Quebec, have been sold.

Charlemagne Traction & Power Co., Montreal, have applied for a charter.

The assets of McGregor Bros., last manufacturers, Montreal, are to be sold.

The assets of A. Gervais, general merchant, St. Laurent, have been sold.

The assets of J. Parent & Co., general merchants, Rimouski, were sold on April 5.

Lamarre & Freres, hardware and paint merchants, Montreal, have dissolved partnership.

Bonneville, Gagnon & Cie., general merchants, St. Remi, have dissolved partnership.

The assets of W. Clendinneng & Son, foundrymen, etc., are advertised for sale by tender.

T. W. Boyd & Son, dealers in bicycles and sporting goods, have opened a branch in Quebec.

Jack, Watson & Co., metal importers, Montreal, have been burned out; loss covered by insurance.

Carrier & Co., general merchants, Garthby, are offering to compromise at 55c on the dollar.

The assets of H. Drouin, general merchant, Beauce Junction, are advertised to be sold on April 12.

The assets of T. E. Levesque, general merchant, St. Gedeon, are advertised to be sold on April 12.

T. W. Boyd, of Montreal, has been registered as president of the V. & B. Co., dealers in sporting goods, Quebec.

J. H. Plumber, Toronto, has been registered as president of the Electric and Train Lighting Syndicate, Montreal.

NEW BRUNSWICK

The Kent Electric Co., Richibucto, have been incorporated.

The Christie Woodworking Co., St. John, have been incorporated.

J. W. Foley, of the firm of J. W. Foley & Co., potters, St. John, is dead.

MANITOBA AND N.W.T.

A. Hollingstead, painter, Qu' Appelle, has sold out to A. Laporte.

A. Carson, harnessmaker, Calgary, has sold out to W. S. Rosewell.

The Hartney Mfg. Co., planing mills, Hartney, have been incorporated.

J. Murphy, Fox Warren, has sold his hardware business to J. Dunsfield.

N. Hay, general merchant, Gainsboro, has assigned to T. Lock.

Grant Bros, general merchants, Millet, have dissolved partnership.

A. Decennick, flour and feed merchant, Makinak, has been burned out.

H. E. Beattie, general merchant, Okotoks, has sold out to R. & C. Olds.

Burgoyne Bros., general merchants, McCreary, have dissolved partnership.

K. Shatilla & Co., general merchants, Somerset, have assigned to C. H. Newton.

H. H. Gervan, hardware merchant, Moose Jaw, has sold out to T. M. McNab.

Williamson & Rae, hardware merchants, Medicine Hat, have dissolved partnership.

J. C. Hamilton, of the firm of Robinson & Hamilton, general merchants, Moose Jaw, is dead.

BRITISH COLUMBIA.

S. S. Sellman, grocer, Victoria, has been succeeded by A. Hendry.

IVER JOHNSON
AUTOMATIC
REVOLVERS

INVINCIBLE
IN SAFETY AND ACCURACY.

INSUPERABLE
AS TO QUALITY, WORKMANSHIP AND FINISH.

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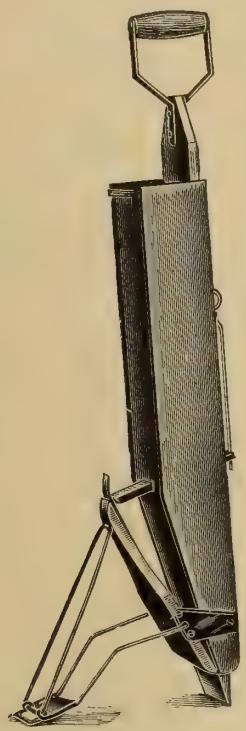
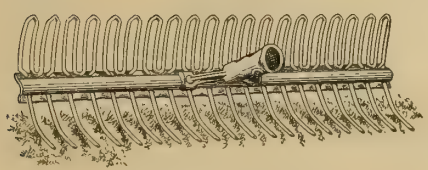


"Essex."
One hand.

"Triumph."
With Pumpkin Seed Attachment.



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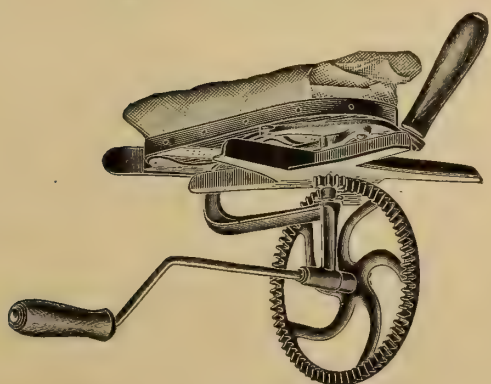

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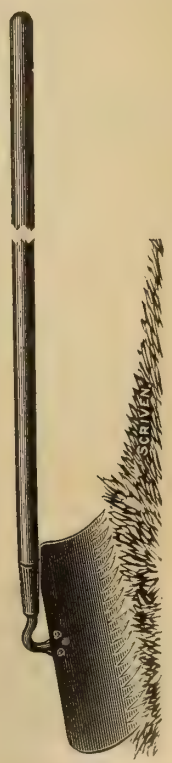

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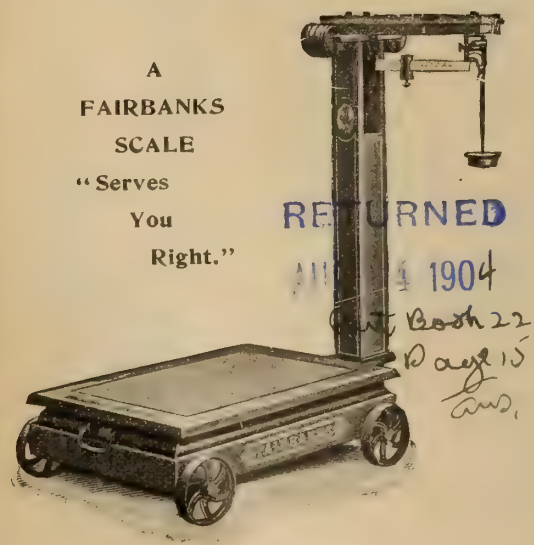

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Page 15
Gurneys

IN ACCURACY IS THE **SCALE** IT PAYS TO BUY.

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MONTREAL. TORONTO. WINNIPEG. VANCOUVER.

MACHINERY

THE MACHINERY MARKET.

Quebec.

Office of HARDWARE AND METAL,
232 McGill Street,
Montreal, April 8, 1904.

THERE is a continued improvement in the condition of the Montreal machinery market and all the indications point to a greatly increased trade in the next few weeks. Miscellaneous buying has been active during the week, but no orders of exceptional magnitude have been put through. Some large buyers are reported to be on the market, but at present are holding off in the hope of lower tenders. Some large business in mill and shop supplies may therefore be expected soon. There does not seem to be any disposition among Canadian machinery houses to shade prices to any considerable extent. The market while not exceptionally strong is yet firm for all ordinary business and concessions for large orders are very slight.

As for some weeks past, interest has centred on the market for sawmill supplies and outfits and general lines of wood-working machinery. Business during the week in these lines shows no decrease.

From the sawmills and factories there has been a steady demand for engines and boilers of moderate horse-power. Feed water heaters and various other accessories to engines and boilers have been selling well, and the sale of power transmission appliances has been quite large.

The machine tool market is quiet. Apparently there are no large buyers on the market at present and miscellaneous sales have not been of much importance.

The electrical machinery market is showing a continued improvement.

Ontario.

Office of HARDWARE AND METAL,
10 Front street east.
Toronto, April 8, 1904.

THIS week machinery dealers have expressed general satisfaction with the way in which trade has been picking up during the last three or four weeks. The orders placed have not been large, but the total amount of business done has been very encouraging. Business during the past week has shown a slight improvement over that of the week before, both as to enquiries and active business transacted.

Dealers state that improvement has been noted in all lines of machinery, but perhaps the demand for saw mill outfits and general saw mill machinery has been more brisk than the demand in any other line. Boilers and engines have also made a good showing, but of course the demand for that line of equipment has been good during the whole year. Even at the time when the general situation was poorest, the demand for boilers and engines was fairly good.

Perhaps the demand for machine tools is smaller at the present time than the demand in any other line, but the market for this class of machinery is showing the general improvement.

The problem the machinery dealers have to contend with at the present time is the shipment of orders. Weather conditions have delayed the placing of orders so long that buyers are very anxious to have their machinery shipped at once. This dealers find some difficulty in doing since they cannot get cars. The blockade on the railways has so delayed freight shipments that the two railway companies have an unusual amount of work on hand. However, that condition of affairs will be merely a temporary one.

Lathes for High Speed Steel.

USERS of lathes must be interested in the many and various tests to which high-speed steel has been put during the past two or three years, and must, either from the accounts of these tests which have appeared from time to time in nearly all machinery periodicals or from actual experiment themselves, have become somewhat familiar with the advantages and disadvantages of this high-speed steel. It was pointed out in an article in Hardware and Metal of recent issue that one of the chief disadvantages of high speed steels was that they could not be used to the greatest advantage on the style of lathes now in use.

Dean, Smith & Grace, Limited, Keighley, Eng., recognized that there would be a market for lathes of special design for use with high-speed steels after the exhibition of the Taylor-White steel at the Paris Exposition in 1900. Since then that firm have devoted their attention especially to the designing, and building of a lathe which would give the best results with the use of high speed steel. As a result they have turned out such a lathe, and are now placing it on the market. The leading sizes that they are turning out are 17, 24 and 32-inch swing. The 17-inch swing has a hollow spindle, while the other two sizes have solid splindles.

Of course the chief requirements of a high-speed lathe over an ordinary lathe is additional power and strength in the lathe itself to withstand the extra strain. In the English lathe to provide for the delivery of additional power the shears and headstock have been widened, which allows the diameters of the cone pully and the main back gear to be increased. The result of this is quite marked, the 24-inch lathe carrying a cone having its largest step of 28 inches diameter and a back gear of the same diameter. The countershaft of the 17-inch lathe is fitted with two speeds, giving the following speeds to the lathe spindle: 13, 18, 24, 33, 43, 60, 79, 110, 145, 200, 261 and 360 revolutions per minute; while for the 24-inch lathe the spindle speeds are 15, 25.8, 41.5, 70, 120.7, 203.4, 332.2, and 560 revolutions per minute. The back gear motion for the 17-inch is 6 and for the 24-inch 8.

Owing to the high speed at which the cone pulley is operated, the centrifugal force is found to interfere with the lubrication of the cone bearings, and to provide for this, in the case of the solid spindle lathes, a hole is drilled from the rear end of the spindle past the bearings, from which oil holes lead the oil to the bearings, and a sight feed lubricator at the end of the spindle supplies oil. The lubricating of the tailstock centre, which has been found to give

trouble, is provided for by dulling the centre from the point, and mounting a grease cup on it.

The lathes are fitted with pump and oil pan, and the feed rod worm is so arranged as to be automatically dropped out of gear at the end of the cut. It is also interlocked with the screw-cutting feed nut so as to prevent the possibilitiy of both gears being thrown into action simultaneously.

The 32-inch lathe will remove a cut one inch deep under 1-8-inch feed and at 60 feet per minute peripheral speed, and has, under test with one tool cutting, removed 1,800 pounds of chips per hour. The 24-inch and the 17-inch lathe will remove cut of 1-2-inch deep under 1-8-inch feed and of 1-2-inch deep under 1-32-inch feed respectively, the peripheral speed being 60 feet per minute in both cases.

These speeds are considerably exceeded under lighter cuts, speeds of 80 to 100 feet being common when rough turning steel forgings, while in turning shafting speeds of 150 to 250 feet per minute are used. In cast iron the speeds range from 60 to 80 feet per minute.

Annual Meeting.

The annual meeting of the Western Implement Manufacturing Company was held recently in Winnipeg. The following directors were elected: R. Muir, H. Sandison, F. J. C. Cox, Robt. Barclay, C. W. Sharp, F. W. Drewry, J. McDiarmind. At a meeting of the directors after the annual meeting the following officers were chosen:

President—R. Muir.
Vice-president—H. Sandison.
Secretary-treasurer—F. J. C. Cox.
Managing Director—Robt. Barclay.

At the meeting it was announced that the foundations for the new factory at Fort Rouge were completed, and that the superstructure would be commenced at once.

E. J. Desmarais, representing the Montreal Valve Co., demonstrated a new patented shut-off valve to Chief Cheyne of the Windsor fire department Friday, which enables the shutting off of a line of hose at a hydrant without the closing of the hydrant valves.—Windsor Standard.

The Aylmer Iron Works are now working overtime in the endeavor to catch up with their orders for their popular specialties, which accumulated rapidly through a shutdown due to the difficulty in getting material.—Aylmer Sun.

MACHINERY AND ELECTRICAL NOTES.

THE Montreal Car Equipment Co., Limited, Toronto, have been incorporated with a capital of $40,000, to deal in railway supplies, appliances and equipment of all kinds. The directors are: F. C. Annesley, A. J. Mitchell, R. P. Ormsby, L. W. Mitchell, all of Toronto; and J. Montgomery, Simcoe, Ont.

It is proposed to consolidate the Leamington & St. Clair Railway Co., the Sarnia, Chatham & Erie Railway Co., and the Canada Southern Railway Co.

A quantity of mining machinery has been purchased in Vancouver for the extension of the stamp mill plant at the Great Northern mines at Camborne, B. C.

The $5,000,000 electrical smelter of the Amalgamated Copper Trust at Anaconda, Montana, U. S. A., has been completed and will be put to a practical test soon.

The Kent Electric Co., Limited, Fredericton, N. B., have been incorporated with a capital of $20,000. The directors are: F. A. O'Leary, Wm. O'Leary, both of Montreal; W. H. Hogan, H. H. James, both of Richibucto, N. B.

The Montreal Locomotive and Machine Co.'s works have now formally passed under the control of the American Locomotive Co. The following board of directors will assume control: S. R. Callaway, New York, chairman; K. W. Blackwell, Montreal, president; J. R. Wilson, Montreal, vice-president; M. G. Haney and R. Miller, both of Montreal.

The Toronto City Engineer reporting to the Works Committee with reference to the proposal of Mr. Corson to apply the Carrol system for preventing hydrants from freezing, says the application of this system to street hydrants would be a very simple matter. The cost of altering each hydrant (including the royalty of $5 for each hydrant altered), would be from $11.50 to $13.50 so that the total cost of applying this system to 3,000 hydrants would be from $34,500 to $40,500.

The Canadian Pacific Railway have an order with the Kingston Locomotive Works for 11 heavy freight type locomotives for use in the Canadian Northwest, and one with the Canadian branch of the American Locomotive Works at Longue Point, Que., for 10 locomotives of a similar class. The placing of the orders by the C. P. R. in Canada should be a great encouragement to the Canadian locomotive manufacturing industries. Heretofore the C. P. R. have obtained nearly all their locomotives from the United States or from Scotland, and therefore their action at the present time speaks well for the future advancement of the locomotive building industry in Canada.

The Toronto fire department estimate the following among their needs for 1904: Gas lamps and electric lights for street lighting $123,074; 3,000 feet 2 1-2 inch fire hose, $2,700; one hook and ladder truck, equipped with Seagrave trussed ladders, for Lombard street fire hall, $2,000; one two-horse hose wagon for Brock avenue fire hall, $450; one combination hose wagon and chemical engine, $800; 1,000 feet 1-inch chemical engine hose, $450; 10 fire alarm signal boxes, $1,250; two dozen tarpaulins, $288; six Babcock fire extinguishers, $150; wire, brackets, insulators, etc., for fire alarm telegraph, $300; clothing, bedding, etc., for eight men, $450; ladders and babcocks, $200; hose wagon, $450; fire alarm gong, $125.

When George Westinghouse, as a young inventor, was trying to interest capitalists in his automatic brake, the device which now plays so important a part in the operation of railroad trains, he wrote a letter to Commodore Cornelius Vanderbilt, president of the New York Central Railroad Company, carefully explaining the details of the invention. Very promptly his letter came back to him, indorsed in big, scrawling letters, in the hand of Commodore Vanderbilt: "I have no time to waste on fools." Afterwards, when the Pennsylvania Railroad had taken up the automatic brake and it was proving very successful, Commodore Vanderbilt sent young Mr. Westinghouse a request to call on him. The inventor returned the letter, indorsed on the bottom as follows: "I have no time to waste on fools."—Success.

Testing Lubricating Oils.

IN reply to an enquirer an exchange gives the following directions for testing lubricating oils:

"It is not very easy to give any simple directions for the testing of lubricating oils. The whole question of lubricants is complicated in the extreme, and the circumstances in which they are used are so various that simplicity is out of the question. There are machines made for testing the actual behaviour of oils un-

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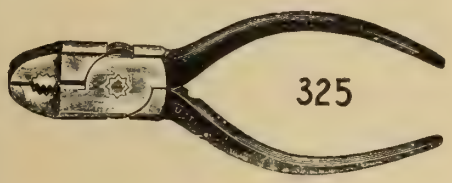

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STEEL CASTINGS
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FOR ALL BEARINGS.

MANGANESE

CALLED AN ANTI-FRICTION METAL BECAUSE IT POSITIVELY REDUCES FRICTION TO A MINIMUM.

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EVERY POUND GUARANTEED TO GIVE SATISFACTION.

IF YOUR DEALER DON'T CARRY IT WRITE DIRECT.

Syracuse Smelting Works
MONTREAL
NEW YORK SEATTLE

der given conditions of temperature, pressure, speed of revolution, nature of bearing, &c. If subscriber has decided upon the specific gravity, viscosity, and flash-point which he wants in the oil which he is about to use, then he can test for these qualities as follows :

"Specific Gravity—Raise the temperature of the oil to 60 degrees Fahr., or 15 degrees C., and use the ordinary weighted bulb which stands in water and shows 1,000.

"Viscosity—Fill a glass tube of small diameter with a given quantity of oil, and note how many seconds it takes to drop out. Then, after cleaning the tube, fill it with refined English rape oil, and take a note of the corresponding time. The viscosity of rape oil being taken as 100, the proportion between the two can thus be calculated. Viscosity, however, varies in lubricating value; it depends upon cohesion and adhesion—cohesion between the particles of the oil itself, and adhesion to any other body with which it comes in contact.

"Flash-point—To test for this, take a small porcelain or copper vessel capable of holding a little more than 2 oz. of the fluid, nearly fill it with oil, and fix it over a bunsen burner; place a thermometer in the oil in such a position that the bulb does not touch the side or bottom of the vessel, but is covered with the oil, and at the same time can be read easily. Watch the rise of temperature, and for every two or three degrees apply a light near the surface of the oil. When the flash-point is reached a blue flame will shoot over the surface of the oil and go out again.

"Fire-test.—To arrive at the fire-test the heating process must be continued until the blue flame does not flash any longer, but burns steadily.

"Both specific gravity and viscosity may be obtained in various ways. If they are obtained by the use of fatty oils such as lardine, thickened rape, castor oil, &c., then it may be needful to test for free fatty acids, for if these are present in any quantity the oil is likely to damage the machinery, especially in the case of cylinder-oils.

"Test for Acid.—Make a solution of phenol-phthalein, say as much of the chemical as will lie heaped on a sixpence, dissolve in 6 oz. of methylated spirit. Add a few drops of caustic soda until the liquor is of a red tint. Put some of the oil into a bottle and add a small quantity of the testing-liquor, and shake it well. If acid is present the red color will disappear. Litmus-paper is of no use as a test for acid in oil."

POSSIBILITIES OF SUPERHEATED STEAM.

IN order to attain the highest commercial efficiency, of a steam plant, including both the engine and the boiler, it is necessary that superheated steam be used, this statement having reference both to the ordinary reciprocating engine and to the steam turbine. For the reason that at the present time the use of the steam turbine is very far from being general, it being for the greater part utilized for the generation of motive power for steamships, for which it is peculiarly adapted, nothing will be said of the use of superheated steam in the turbine; but the article will be restricted to its use in the reciprocating engine.

It is only during the last six or seven years that the use of superheated steam has been developed to any extent, although its use dates back fully 75 years ago. During these last few years, however, its use has been widely adopted in continental Europe. Indeed all new plants of any considerable size which have been established there during the last three or four years, are using superheated steam.

In this development of the steam engine American and Canadian designers are somewhat behind those of Continental Europe. However they are now beginning to realize the opportunity for improvements in the steam engine from an economical standpoint by the employment of superheated steam in the cylinder instead of saturated steam, and consequently more attention is being paid to it.

Although superheated steam had been experimented with as far back as 75 years ago, it was not until 1850 that it was used to any great extent for commercial purposes. During the time betweeen 1850 and 1870 there was considerable interest taken in the use of superheated steam, principally as it was applied to the marine engine. What is known as the Parsons and Pilgrim's superheater was specially designed for marine practice. It consists of a number of semi-circular pipes placed in the furnaces, by which means it is stated, that a saving of one-third in fuel was realized.

The English Board of Trade, however, objected to the use of superheated steam on the ground that at the temperature to which the steam was superheated it was liable to break up into its elements oxygen and hydrogen, in which case the cylinder pipes and boiler would be liable to burst under the increased pressure occasioned by the disunion of the two gases, oxygen and hydrogen, and the consequent increase in volume. This objection was removed, however, by Farady, the world-renowned physicist, who fully investigated the matter.

The two great difficulties experienced by engineers at that time with superheated steam was that the material of the superheated did not withstand the heat for a very long time, and with respect to the lubrication. At that time none of our mineral oils of the present day were known and they used as lubricants, animal oils and fats.

In spite of this disadvantage a great many superheaters were installed on board ships and not a few on land. However in the seventies the compound steam engine was introduced, in which steam at a high pressure was used. The economy of the compound engine using high pressure steam was found to be considerably greater than that of the single expansion engine using steam at a lower pressure. For this reason and because of the increased difficulty experienced in the lubrication of a number of cylinders instead of one, designers and builders of engines began to pay especial attention to the development of the steam engine along the line of high pressure and the compound principal. Consequently superheated steam gradually fell into disuse, and was not again used commercially until the last few years of the past century.

During that time many advances were made along the lines mentioned and also in the improvement of mechanical details, such as the valve gear and governor. Now, however, improvements in the economy of the steam engine along those lines have reached their limit, for the time at least; indeed this was the case some seven or eight years ago. This statement is acknowledged by all competent engineers. Steam engines are now made with one cylinder, two cylinders, three cylinders and even four, but the slight increase in economy which would be the result of the addition of another cylinder to these does not warrant the cost of such an addition—at least with the high steam pressure then available. Boilers are now built to stand as steam pressure of about 250 pounds to the square inch, and with that

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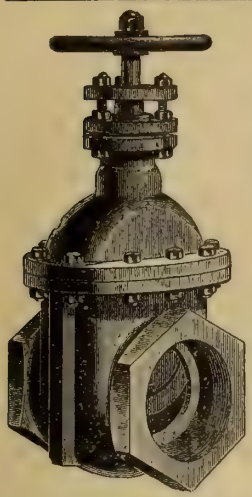

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Our Trucks are guaranteed satisfactory. Turn in their own length.

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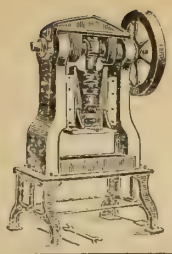

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CRYSTAL REGISTERED TRADE MARK CORUNDUM

CRAIG MINE CORUNDUM

cuts fast, cold and clean, and will outlast any other abrasive. Our new mill is now in operation and we can fill your order promptly.

Let us send you our booklet.

The Canada Corundum Company, Limited

TORONTO, CANADA.

the high pressure limit is reached, for the reason that it would be unprofitable to design a boiler for a higher pressure since the increased cost of such a boiler would more than nullify the increase in economy of the engine by the use of the steam at the higher pressure.

Notwithstanding the fact that great advances have been made in the increasing of the economy of the steam engine, it is still regretably low. Therefore, having reached what at the present time appears to be the limit in one direction, engineers, not being satisfied with the economy of the steam engine as arrived at by investigation in that direction, have again turned their attention to the use of superheated steam. The chief objection to its use, namely the difficulty of lubricating the cylinder, can now be removed by the use of heavy lubricating cylinder oils which have been introduced since 1870.

During the period when nearly all steam engine disigners were devoting all their attention to multiple expansion engines and the use of high pressure steam, there were, a few stuck to the development of the use of superheated steam, and it is due to these, chiefly to William Schmidt and Schwoerer, and Herisig, all Germans, that the use of superheated steam is practical at the present time. It was not more than eight years ago that considerable interest was aroused among those interested in the subject by the publication of the results of a series of tests of an engine and boiler built specially for the use of superheated steam by Wm. Schmidt and Professor Schroeter, of Munich, Germany. The engine was a small one, being only a 75 horse-power; it was a tandem compound, both cylinders being single acting; but throughout it was of original design. The results of the tests showed that, when generating 75 horse-power with the use of superheated steam, the consumption of steam per indicated horse-power was only 10.4 pounds, and per brake horse-power only 12.3 pounds. That economy might be indicated in another way, i.e.: the amount of coal used per indicated horse-power was only about 1.3 pounds, which is a somewhat surprising result for an engine of that size. As a result of this test the Schmidt engine and boiler became very popular, and at the present time there are not a few engines running in Germany and the nearby countries.

The Babcock & Wilcox Co. are manufacturing superheaters and their method of arrangement with respect to the boiler is to install a number of solid drawn steel tubes, bent into a U form, and expanded at each end into wrought steel boxes or manifolds, in the boiler setting proper, through which the saturated steam from the top of the boiler is drawn on its way to the engine. In this coil the steam is superheated by the passage of the hot gases on their way to the chimney. When steam is being raised from a cold boiler, an arrangement is provided for flooding the superheater. This consists of a connection with the water space of the boiler drum and two cocks. By opening the larger of these, water is admitted to the superheater, and fills it to the boiler level. Any steam formed while the superheater is flooded is returned to the boiler drum. When steam is raised to working pressure, and before opening out the boiler on to the steam range, the large cock is closed and the small one opened, and the water flooding the superheater is then drained away, a sight glass being provided to show when the draining is complete. The superheater is placed in a position that ensures the steam receiving from 100 degrees to 150 degrees F. of superheat. Freedom from expansion is provided for by the tubes being free at one end, and by the manifolds not being rigidly connected with the other. Should it be desired to use saturated steam, the superheater may be used as part of the boiler heating surface, by flooding it with boiler water. The Babcock & Wilcox Company claim that there are over 3,000 of these superheaters at present in use.

There is, however, another way of superheating the steam which has been used in many installations in Europe. This arrangement is to install an independent superheater with separate furnace, and such installations have shown a gain in economy, although not so great as in the other method.

There are in general two kinds of superheaters made, namely those made of wrought iron or steel and those of cast iron. The Hering is a good example of the wrought iron type. This consists of a series of wrough iron pipes of small diameter bent into coils. Owing to the high temperature to which the superheater is subjected it is impossible to have the ordinary flange joints or couplings. The Babcock & Wilcox Co. also manufacture a separate superheater of this type. The cast iron

(To be continued)

CONDENSED OR "WANT" ADVERTISEMENTS.

Advertisements under this heading, 2c. a word first insertion; 1c. a word each subsequent insertion.

Contractions count as one word, but five figures (as $1.000) are allowed as one word.

Cash remittance to cover cost **must** accompany all advertisements. **In no case** can this rule be overlooked. Advertisements received without remittance cannot be acknowledged.

Where replies come to our care to be forwarded, five cents must be added to cost to cover postage, etc.

AGENCY WANTED.

AN established Manufacturers' Agent in Montreal representing several large American houses, with representatives covering all Canadian territory, wishes to secure a good Canadian manufacturer's line in Hardware or Specialties. Address Box 102, HARDWARE AND METAL, Montreal. (20)

BUSINESS FOR SALE

OWNER retiring; in town in southern Manitoba; stock of general merchandise and builders' hardware about $10,000; no opposition; buildings for rent or sale; post-office in connection; no time to reply to any but bona fide purchasers. Box 120, HARDWARE AND METAL, Toronto, (15)

SHOT.

In ordering, please specify **The Abbey Improved Chilled Shot Co., Ltd., Newcastle-on-Tyne.**

N.B.—We also make Hard and Soft Shot, but strongly recommend Improved Chilled Shot for penetration.

N.B.—The only Company in Great Britain devoting its whole time to Shotmaking.

To Manufacturers' Agents

HARDWARE AND METAL has inquiries from time to time from manufacturers and others wanting representatives in the leading business centres here and abroad.

Firms or individuals open for agencies in Canada or abroad may have their names and addresses placed on a special list kept for the information of inquirers in our various offices throughout Canada and in Great Britain without charge.

Address
Business Manager
HARDWARE AND METAL
Montreal and Toronto

"GLOBE"

STEAM AND GAS COX

GUARANTEED SATISFACTORY.

Catalogue "C" and Discount Sheet on application.

The Globe Brass Works

Detroit, U.S.A.

HONORED THEIR HOCKEY TEAM.

ON Thursday evening last week about thirty-five employes and friends of the James Morrison Co., Limited, gathered in McConkey's restaurant at a banquet given the hockey team of that firm by Mr. James Morrison, the president of the company and of the club.

The chairman of the evening was the vice-president, C. E. Morrison, who kept things going in merry style.

The toasts of the evening were "The King," responded to by J. Woodburn; "The Hockey Team," by F. G. Morrison and James Fiddes; "The Ladies," by S. T. Hadley and J. T. Peacock.

From eight o'clock onward speeches, stories, songs and refreshments so beguiled away the hours that when at 2 a.m. "God Save the King" was sung the "boys" were loath indeed to part company.

The record of the Morrison team in winning the championship of the "Queen City" league and with it the cup shown herewith, is an excellent one for their first season, but the members of the team think the honors bestowed on them by the firm and their fellow-employes have more than recouped them for their hard work during the season.

HARD WITNESS TO MANAGE.

THE lawyer for the defendant was trying to cross-examine a Swede who had been subpoenaed by the other side as a witness in an accident case?

"Now, Anderson, what do you do?" asked the lawyer.

"Sank you, but Aw am not vera well."

"I didn't ask you how is your health, but what do you do?"

"Puddy hard vewrk; it ess puddy hard vewrk."

"Yes, but do you drive a team or do you work on a railroad, or do you handle a machine or work in a factory?"

"Oh, yas; Aw vewrk in fact'ry."

"Very good. What kind of a factory?"

"It ess wery big fact'ry."

"Your honor," said the lawyer, addressing the court, "if this keeps on I think we'll have to have an interpreter." Then he returned to the witness.

"Look here, Anderson, what do you do in that factory—what do you make?" he asked.

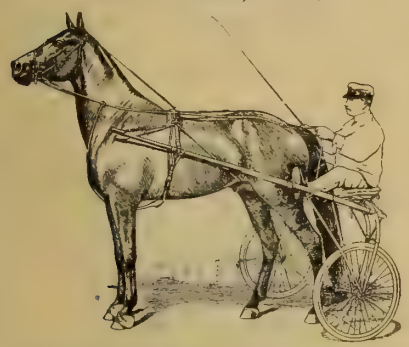
"Oh, yas, I un'erstan'—you want to know vat I make in fact'ry, eh?"

"Exactly. Now tell us what you make."

"Von dollar an' a half a day."

And the interpreter was called in to earn his salt.—New York Times.

DAN PATCH, 1.56¼



World's Champion Harness Horse.

COLDWATER, ONT.
HARDWARE & METAL,
TORONTO.

Dear Sirs:—Your favor of the 29th January to hand re International Stock Food. I have only had their agency for about three months, and must say I have had great results and the best of satisfaction from International Stock Food.

International Stock Food not only pleases the merchant who sells it, but also makes a customer for me at every place where I put the goods in. International people know how to advertise so well that I have scarcely any effort in selling their food, as the farmer understands exactly what he wants from the way the firm advertises direct to the farmer. I have never handled a line of goods that gave me better results. Yours truly,

(Sgd.) H. M. BORLAND.

INTERNATIONAL STOCK FOOD

INTERNATIONAL STOCK FOOD will prove the best specialty line you ever handled, being a ready seller and netting you a large per cent. of profit. Over 40,000 dealers are to-day handling these goods, among them being many hardware men. We are anxious to increase the number of our agents, and would like to have you drop us a card so that we can furnish you with full particulars of our Special Dan Patch Lithograph Offer.

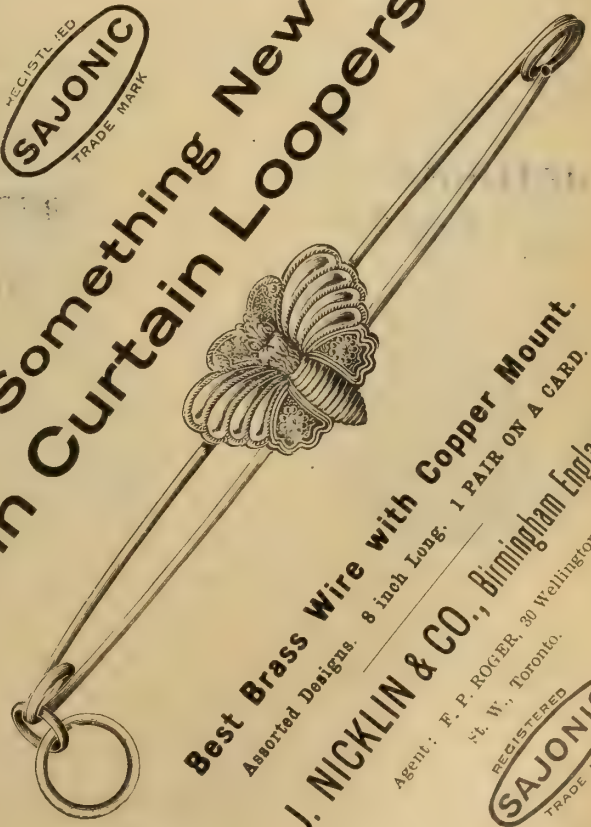
Address at once

INTERNATIONAL STOCK FOOD CO.,
TORONTO, CANADA.

A LARGE COLORED LITHOGRAPH OF DAN PATCH FREE TO ANY READER OF THIS PAPER.

REGISTERED SAJONIC TRADE MARK

Something New in Curtain Loopers



Best Brass Wire with Copper Mount.
Assorted Designs. 8 inch Long. 1 PAIR ON A CARD.

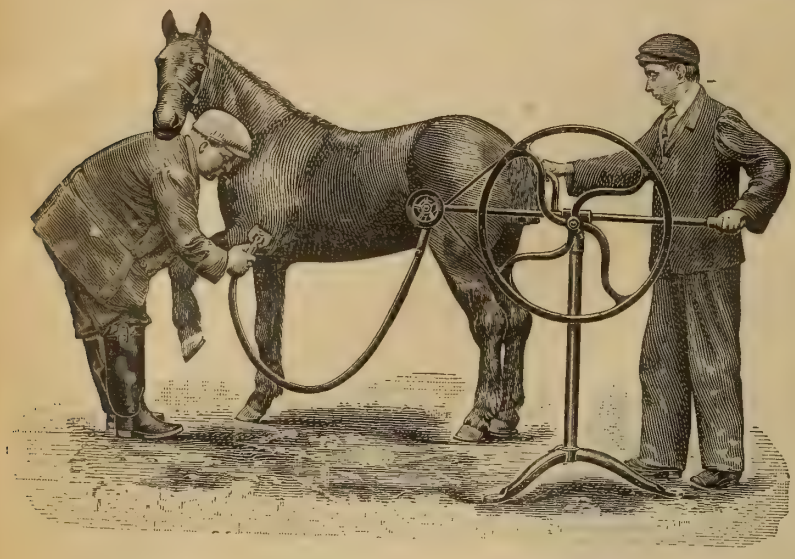
J. NICKLIN & CO., Birmingham England

Agent: F. P. ROGER, 30 Wellington St. W., Toronto.

REGISTERED SAJONIC TRADE MARK

BURMAN'S CELEBRATED CLIPPERS

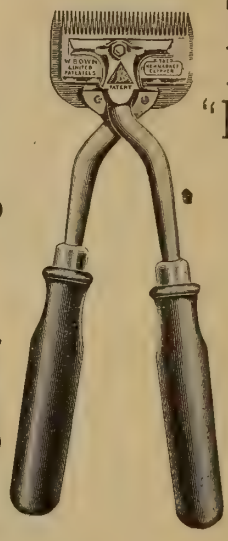
Bown's "Newmarket."



THE KING OF CENTRE-ADJUSTMENT CLIPPERS STILL REMAINS UNSURPASSED AFTER A RUN OF NEARLY

THIRTY YEARS

Patented 1874.



The Improved B PATTERN "NEWMARKET"

may now be obtained from all jobbers.

DETACHABLE PLATES.

IMPROVED CAP WITH LONG BEARING.

RIGIDITY and EASY RUNNING.

ACCURATELY MACHINED AND PERFECTLY FITTED.

All Parts Interchangeable.

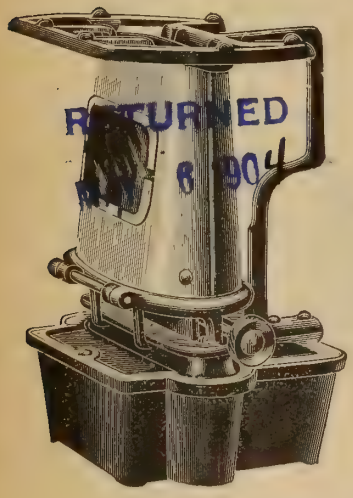
THE "NEWMARKET" POWER CLIPPER.

For excellence of design and superiority of workmanship, the "Newmarket" Power Clipper stands supreme.

Manufactured solely by
BURMAN & SONS LIMITED.

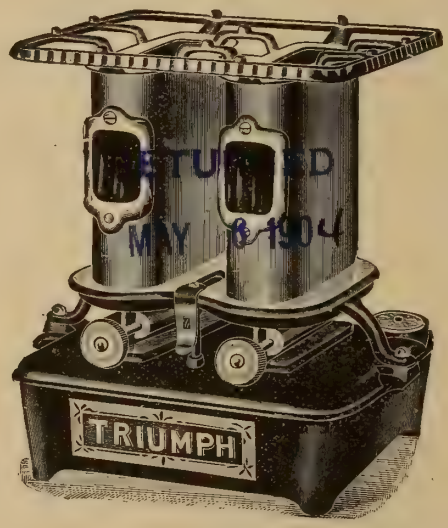
BURMAN & SONS LIMITED, BIRMINGHAM, ENGLAND

Golden Star
LAMP STOVE



Cast-iron Oil Tank; 4-in. Brass Burner; bright tin cylinder with mica illumination; all cast-iron parts japanned.

Triumph
LAMP STOVE



Made in 2 sizes, 2 and 3 Burners. Has Cast-iron Oil Tanks; 4-inch Brass Burners, bright tin illumination. All cast-iron parts nicely japanned. As easy to operate as an ordinary lamp.

Summer Queen
OIL STOVE

WITHOUT EXTENSION TOP.

Guaranteed to work as well as any oil stove of its size made.

THESE ARE THE GOODS TO HANDLE AND PUSH FOR HOT WEATHER.

ALSO A FULL LINE OF MODEL WICKLESS BLUE FLAME OIL STOVES AND OVENS.

The McClary Manufacturing Co.

London, Toronto, Montreal, Winnipeg, Vancouver, St. John, N.B.

"Everything for the Tinshop."

HARDWARE AND METAL

President:
JOHN BAYNE MACLEAN,
Montreal.

The MacLean Publishing Co.
Limited

Publishers of Trade Newspapers which circulate in the Provinces of British Columbia, North-West Territories, Manitoba, Ontario, Quebec, Nova Scotia, New Brunswick, P.E. Island and Newfoundland.

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MONTREAL - - - - 232 McGill Street. Telephone Main 1255.
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Great Britain and elsewhere - - 12s

Published every Saturday.

Cable Address { Adscript, London. / Adscript, Canada.

THE RUSSIAN IRON INDUSTRY.

RUSSIA has sought to develop an iron industry by paternalism. A practically prohibitive tariff has been backed by large expenditure by the Government on the iron industry, mostly in railway construction. Over $500,000,000, raised by foreign loans, has been spent in this way, according to a United States consular report published elsewhere in this issue.

Now the industry is in a precarious condition. The Government has curtailed its buying and as the use of hardware and metals by the Russian people is small the production has necessarily been steadily curtailed until now out of a total of 56 blast furnaces only 23 are in operation. The fact that the country looks to a recent loan of $50,000,000 from France for an improvement in the situation serves but to emphasize the instability of the industry.

It has been frequently stated that the quality of the iron and steel of Russian production is decidedly inferior, that this has been manifested both on the railways and in the battleships equipped in Russia. Whether this criticism be just or not it is quite evident that the Russian Government's attempt to develop an iron industry by extreme paternalism is far from being a success.

FRANCE AND CANADA.

RECIPROCITY with France is said to be once more receiving the attention of the United States Government. The proposed treaty of a few years ago lapsed in 1903 because of the expiration of the time for its ratification and now, because the United States does not take advantage of the favored nation privilege, its products are taxed to the maximum in France. In consequence, business organizations there are urging the Government to renew negotiations which will remove the disadvantage.

A reference to such a question naturally suggests a consideration of Canada's commercial relations with France. It will be remembered that in 1893 a commercial agreement was arrived at between France and Great Britain, on behalf of Canada. Under the provisions of this treaty which went into force on October 14, 1895, certain French products are admitted into Canada under a reduced tariff and certain goods of Canadian origin are admitted into France subject only to the minimum duty imposed in that country.

Since the treaty went into force trade in these articles has shown a steady advance, which is extremely gratifying to both parties. Since 1896 Canadian importations of these French products have more than doubled, mounting in value from $284,414 in 1896 to $587,431 in 1902, and it is understood that the return trade has been equally satisfactory.

The treaty of 1893 has been justified and we believe that any further steps to improve trade relations between Canada and France will be both acceptable and profitable. While Canadians cherish the British connection and look with hope towards a closer commercial union with the Motherland, it must not be forgotten that a large proportion of our population are of French origin and that they would view with appreciation any favors that might be offered to France. Moreover, Anglo-French relations have been greatly strengthened of late by the conclusion of an arbitration treaty between Britain and France. This treaty was the direct outcome of the work of boards of trade in both countries, and illustrates the power which business men can wield even in international affairs, when they so decide. Its adoption has paved the way for many friendly advances in the future. Among them, it is to be hoped, will be the negotiation of a commercial treaty of even wider scope than the present.

THE EXPANSION OF THE WEST.

DURING the month of March the Inspectors' Department of the Winnipeg post office, which has in charge the opening up of new post offices in Manitoba and the Territories, made a record. Twenty-six new offices were established, being one in excess of the number opened in September, 1884, the month which has hitherto held the record.

The rapid extension of the postal service opens up new areas of influence to the merchant, the jobber, and the manufacturer. The tradesmen who occupy these new fields are for the most part strangers to the trade. They have no established connections with any house. They are as the unbroken prairie, waiting to be tilled. There is in them the same rich promise as is in the soil. The wholesaler or manufacturer who cultivates their trade is sure to have an abundant return as the years pass.

The speediest and most potent means of impressing one's name and business upon these alert tradesmen of the West is through advertising in their trade newspaper. To establish a good impression is the first requisite in going after a new account. We are all prone to give our money more willingly for advertised goods than for non-advertised goods, to houses that advertise rather than to these that come to us out of the darkness.

THE FORWARD MOVEMENT.

THE average board of trade in a Canadian town is practically a dead letter to-day. Possibly the board meets once a year. A handful of members put in an appearance. Two or three officers are elected or, more frequently, re-elected. A high sounding and elaborate resolution in favor of the preferential policy of the Hon. Joseph Chamberlain is passed and forwarded to that statesman. Then the meeting adjourns and the business of the board for the year is accomplished.

Fortunately for Canadian commercial interests, all our boards of trade are not of this standard, nor does Canadian prosperity depend at all largely on the activity of the boards of trade. But, while this may be the case, it does not follow that such organizations cannot be of great value both to the communities in which they are located and to the country at large. The past efforts and accomplishments of the boards give ample proof of this. When boards of trade were first organized in Canadian towns and cities they did a splendid work, which unfortunately has not been paralleled to this day.

It is a pleasant sign of the times to note the rejuvenation of the Halifax board of trade and the inauguration of a "Forward Movement" in its policy. This movement is to be marked by a three-fold advance. First, a large and enthusiastic membership is to be secured. Second, the membership is to pledge its support and lend its best business capacity to the carrying out of all future projects undertaken by the board. Thirdly, a young and active secretary is to be secured, who will take charge of the executive work. The Halifax board of trade are in earnest. They have formulated a plan of compaign and, because the plan is practical, it will in all probability be successful.

It is our opinion that the present time is an admirable one for the rejuvenation of one and all of the Canadian boards of trade. Capital has organized and is organizing into its employers' associations. Labor is strengthening its hands in the unions. Manufacturers have their Canadian association,—but there is still a necessity for the better organization and consolidation of the commercial interests of every community. Too frequently these interests are badly served or neglected by the municipal councils. An active board of trade would not only remedy this defect but would create a renewed activity in municipal affairs. Its attention could be directed towards the reform of many grievances, the establishment of beneficial institutions, the attraction of tourist trade, the improvement of means of communication, and the general advancement of the interests of the town or city.

The organization of the board should be such as to expedite the transaction of business. Too frequently valuable time is wasted in argument. This can be saved by a system of representative committees, whose duty it is to secure all information and formulate policies, to be subsequently approved by the whole board. In this way an admirable work can be carried on quietly and effectively, without undue ostentation and noise. If a secretary can devote his whole time to the work of the board, so much the better, but even this is not necessary. Reliable information, a definite policy and sound backing will usually carry the day when any work is to be accomplished.

THE POPULARITY OF THE BICYCLE

A REASONABLE explanation of the decadence of the bicycle has been given. It is simply that as inventions lagged, for several seasons the only new feature being the color of the paint, public interest also waned. Manufacturers had come to the conclusion that the bicycle had reached perfection and continued turning out wheels of a standard design. Presently the public lost interest, the novelty of the wheel having worn off, and the vast majority were content to use their old wheels. In short lost favor in society which had been wont to buy a new one each time the fashions changed and became the servant of those who saw in it a contrivance of great usefulness and economy.

The bicycle is still and probably always will be of great practical value. The invention of the cushion frame and coaster brake have undoubtedly added to its popularity for those who seek pleasure and comfort in travelling.

It is reasonable to look for a substantial increase in the popularity of the bicycle throughout Canada, both for pleasure and for practical purposes. What this will mean to the hardwareman will depend on the manner in which he seeks to encourage business in this line.

BUILDING OPERATIONS SLOW.

REPORTS from practically all sections of the Dominion unite in the opinion that the backward Spring has had a material influence in retarding building operations.

In nearly all the large cities an active year in construction work is anticipated. But the exceptional severity of Winter has prevented the commencement of work during its duration. Added to this the Spring has opened up so slowly that work which should have been well under way is now only being prepared.

In the country and in many of the towns as well the bad roads of the early Spring time have come weeks later than usual, with the result that even yet those connected with the building trades have little data to work on in laying out their work for the season.

A factor which must be taken into account and which may possibly be even more serious in its consequences than the backward Spring is the probability of labor difficulties. It is generally understood in Toronto that if the present season proves to be a busy one the plumbers and possibly other trade unions will declare a strike for higher wages, whereas if the season is an ordinary one the unionists will accept the present scale without question.

Yet, notwithstanding the present backwardness and the probabilities of labor difficulties those in the best position to know anticipate that the aggregate of building operations in the Dominion will be considerably in excess of the figures of previous years.

PRESIDENT DRUMMOND IN ENGLAND.

GEO. E. DRUMMOND, president of the Montreal Board of Trade and of the Canadian Manufacturers' Association, the Canada Iron Furnace Co., Midland, Drummond, McCall & Co., Montreal, and other Canadian iron interests, accompanied by A. J. Hodgson and Ald. Ames, of Montreal, represented Canadian commercial interests at the banquets of the London and the Liverpool Chambers of Commerce.

The London representative of Hardware and Metal found Mr. Drummond at the Grand Hotel, London, soon after his arrival. "We had a splendid passage," said he, "from New York to Liverpool, making the trip in just five days and twenty hours. Messrs. Hodgson, Ames and I were in time for the banquet of the Liverpool Chamber of Commerce, at which I represented the Montreal board and replied to the Canadian toast. Since then we have been almost deluged with invitations to banquets tendered by the various chambers in Sheffield, Leeds and a host of other places, but as I have come over for my health, I expect to leave for the continent in a few days' time, and will be unable to avail myself of these opportunities of meeting business men of this country. Messrs. Ames and Hodgson, however, will remain in England for some time and will ably represent the Canadian boards of trade at these gatherings."

Mr. Drummond finds quite a different tone prevailing in England, in trade and manufacturing circles, and notices a much more intelligent interest in Canada than formerly. He attributes this in no small measure to the visit of the chambers of commerce to Canada last Summer. The introduction of party politics into the fiscal problem and other affairs of great international importance he notices, however, with considerable regret.

MEETING OF WHOLESALE HARDWARE ASSOCIATION.

THE Canadian Wholesale Hardware Association met on Tuesday at the Windsor Hotel, Montreal. President F. O. Lewis presided and there was a large attendance, all the Montreal houses belonging to the association being represented and there was a large attendance from Ontario and Western points. Among those from outside Montreal who attended the meeting were John Bowman, London; Peleg Howland, Toronto; James Hardy, of Jenkins & Hardy, W. Vallance, T. B. Lee, Toronto; C. A. Whitman, London.

The association met in conference with the members of the Wire Nail Association who were holding a meeting on the same day. At the close of the meeting it was announced to a Hardware and Metal representative that no changes in price had been made. It is said that an increase in the price of nails was mooted but that it was decided to maintain present prices. The barb wire situation remains in statu quo.

The members of the association are looking forward to a prosperous season. Several members complained of the general tie-up of business during the Winter but the feeling is that a continued improvement may now be expected.

Toot Your Little Whistle.

If you toot your little whistle
And then lay aside your horn,
There is not a soul will ever know
That such a man was born.
The man who owns his acres
Is the man who plows all day.
And the man who keeps a-humping
Is the man who makes it pay.
The man who advertises
With a short and sudden jerk
Is the man who blames the printer
Because it didn't work.
The man who gets the business
Uses brainy printers' ink.
Not a cutter and a splutter.
But an ad. that makes you think.
And who plans his advertisements
As he plans his well bought stock,
Has the future of his business
Just as solid as a rock.

EARLY CLOSING AT PRESTON.

THE agitation in favor of early closing which attracted so much attention a few years ago has by no means spent itself. There is not as much heard about the matter now, yet it is safe to say that all over Canada merchants have learned that the small extra gain by keeping open till late hours does not compensate for the loss of pleasure and comfort entailed, with the result that the early closing of shops is generally observed throughout the Dominion.

In some cases an agreement among the merchants of a town is sufficient to secure early closing, but in some towns the legal method has been found advantageous.

The wording of a by-law to this end is of considerable importance as the shops included must be specified distinctly, beyond the possibility of a doubt. The following by-law passed by the Preston, Ont., council is a type of the necessary enactment :

1. That from and after the time this by-law takes effect, all shops within the Municipality of the Town of Preston belonging to the classes following, that is to say:—Shops for the sale of Hardware, Shops for the sale of Stoves and Tinware, Shops for the sale of Jewellery, Shops for the sale of Dry Goods and Gents' Furnishings, Shops for the sale of Carpets and House Furnishings, Shops for the sale of Books, Stationery and Fancy Goods, Shops for the sale of Boots and Shoes, Shops for the sale of Groceries and shops for the sale of Merchant Tailors' Goods and Shops for the sale of Drugs, Medicines and Fancy Goods, etc., shall be closed during the periods of the year and at the time and hours following, that is to say:—From the First of January to the Thirtieth day of November (both days inclusive) in each year between seven of the clock in the afternoon of each day of the week except Wednesdays and Saturdays and any evening next preceding any civic or public holiday and five of the clock in the morning of the following day.

2. That any person guilty of an infraction of any of the provisons of this by-law, shall upon conviction before the Mayor or any one or more Justices of the Peace for the County of Waterloo on the oath or affirmation of any creditable or credible witness forfeit and pay for such offence, being a first offence, a penalty of One Dollar exclusive of costs and a penalty of Five Dollars for any subsequent offence exclusive of costs and it shall and may be lawful for the Mayor or convicting Justice or Justices of the Peace to issue a warrant under his hand and seal to levy the penalty and costs or costs only by distress and sale of the offender's goods and chattels and in case of no sufficient distress to satisfy the said penalty it shall and may be lawful for the Mayor or other convicting Justice or Justices of the Peace to commit the offender to the Common Jail of the County of Waterloo, with or without hard labor, for the period of ten days for the first offence and twenty days for every subsequent offence unless such penalty and costs, including the costs of the committal to the Common Jail, be sooner paid.

PERSONAL MENTION.

Mr. Allen C. Jenking, manufacturers' agent, Montreal, is in New York this week.

Mr. Walter Dorken returned to Montreal this week from a business trip to Winnipeg.

Mr. Geo. Pearsall, hardware dealer, Yonge street, Toronto, is confined to his house with illness.

Mr. Robert Fair, Queen street east, Toronto, is unable to be at the office, owing to illness.

Mr. McKelvey, of McKelvey & Birch, hardware merchants, Kingston, Ont., was in Toronto on business on Wednesday.

Mr. Frank H. Scott, manufacturers' agent, Montreal, has returned to that city after an extended business trip in Ontario.

W. R. Dick, a prominent lumber merchant of Winnipeg, and a partner of the lumbering firm called Dick, Banning & Co., is dead.

Mr. Walter Grose returned to Montreal last week from a trip to Winnipeg. He reports a wonderful growth in the metropolis of the Northwest since he was there a year ago. Several new warehouses have been built and others are building. Business prospects in Winnipeg are very bright.

MARKETS AND MARKET NOTES

QUEBEC MARKETS.

Hardware.

Office of HARDWARE AND METAL,
232 McGill Street.
Montreal, April 8, 1904.

REDUCED freight rates went into effect on April 1st and the result has been a big increase in shipments this week. Many orders were for shipment as soon as the reduced rates went into effect. The Quebec Southern is running again and freight for points on the south shore can now be delivered without any trouble. Shipments this week have been very large and the orders received are quite satisfactory. Business prospects now are brighter than for some weeks past, and there is a much better feeling among the trade. Collections are improving, although they are not all that might be desired. The end of the month should see a decided improvement in this respect. Prices throughout remain steady. Wholesalers are getting supplies freely from the American manufacturers in most lines, but one or two large concerns are reported to be much behind with their orders.

Sap Spouts—Selling in large quantities in Eastern Townships and throughout the province. The price is $6.75 per 1,000. Cook's sugar bits are selling at 50 per cent. off list.

Churns—There is a steady demand and prices are firm. The discounts are 40 and 15 per cent. f.o.b. Montreal and 30 and 30 per cent. f.o.b. factory.

Poultry Netting—Good shipments are being made this week and some orders are still coming in. Discounts for 2-inch 19-gauge standard extras are 60 and 5; for 2-inch 16-gauge, the discounts are 55 and 5 per cent.

Galvanized Poultry Netting Staples—In steady request at former prices which were as follows: Sizes 5-8, 3-4, 1, 1 1-8, 10-lb boxes, $12.50 list; 25 and 50-lb boxes, $12.25 list; 100-lb boxes, $12 list. Less 57 1-2 per cent.

Bed Staples—The discount on the Montreal Rolling Mills Company's and the B. Greening Wire Company's lists is 57 1-2 per cent. The discounts on the Dominion Wire Company's list are 25 and 2 1-2 per cent.

Blind Staples—The discount is 40 per cent.

Boxwood Rules—Discounts range from 52 1-2 to 50 per cent. off list.

Shot Guns—There is no agreed price at present on American single-barrel guns and these can now be bought at a very low figure.

Heavy Screw Hooks and Hinges—The demand shows considerable improvement. Size 12 inches and upward are selling at $3.25 per 100 lbs; the price of 6, 8 and 10-inch sizes is $4.25.

Lawn Mowers—Trade this Spring has been good in lawn mowers and promises to be better. Prices quoted are well maintained. We again quote the following prices: With 8-inch wheel, sizes 12, 14 and 16 inch, $2.65 each; with 9-inch wheel, size 12, $3; size 14, $3.12 1-2; size 16, $3.25 each; Philadelphia pattern, size 12, $3.25, size 14, $3.50; size 16, $3.75 each; High Wheel, size 12, $4; 14, $4.25; 16, $4.50; 18 $4.75; 20, $5.25 each.

Garden Hose—Trade continues satisfactory at the following unchanged discounts: Trade, 75 per cent.; Western, 65 and 10 per cent.; White, 40 and 10 per cent.; Maroon, 40 and 10 per cent.; cotton, 60 per cent.

Harvest Tools—The discount is 60 per cent.

Spring Hinges—There is a fair demand at steady prices. We quote: No. 5, $17.25 per gross; No. 10 $18 per gross: No. 20, $10.50; No. 120, $20 No. 51, $9.25; No. 50, $27.50.

Wire Nails—The wire nail men met this week at the Windsor Hotel and consulted with the Wholesale Hardware Association. No change was made in prices which continue firm as follows: $2.40 per keg carlots and $2.45 per keg in small lots f.o.b. Gananoque, Montreal, London, Hamilton, Toronto, Brantford and St. John.

Cut Nails—Prices continue as before. We quote $2.30 per keg f.o.b. Montreal, Toronto, Hamilton and St. John.

Fence Staples—Prices continue as follows: $3 per 100-lb keg for galvanized, and $2.80 for bright; 25 to 50-lb packages, 25c extra.

Pressed Spikes—The discount is 25 per cent.

Horseshoes—There is very little business at present. Prices have not been changed. We quote: Iron shoes, light and medium pattern, No. 2 and larger, $3.65; No. 1 and smaller, $3.90; snow pattern, No. 2 and larger, $3.90; No. 1 and smaller, $4.15; light steel shoes, No. 2 and larger, $3.80; No. 1 and smaller, $4.05; featherweight, all sizes, 0 to 4, $5.35; toe weight, all sizes, 1 to 4, $6.60. Shoes more than one size in a keg, 10c per keg extra f.o.b. Montreal only.

Horsenails—There is nothing doing at present. We quote: C brand, 40, 10 and 71-2 per cent. off list; other brands 55 to 57 1-2 per cent. off.

Screen Wire Cloth—The price is $1.50 per 100 square feet.

Galvanized Coil Spring Wire—There is a better demand this week. Prices continue steady. We quote as follows: Nos. 6, 7 and 8, $3.20; No. 9, $2.70; No 10, $3.30; No. 11, $3.35; No. 12, $2.95; No. 13, $3.10. Carlots 5 cents less. Freight prepaid in less than car lots to extent of 25 cents and in carlots to extent of 20 cents. For following factory points freight is equalized: Montreal, Hamilton, London, Welland, Windsor, Stratford.

Galvanized Wire—In steady demand. We quote: No. 5, $3.65; Nos. 6, 7 and 8, $3.10; No. 9, $2.45; No. 10, $3.15; No. 11, $3.20; No. 12, $2.60; No. 13, $2.70; No. 14, $3.70. In carlots f.o.b. Cleveland, No. 5, $2.15; Nos. 6, 7, 8 and 9, $2.10; No. 10, $2.15; No. 11 $2.20; No. 12, $2.25; No. 13, $2.35; No. 14, $2.45. In less than carlots 12 1-2c extra per 100 lbs will be charged.

Barb Wire—There is very little doing at present as most retailers have bought and are awaiting delivery. We quote: $2.75 per 100 lbs f.o.b. Montreal and $2.50 f.o.b. Cleveland. Carlots of 15 tons $2.40 f.o.b. Cleveland.

Smooth Steel Wire—There is a fair trade passing at unchanged prices: Bright and annealed, $2.50 per 100 lb f.o.b. Montreal, Toronto, Halifax, London, Hamilton and St. John. Net extras per 100 lb are now as follows: Coppered wire, 60c; tinned wire, $2; oiling, 10c; spring wire, $1.25; best steel wire, 75c; bright soft-drawn, 15c; hay-baling wire, 20 to 25c.

Annealed Hay Wire—Annealed hay wire and annealed and oiled wire are now sold at list prices plus the usual extras. As noted before this is equivalent to an advance of 25 cents per 100 lbs on hay wire.

Fine Steel Wire—There is only a moderate enquiry. The discount is 25 per cent, with net extras as follows: 1 and 2-lb hanks, 25c per 100-lbs; 1-2-lb hanks, 37 1-2c; 1-4-lb hanks, 50c.

Brass Wire—The market is quiet. The discount is 60 per cent.

Copper Wire—There is very little doing. The discount is 60 per cent.

Rivets and Burrs—There is a very brisk trade passing at present and prices are well maintained. Discounts contime a s follows: Best iron rivets, section carriage and wagon box, black rivets, tinned do., coopers' rivets and tinned swede rivets, 60 and 10 per cent.; swedes iron burrs are quoted at 55 per cent. off; copper rivets with the usual proportion of burrs, 45 per cent. off and coppered iron rivets and burrs, in 5-lb carton boxes are quoted at 60 and 10 per cent. off list.

Bolts and Nuts—A brisk trade is passing. Discounts continue as follows: Carriage bolts common, ($1.00) list

3-16 and 1-4 diameter, 60 per cent.; carriage bolts, common ($1) list, 5-16 and 3-8 diameter, 55 and 5 per cent.; carriage bolts, common ($1) list, 7-16 diameter and up, 55 per cent.; carriage bolts, full square ($2.40) list, 60 per cent.; carriage bolts, Norway iron ($3) list, 60 per cent.; machine bolts, 3-8 diameter and under, 60 per cent.; machine bolts, 7-16 diameter and larger, 55 and 5 per cent.; plow bolts, 55 and 5 per cent.; blank bolts, 55 and 5 per cent.; bolt ends, 55 and 5 per cent.; sleigh shoe bolts, 70 per cent.; coach screws, cone point, 70 per cent.; nuts, square, all sizes 4c per lb off; nuts, hexagon, all sizes, 4 1-4c per lb off.

Washers, 45 per cent. off.

Screws—All lines of builders' supplies are in good demand at present. Good orders are being booked for screws and it is thought that orders for all sizes can be filled this season. Discounts are as follows: Round head, bright, 82 1-2 per cent.; flat head bright, 87 1-2 per cent.; brass, round head, 75 per cent.; brass, flat head 80 per cent.

Cordage—Cotton goods are very firmly held at prices quoted. The rope market is steady. We quote as follows: Pure manila, 15c; British pure manila, 12 1-2c; sisal, 12c; double lathyarn, 11c; single lathyarn, 10 1-2c; Russian tarred spunyarn, 13 1-2c; jute rope, 3-8-in in diameter and upwards, 9c; cotto nrope, 21c; cotton twine, 24c for 3 and 4 ply. Cotton bedcord, 90c to $1.70, according to length. Sash cord 30 to 31 1-2c; cotton candle wick, 22 to 24c.

Building Paper—There is a further improvement in the demand. Our quotations continue as follows: Tarred felt, $1.85 per 100 lb; 2-ply ready roofing, 90c per roll; 3-ply, $1.15 per roll; carpet felt, $2.25 per 100 lb; dry sheathing, 40c per roll; tar sheathing, 50c per roll; dry fibre, 55c per roll; tarred fibre, 65c per roll O.K. and I.X.L., 70c per roll; heavy straw and sheathing, $35 per ton; slaters' felt, 65c per roll.

Cement—Cement is now commencing to move, but no very large shipments will be made for the next few weeks. Prices are still as follows: Canadian cement, $1.90 to $2.25; German, $2.25 to $2.40; English, $2.15 to $2.25; Belgian, $1.70 to $1.95 per barrel, ex store, and American, $2.20 to $2.40 ex-cars.

Firebricks—There is a heavy movement this week and supplies are none too large for the demand. English are selling at $16 to $22 per 1,000; Scotch, $17 to $22.

PLUMBING GOODS.

Manufacturers of plumbers' supplies are now actively engaged in supplying goods for contracts, several having been closed this week. There have been few changes in prices, though on certain lines of enamelware, notably in cast iron enamelled baths, lavatories, etc., there have been slight reductions. Compression and fuller work has also been somewhat lower and good prices will be quoted on receipt of specifications. Some American manufacturers have quoted lower prices on brass goods, but as yet the reduction has not been generally adopted by the Canadian manufacturers.

Lead Pipe—There is still a good trade doing in this. The price is 8c for composition and 7c for ordinary. Discount 35 per cent.

Soil Pipe and Fittings—The demand has kept up quite satisfactorily, and a fairly good trade has been done this week. A substantial increase is remarked over the trade of a week ago. Our quotations are as follows: Light soil pipe, 3 to 6-in, 50 and 10 per cent.; medium and extra heavy soil pipe, 2 to 6-in. 60 per cent.; extra heavy soil pipe, 8-in, 45 per cent. Light fittings, 2 to 6-in, 50 and 10 per cent.; medium and extra heavy fittings, 2 to 6-in, 60 and 5 per cent.; extra heavy fittings 8-in, 45 per cent.

Iron Pipe—Prices are unchanged. A good trade is doing. We again quote: Standard pipe, per 100 feet, in length under 19 feet—black, 1-8-in, $2.30; 1-4-in, $2.30; 3-8-in, $2.55; 1-2-in, $2.85; 3-4-in, $3.65; 1-in, $5.20; 1 1-4-in, $7.35; 1 1-2-in, $8.95; 2-in, $12.55. Galvanized—1-4-in, $3.20; 3-8-in, $3.45; 1-2-in, $3.90; 3-4-in, $5; 1-in. $7.20; 1 1-4in, $10.05; 1 1-2-in, $12.20; 2-in, $16.85. In the above the discount on 1-8, 1-4 and 3-8 in black and 1-4 and 3-8 in galvanized is 12 1-2 per cent.; and on 1-2 to 2, inclusive, in black and galvanized is 15 per cent. Extra heavy pipe, plain ends, are quoted per 100 feet as follows: Black, 1-2-in, $4.20; 3-4-in, $5.25; 1-in, $7.55; 1 1-4-in, $10.55; 1 1-2-in, $12.75; 2-in, $17.60. Galvanized—1-2-in, $5.25; 3-4-in, $6.65; 1-in, $9.55; 1 1-4-in, $13.25; 1 1-2-in, $16; 2-in, $21.90. The discount on all sizes of extra heavy pipe is 12-12 per cent.

Hardware and Metal covers Canada from ocean to ocean and circulates widely through the British Isles, Australia, New Zealand, India, the West Indies, South Africa—also through the United States and Continental Europe.

Hardware and Metal covers the Hardware, Metal, Machinery, Paint and Plumbing trades of Canada.

Solder—The market shows no new feature this week. A good steady demand keeps up. Bar solder is now selling at 18c, and wire solder at 18 1-2c.

METALS.

There has been little change in the local metal market since our last report. Copper and tin have stiffened and advanced on the New York market, and here the feeling is very firm. Lead, in sympathy with the tone of the London market, is a little easier, but it is not changed in price. Business in general on the metal market has been very good, and orders have been given freely, both through the travellers' hands and by mail. A good number of orders have been received for shipment by the first boats. In steel plates, angles and other structural material, trade has been particularly active.

Pig Iron—The demand for future delivery has continued fairly good. There is little change in prices, though Middlesboro has been stiffening and is quoted a little higher this week. We quote: Summerlee, $20.25 to $20.75; Gartsherrie, $20; Carnbroe, $18.50; No. 1 Middlesboro, $16.50; No. 2, $15.50; Ferrona iron, delivered in Montreal in car lots is quoted as follows: No. 1, $18; No. 2, $17.50; No. 3, $16.50; No. 4, $16.

Bar Iron—Trade is fair and prices are steady at former quotations, which were: Merchants' bar, $1.75; horseshoe iron, $2; forged iron, $1.95.

Black Sheets—Orders for import have been given freely, and a good volume of trade has been done, at somewhat lower prices than are quoted below, under Summer freight rates. We quote: 28-gauge, $2.35; 26-gauge, $2.30; 22 to 24-gauge, $2.25; 19 to 20-gauge, $2.30, and 80 to 10-gauge, $2.40.

Steel—There is a good demand this week. Our quotations are as follows: Sleighshoes, $1.90; tire, $1.95 to $2.10; spring, $2.75 to $2.95; toe calk, $2.55; machinery (iron finish), $2.45; square harrow, $2.45.

Tool Steel—A moderate trade is doing. We quote the following prices: Black Diamond, 8 to 9c; Sanderson's, 8 to 9c, according to the grade; Jessop's, 13c; Jonas & Colver's, 10 to 20c; "Air Hardening," 65c per lb; Conqueror, 7 1-4c.

Sheet Zinc—Trade is fair. We quote: $6.15 to $6.25 in cask lots; $6.50 in small lots.

Galvanized Iron—Some good orders for import are reported this week Our quotations are as follows: 28-gauge, Queen's Head, $4.30; Gorbal's "Best Best," $4.30; Apollo, 10 3-4 oz, $4.30; Fleur-de-Lis, $4; Comet, $4; Bell brand, $4. In less than case lots 25c extra.

Tinplates—Prices on tinplates still keep very firm, though no advance is quoted yet, cokes selling for $3.75 and charcoals for $4.

Terne Plates—There is nothing new. The price is $6.75.

Ingot Tin—Tin in New York advanced this week and the market there is firm with a strong tendency toward still higher figures. Locally the price is unchanged, but following the New York market conditions indicate higher prices. We quote 32 1-2 to 33c.

Ingot Copper—During the week copper has advanced on foreign markets 1-2c, though for large quantities the price would probably approach the old figure. Locally the feeling is very firm at 13 3-4 to 14c per lb, though not a

great deal of business is passing just now.

Antimony—This is quoted at 8c. per lb. Trade is fairly good.

Coil Chain—The demand for chain, while good, is still reported as being less active than last year. Prices are steady. We quote: No. 6, 10; No. 5, 9c; No. 4, 8 1-2c; No. 3, 7c; 1-4-in, $6.10; 5-16-in, $4.70; 3-8-in, $4; 7-16-in, $3.80; 1-2-in, $3.70; 9-16-in, $3.55; 5-8-in, $3.35; 3-4-in, $3.30; 7-8-in, $3.25; and 1-in, $3.20 with 10c allowance on carlots.

Canada Plates—These have been selling well. Prices are maintained at last week's quotations, which are: 52s, $2.30; 60s, $2.40; 75s, $2.55; full polished, $3.60 and galvanized, $4 to $4.10; galvanized 60s, $4.25 to $4.35.

Pig Lead—The market has eased off a little, and slightly lower prices have been quoted by some firms. There is no change in the market price, and we quote: $3.40 to $3.50, according to quantity.

Zinc Spelter—There is no change whatever. We quote 6c.

Scrap Metals—The market is quiet. Rubbers form the most interesting feature. In spite of the fact that Para rubber has taken a sharp advance, scrap rubber has rather weakened, due, perhaps to the larger factory stock. We quote: Heavy copper and wire, 10 1-2 to 11c per lb; light copper, 10c; heavy red brass, 10 to 10 1-4c; heavy yellow brass, 8 1-2c; light brass, 5 1-2c; lead, 2 3-4c; zinc, 2 3-4 to 3c; iron, No. 1 wrought, $10 to $12; machinery scrap, $15 to $16; stove plate, $12; mixed country rags, 65 to 75c per 100 lbs; old rubbers 5 1-2 to 6c per lb.

HIDES.

Hides remain in about the same position as last week with considerable activity. Some slight fluctuations took place in beef hides but the same old prices were held yesterday. We quote:

No. 1 beef hides	0 08 0 08½
No. 2 "	0 07 0 07½
No. 3 "	0 06 0 06½
Lambskins	0 75
No. 1 calfskins	0 11

Market Note.

The Canada Hardware Company, Montreal, have received this week a large shipment of cast iron tinned pots and saucepans. These goods have been very difficult to obtain for some time.

ONTARIO MARKETS.

Office of HARDWARE AND METAL,
10 Front Street, East.
Toronto, March 12, 1904.

Hardware.

A GENERAL improvement all along the line is reported. Orders for Spring lines such as building paper, fencing, harness, etc., which were taken some time ago, are going out in large volume now, while many lines for the Summer and Fall are being asked for by retailers in all sections. Prices throughout are unchanged. At the meeting of the Wholesale Association the situation was canvassed faithfully and the decision reached to make no change except as to dating on wire nails from May 31 to June 30.

Chain—Last week's advance of 10 per cent. has caused liberal buying. Prices are still as follows: 1-4-inch, $5.60; 5-16-inch, $4.45; 3-8-inch, $3.85; 7-16-inch, $3.70; 1-2-inch, $3.55; 9-16-inch, $3.45; 5-8-inch, $3.35; 3-4-inch, $3.25. A good business is reported.

Step Ladders—There is a good demand for pine ladders on this market at 10c per foot for 3 to 6 feet, and 11c per foot for 7 to 10 feet ladders.

Lawn Mowers—While there is a steady inflow of orders business is not yet as brisk as a few weeks will probably show. Prices are: Woodyatt, 10 1-2 inch wheel, $8.50; Star, 9 inch, $7; Daisy, 8 inch, $5.75; Philadelphia, 7 1-2 inch, $7; Ontario, 7 1-2 inch, $15.80; King Edward, 12 inch, $9.50 (14-inch cut in above). D. Maxwell & Sons, 10 1-2 inch, $7.50 to $10; 9 inch, $5.50 to $6.25; 8 inch, $4.90 to $5.50. Discount 50 per cent.

Screen Doors—A good business is being done. Prices are nominally unchanged as follows: Common, two or three panel, walnut, 4 inch, $6.50; yellow and green stained, $6.75; in natural colors oil finish, $8.75, with 20c less for 3-inch style.

Screen Wire Cloth—Prices are steady at $1.50.

Spring Hinges—An improved trade is reported with prices steady as follows: No. 5, $17.25 per gross; No. 10, $18 per gross; No. 20, $10.50; No. 120, $20; No. 51, $9.25; No. 50, $27.50.

Galvanized Wire—Business is steady at firm prices. We quote: No. 5, $3.65; Nos. 6, 7 and 8, $3.10; No. 9, $2.45; No. 10, $3.15; No. 11, $3.20; No. 12, $2.60; No. 13, $2.70; No. 14, $3.70. In carlots f.o.b. Cleveland, No. 5, $2.15; Nos. 6, 7, 8 and 9, $2.10; No. 10, $2.15; No. 11, $2.20; No. 12, $2.25; No. 13, $2.35; No. 14, $2.45. In less than carlots, 12 1-2c per 100 lbs extra charged.

Barb Wire—Trade is moving briskly. Our quotations are again as follows: $2.75 per 100 lbs f.o.b. Toronto, and $2.50 f.o.b. Cleveland. Carlots of 15 tons, $2.40 f.o.b. Cleveland.

Coiled Spring Wire—The business in this line is considerably larger than last season. The market is seady. We quote: No. 9, $2.70 per 100 lbs, freights equalized with factory points at Montreal, Hamilton, London, Welland or Walkerville and allowance to other points up to 25c; carlots, $2.65, freight allowance to 20c.

Wire Nails—Wholesale houses have agreed to allow dating of orders ahead to June 30 instead of May 31 as at present at $2.45 per keg, f.o.b. Toronto, with carlots $2.40.

Cut Nails—There is a fair trade, with prices steady at $2.30 per keg f.o.b. Toronto and Hamilton.

Horseshoes—A moderate trade is reported. Prices show no change. We quote as follows: Iron shoes, light and medium pattern, No. 2 and larger, $3.80; No. 1 and smaller, $4.05; snow pattern, No. 2 and larger, $4.05; No. 1 and smaller, $4.30; light steel shoes, No. 2 and larger, $3.95; No. 1 and smaller, $4.20; featherweight, all sizes, 0 to 4, $5.50; toe weight, all sizes, 1 to 4, $6.75. If shipped from factory 15c less.

Horsenails—Orders are coming in somewhat more liberally. We still quote discounts as follows: "C" brand, 40, 10 and 7 1-2 per cent.; other brands, 55 to 57 1-2 per cent.

Screws—There is a steady demand for all sizes. Prices are unchanged, yet are decidedly firm. We quote as follows: Flat head bright, 87 1-2 per cent. discount; round head bright, 82 1-2 per cent.; flat head brass, 80 per cent.; round head brass, 75 per cent.; round head bronze, 70 per cent.; flat head bronze, 75 per cent.

Rivets and Burrs—An active demand continues at steady quotations, particularly in belting, waggon and carriage rivets. We again quote as follows: Iron rivets, 60 and 10 per cent. discounts; iron burrs, 55 per cent.; copper rivets, with usual proportion of burrs, 45 per cent.

Bolts and Nuts—Notwithstanding the advances in the United States the local market is unchanged and present indications are that it will remain at the present basis for some time. Prices are steady: Carriage bolts, common $1 list), 3-16 and 1-4-inch, 60 per cent.; 5-16 and 3-8-inch, 55 and 5 per cent.; 7-16 and up, 55 per cent.; carriage bolts, full square ($2.40 list), 60 per cent.; carriage bolts, Norway iron ($3 list), 60 per cent.; machine bolts, 3-8 and less, 60 per cent.; 7-16 and up, 55 and 5 per cent.; coach screws, cone points, 66 2-3 and 10 per cent.

Cordage—Deliveries of orders taken some time ago are now being made, so that orders are not coming in briskly at the moment. Prices are steady. Our quotations are as follows: Pure manila, 15c; British pure manila, 12 1-2c; sisal, 12c; double lathyarn, 11c; single lathyarn, 10 1-2c; double shingleyarn, 11c; single shingleyarn, 10 1-2c; sashcord 'Hercules,' 30 to 33c; 'Star,' 36 to 38c; cotton rope, 3-16-inch and up, 20 1-2 to 22c; 5 32-inch, 25 to 27c; 1-8-inch, 25 to 28c; cotton twine, 3-ply, 23 to 24c; 4-ply, 27 1-2 to 28c; calking cotton, 16c; cotton waste, colored, 6 3-4c; white 10 to 12c.

Building Paper—There is a more active demand for siding paper. Other lines are in good request. Prices are steady throughout. We quote as follows: Tarred felt, $1.85 per 100 lbs; 2-ply ready roofing, 90c per roll; 3-ply, $1.15 per roll; carpet felt, $2.25 per 100 lb; dry seathing, 40c per roll; tar sheathing, 50c per roll; dry fibre, 55c per roll; tarred fibre, 65c per roll; O.K.

PORTLAND CEMENT

CANADIAN, ENGLISH, GERMAN and BELGIAN.

FIRE BRICKS, FIRE CLAY, ENAMELLED BRICKS, all colors. BUILDING BRICKS.

SEWER PIPES, CULVERT PIPES, WHEELBARROWS, FOUNDERS' and CONTRACTORS' SUPPLIES.

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C.F. JACKSON & CO., Limited

Importers and Commission Merchants

151 Hastings St. W., VANCOUVER, B.C., and LIVERPOOL, ENGLAND.

and I.X.L., 70c per roll; heavy straw and sheathing, $35 per ton; slaters' felt, 60c per roll.

Firebricks—Prices are steady, the demand active. We quote English and Scotch at 28 to 35c.

Cement—The market is keenly active and prices firm as below: Canadian Portland, $1.90 to $2.25; American Portland, $2 to $2.10 f.o.b. Toronto.

PLUMBING GOODS.

Business in the city continues particularly active but the backwardness of Spring is delaying trade from the outside centres In iron pipe, enamelled-ware and soil pipe there is an excellent trade, but in other lines there is not much doing at the moment.

Lead Pipe—Business is slow at steady prices. We quote: Lead, 7c; lead waste pipe, 8c; discount 35 per cent.

Soil Pipe and Fittings—An improvement in the demand is noted. Prices are steady. We quote: Medium and extra heavy pipe and fittings, 60 per cent.; 7 and 8-inch pipe 40 and 5 per cent.

Iron Pipe Fittings—A fairly good trade is doing. We quote: Malleable fittings, 20 per cent.; cast iron (standard), 57 1-2 per cent.; headers, 52 1-2 per cent.; flanged unions, 60 per cent.; malleable bushings and plugs, 57 1-2 per cent.; nipples up to 6-inch inclusive, 67 1-2 per cent.

Copper Range Boilers—A fair trade has been done since the new prices were issued. Discounts at 15 per cent. continue.

Iron Pipe—A good demand is reported, particularly from Toronto buyers. We quote as follows f.o.b. Toronto: Black pipe, 1-8-inch, $3.25; 1-4-inch, $2.07; 3-8-inch, $2.25; 1-2-inch, $2.50; 3-4-inch, $3.22; 1-inch, $4.58; 1 1-4-inch, $6.47; 1 1-2-inch, $7.85; 2-inch, $11.05; 2 1-2-inch, $19.25; 3-inch, $22.75; 3 1-2-inch, $28.75; 4-inch, $35.25. Galvanized pipe, 1-4-inch, $2.88; 3-8-inch, $3.11; 1-2-inch, $3.42; 3-4-inch, $4.40; 1-inch, $6.35; 1 1-4-inch, $8.80; 1 1-2-inch, $10.75; 2-inch, $14.80.

Enameled Ware—There is a brisk movement at the lower prices. We quote: "Standard" 5 1-2 feet rolled rim, first quality, at $21.60; second quality, $17.85. There is no change in closet quotations.

Brass Goods—Business has improved since the increasing of the discounts, which are given in detail on page 62 of this issue.

METALS.

The United States market is undoubtedly still in a strong position, but the blowing in of several furnaces and the consequent increase of production may have an unsettling effect on the market. Some Middlesboro iron is now being taken here at $19.50 per ton. Bar iron is decidedly firm. The demand for steel, particularly tool steel, has been remarkably active this season. Other metals are moving freely, prices showing no

Our registered trade mark

DOMINION

is a guarantee of quality wherever used.

A. C. LESLIE & CO.

IRON, STEEL and METALS,

509-512 Merchants Bank Building,

MONTREAL.

Our Object

is to give the dealer in, and the user of our Pumps entire satisfaction.

McDougall Standard Pumps

are made with that object in view.

Do you handle them?

SEND FOR CATALOGUE

McDougall Pumps -Made in Canada

The R. McDougall Co., Limited

GALT, ONTARIO.

ANOTHER REPORT ON

"ALPHA" HIGH SPEED STEEL

THE JOHN BERTRAM & SONS CO., Limited, Manufacturers of Machine Tools, DUNDAS, Ontario, Canada. Sept., 10th, 1903

Messrs. B. K. MORTON & CO., SHEFFIELD, ENGLAND.

Gentlemen:—

We have tested and used your "ALPHA" HIGH SPEED TOOL STEEL with very satisfactory results. We consider your steel as good as any other of the high speed steels which we have had in use, and can recommend it to anyone as being first-class.

Yours very truly,

THE JOHN BERTRAM & SONS CO., Limited.

H

B. K. MORTON & CO.

SHEFFIELD, ENG.

Agents for British Columbia:

E. G. PRIOR & CO., Limited, Victoria.

Canadian Rep.

D. W. CLARK, P.O. Box 520, Toronto.

NOVA SCOTIA STEEL & COAL CO., Limited

NEW GLASGOW, N.S.

Manufacturers of

Ferrona Pig Iron

And SIEMENS MARTIN

OPEN HEARTH STEEL

change. There is a good demand for black sheets, Canada plates and tinplates on import account.

Pig Iron—Locally there is heavy buying at the moment, Canadian iron supplying the bulk of the demand and some British iron being taken. The quotations are: Middlesboro, $19.50; Canadian $18.50 to $19 for No. 1 and $18 to $18.50 for No. 2, f.o.b. Toronto; Midland, $1.50 lower.

Bar Iron—A fairly good trade in this line is reported. Prices are steady at $1.80 f.o.b. Toronto. For extras as cut to length while rolling, 2 feet and over, 10c per 100 lb; 1 foot and under 2 feet, 15c; under 1 foot, 20c; over 20 feet by special agreement according to length and size.

Steel—There is an active trade, particularly in tool steel. We quote: Jessop's high speed, 60c; Jessop's "Standard" tool, 14c; "Chas. Leonard," 8 to 9c; Jessop's best crucible sheet steel, 14c; Crucible Steel Co.'s "Black Diamond," 10 to 11c; "Silver," 13c; "Special," 17c; "Rex" high speed, 65 to 75c; "Self Hardening," 45 to 50c; Morton's tool steel, 14c.

Black Sheets—Orders for both import and stock are excellent. Prices are steady.

Canada Plates—Business is increasing in volume. Prices are unchanged, though firm. We quote as below: All dull, $2.50; half-polished, $2.60; and all-bright, $3.50.

Tin—A large trade is doing. Quotations locally are firm but unchanged at 30 to 30 1-2c.

Galvanized Sheets—There is an excellent demand. Prices are steady throughout. Our quotations are as follows: Queen's Head, $4.25 for 28 gauge; American, $.4 for 28 gauge; Bell brand, $4.25 for 28 guage; Gordon Crown, $4.25 for 28 guage.

Tinplates—Prices are unchanged. A larger business from stock than for some time is now reported. Import business is also satisfactory. We quote: Coke plates, bright, 14x20, $3.50; charcoal plates, $4.25.

Copper—There is no change in prices. We quote: Ingot copper, $13.75, and sheet copper, $20 per 100 lbs.

Brass—There is a fair trade, with the discount steady at 15 per cent.

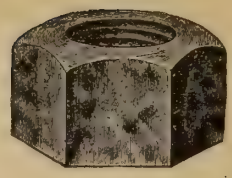
Lead—A good demand for English lead is reported. Canadian lead is also in fair demand. Prices are steady. We quote $3.30 per 100 lb for pig lead and $3.65 for bar lead.

Zinc Spelter—A fair demand at 6 to 6 1-2c per lb.

Zinc Sheets—The market is firm and a fair business doing in small lots. We quote: Cask lots, $6.70 to $7, and part casks $7 to $7.25.

Solder—Good trade doing. Prices are still stiffening. We quote: Guaranteed half-and-half at 18c, and wiping 17c.

Antimony—8c per lb.



THE JOHN MORROW MACHINE SCREW COMPANY, Limited

Manufacturers of Set and Cap Screws, Special Milled Work, Engine Studs Etc. Cold Punched Nuts of every variety of finish.

INGERSOLL, ONT.

NEW RAILS

12, 14, 16, 18, 20, 24, 30, 35 and 56 lbs. to the Yard—carried in STOCK for prompt shipment. TRACK REQUISITES.

Sessenwein Bros., 103 Shannon St. .. MONTREAL.

TRADE MARK

This design a guarantee of quality.

Heavy Red-Brown Wrapping

FOR EXPRESS PARCELS. STRONG, TOUGH AND STIFF

Samples and prices gladly sent.

CANADA PAPER CO.

TORONTO LIMITED MONTREAL

Old Material—Scrap zinc is a little easier this week, the price paid being 1-4c lower. No. 2 wrought is pretty shaky at 4c and is expected to drop in a week or two. Other prices are firm. We quote as follows: Heavy copper and wire, 10 3-4c per pound; light copper, 9 1-4c per pound; heavy red brass, 9 3-4c per lb; heavy yellow brass, 8 to 9c per lb; light brass 5 to 5 1-2c per lb; lead, $2.50 per cwt; scrap zinc, 3c per lb; iron, No. 1 wrought, $10.50; No. 2 wrought, $4; machinery cast scrap, $14; stoveplate, $10; malleable and steel, $4; old rubbers, 5 1-2 to 6c per lb; country mixed rags, 50c per 100 lbs.

PETROLEUM.

The market is brisk and prices firm at the following unchanged quotations: Canadian prime white, 19c; Canadian water white 20 1-2c; American prime white, 19 1-2c; American water white, 21 1-2c; ex-warehouse.

Hides, Skins and Wool.

The market is much the same as last week. Prices are firm with the exception of fleece wool, which is 1c easier. We quote:

HIDES.

No. 1 green, per lb	0 07	
" 2 " "	0 06	
" 1 " steers, per lb	0 07	
" 2 " "	0 06	
Cured, per lb	0 08	

CALFSKINS.

Veal skins, No. 1, 6 to 14 lb. inclusive	0 09	
" " " 2 " " "	0 07	
" " " 1 15 to 20 lb "	0 08	
" " " 2 " "	0 06	
Deacons (dairies), each	0 60	
Lamb and sheep skins	1 00	1 10

WOOL.

Unwashed wool, per lb	0 09	0 10
Fleece wool, "	0 15	0 16
Pulled wools, super, per lb	0 19	0 20
" " extra "	0 23	0 25

GOOD MEN ARE STILL IN DEMAND.

"GOOD men are in demand more than they ever were. The man who succeeds is the man who is not satisfied merely to do the work laid out for him, but does more. There is as much chance in the steel works to-day for a young man to make himself useful and valuable as there ever was."—William Ellis Corey, 37 years old, new executive head of the United States Steel Corporation.

"Make yourself invaluable to your employer; study his interests in every particular; apply yourself to your task to the best of your ability, and your merit is bound to be recognized."—Alfred H. Smith, 39 years old, recently appointed general manager of the New York Central Railroad Company.

"If a young man will devote himself conscientiously, with his whole soul to the work he has to do, his rise is as certain as that of the sun each morning."—George W. Perkins, 39 years old, partner in J. P. Morgan & Company, vice-president of the New York Life Insurance Company, and chairman of its finance committee.

Mr. Corey, Mr. Smith and Mr. Perkins, are three brilliant examples of the type of successful young American business men who have revolutionized commercial methods in the United States during the last 20 years. Their spirit, the spirit that has only contempt for failure, the spirit that burns incense to the god Success, has taken a thorough hold on us, and this accounts for the truly amazing commercial prosperity of the country. In the careers of these three successful young Americans are realized the dreams of ambition which are the mainspring of hundreds of thousands of their fellow men to-day. Young men read with intense interest and admiration of their success and resolve to make such success their own.
—Hapgood's.

TRADE CONDITIONS IN MARITIME PROVINCES.

From the Regular Correspondent of HARDWARE AND METAL

Halifax, April 5, 1904.

WHOLESALE dealers report a good demand for all classes of fishing and lobster packing supplies, and there is every indication that this industry will be prosecuted on an extensive scale this season. Lobsters, in common with fish generally, have been high-priced, and this has led to considerable preparation for the Spring's operations. Another line that has been selling particularly well is wire fencing of which one house has already shipped some 45 tons. Year by year the farmers are finding it increasingly difficult to secure local fencing material on their own properties and are therefore purchasing larger quantities of wire and steel fencing. At the present time there seems more activity in hardware than in other trade circles. On the first of April the Summer freights came into effect on the railways and a good many sorting orders came in from merchants at provincial points who had delayed buying in order to take advantage of this.

* * *

An executive meeting of the Maritime Hardware Association is taking place at St. John to-day. The members in attendance from this province are Messrs. Arthur, Sterns and Robertson, of Halifax, and Spinney of Yarmouth. It is probable that some slight changes in quotations will result from the conference.

* * *

The direct steamer from Antwerp with glass for Halifax wholesale houses is now on the voyage and is expected to arrive shortly. As the price of glass is open, merchants are making the usual concessions on orders booked for delivery ex steamer.

* * *

It has been definitely decided to go on with the erection of glass works at Sydney and a site has been bonded, $2,000 being paid down on it. The company is capitalized at $150,000, a large portion of which is controlled by local men. It is intended that the works when in full operation will employ about 75 men.

* * *

A. M. Bell & Co., wholesale hardware, have now taken possession of their new quarters. The building which extends the length of the block from Granville to Hollis streets, is 120x40 feet. It consists of five stories and basement on Granville street and six stories and sub-basement on Hollis street, the additional storey being the difference in the elevation of the two streets. It is of solid concrete and, we are told, is the first one in the city to be erected entirely of that material.

* * *

Douglas Prowse & Co., the latest addition to the wholesale houses of the city, have taken possession of the premises on Water street vacated by A. M. Bell & Co., and are opening up a complete stock of hardware. The new firm will devote special attention to cordage, heavy metals and fishing supplies.

Newest Artistic Ideas

Are embodied in the decorations found in our METALLIC ceilings and walls.

They make a most beautiful interior finish and in addition are so practically durable and sanitary that it is easy to understand their immense popularity.

Equally suited for use in new or old buildings.

There's big business in these lines for you.

The Metallic Roofing Co., Limited

TORONTO · MONTREAL · WINNIPEG

BUSINESS CONDITIONS IN BRITISH COLUMBIIA.

By Regular Correspondent of HARDWARE AND METAL.

Vancouver, B. C. April 2.

THE opinion of wholesale men and shippers who have much to do with Dawson trade, is that the second thought of the Dominion Customs Department in re-enacting the order-in-council allowing the privilege of carrying Dawson bound goods to St. Michaels for transference to river steamers, to United States vessels, is a wise one. When the order was not renewed and the customs officials here and at Victoria were notified, the feeling was very general that the next step would be to prevent the carrying of merchandise north to Skagway from here in any but Canadian bottoms. Much to the relief of shippers, who feared the resultant diverting of trade which would have followed such a course, the Government has reconsidered its action in the matter of shipping from here to Dawson via St. Michaels.

It is, however, to be noted in justice to the Dominion Government that this is not a reversal of a previous order. In the past the course taken was to enact an order-in-council permitting the carrying of goods from here to St. Michaels for transhipment to Dawson by the lower Yukon River. This was a suspension of the coasting laws in that particular, and what happened at first was merely that the annual privilege was not renewed and the customs officials here were so notified. Now the order has again been put in force and the officials have been notified that the shipments will be allowed as in former seasons. It is further to be noted that the Canadian customs authorities are in this particular and in some others respecting the coasting regulations very much more accommodating to trade conditions than are the United States custom authorities. In the St. Michaels and Nome traffic there have been no concessions to the Canadian merchant marine. So, too, in the trade via Skagway to Dawson. The truth of the matter is that an all-Canadian railroad route is the only solution of the Yukon transportation problem.

* * *

Just what Canadian manufacturers do that they should not, and leave undone that they should do, is very tersely told by Mr. T. de Schryver, of Auckland, New Zealand, who represents the Canadian Manufacturers' Association in that colony. Mr. de Schryver arrived by the steamer Moana from Sydney, Australia, on Monday. He is most emphatic about the necessity for having a Canadian-New Zealand line of steamers, not merely for passenger service but also for merchandise. He tells how he was 32 days reaching Vancouver from Auckland, having to come by way of Sydney, while the U. S. line of direct steamers made the trip from Auckland to San Francisco in 17 days. The latter vessel left two days after he started for Sydney and reached San Francisco on March 14th, while he reached here on March 27th.

The preferential tariff enacted and put in force in New Zealand in November last is an indication of the friendly feeling the New Zealanders have for Canada and Canadian goods. By that tariff there is an advantage of fifty per cent. in duty in favor of Canadian goods. They are admitted at 25 per cent., while other goods have to pay 37½ per cent. On paper for printing, the Canadian manufacture is admitted free, while other paper has to pay a duty of 20 per cent. Formerly all printing paper was admitted free of duty.

Mr. de Schryver speaks in the highest terms of the state of credit in New Zealand. In the four years he has been act-

ing for the Canadian Manufacturers' Association, not one dollar has been lost through bad debts. If there have been any losses, they have been due to errors in shipping or in filling orders. In the latter particular the criticism Mr. de Schryver makes is that the Canadian manufacturers are either too full of local business or not sufficiently enterprising to adapt their output to the demands of the New Zealand trade. They apparently do not think it good business to make changes in stock, so that special orders can be filled. Mr. de Schryver will, however, give the manufacturers full details in person as he will spend the next three months in Eastern Canada.

The volume of trade between Canada and New Zealand can be materially increased in his opinion, as there is a great deal of business not coming here which is easily obtainable. Indeed in many instances the merchants there have standing orders to buy the Canadian make of goods if the prices are at all equal. The methods of shipping and packing came in for some criticism from Mr. de Schryver. From what he says, it is apparent that the Canadian manufacturers, especially in Eastern Canada, are unfamiliar with shipping by steamer and, as they have a trade at home where the shipping is all by rail to local points, they do not understand the methods of packing goods for steamer shipment, of taking advantage of the best method of figuring the freight rates, and of the way to bill through. One cause of trouble is that all goods from the East are sent via New York and, as the United States is a competitor in New Zealand trade, it is not an object for them to facilitate Canadian shipments. The direct line from either coast or both, is the solution of the difficulty, in Mr. de Schryver's opinion.

* * *

The wholesalers of Nelson this week had a session with Mr. F. W. Peters, assistant freight traffic manager of the C. P. R., to set forth their views as to the territory in which they should have protection against wholesale merchants from the coast and the East. They claim that at least they should have the same rates and that their customers should not be made to pay more within the territory they claim than they do when buying at the coast, at Winnipeg or at Calgary. The district they seek to include in the arrangement is from Arrowhead to the boundary, and from the Rockies west to Midway. Mr. Peters made no definite announcement as to the decision his company would make in the matter until he could consult with the traffic men of his road.

* * *

It has been definitely ascertained that there is a big change in the duty imposed by the United States Customs Department on lumber from British Columbia entering the Republic. It is now to be $7.50 per thousand for rough, which is just $5.50 per thousand higher than formerly. This added rate is exactly equal to the maximum rate imposed in the new export lumber tariff of the British Columbia legislature. That it is directly aimed at the British Columbia legislation on the export tax is seen from that very circumstance, and it is more emphatically marked by the fact that the operation of the new tariff is confined to lumber from British Columbia. Little is known here as yet about the matter, but it has been found by the men who have tried to ship that the customs authorities on the Sound have their instructions.

* * *

A syndicate at Victoria, promoted by Mr. J. Butchart, has succeeded in floating a company to begin the manufacture of Portland cement at Saanich, a short distance from Victoria. A huge plant is to be erected at Carter Bay, where vast deposits of limestone exist. An extended series of experiments has shown that this limestone is adapted specially for the manufacture of cement of the finest quality. Mr. Jos. Wrigglesworth has for years been experimenting with the limestone and his success induced the investment of capital in the enterprise. The work will begin at once and a large number of men will be given employment in the industry.

* * *

The Silver-Lead Mine Owners' Association of British Columbia met in Nelson again last week to discuss further the proposition to send a memorial to the Dominion Government, requesting that the bounty be paid on all surplus lead ore raised which cannot be handled in the province. The draft copy of the memorial was agreed upon but withheld from publication until the committee which has it in charge meets a deputation from the smelter owners, when it will be definitely fixed and signed by both smelter men and mine owners and forwarded to the Government.

* * *

A great deal of satisfaction has been expressed among mining men over the decision of the Dominion Customs Department to admit free of duty crude petroleum imported by miners for use in the Elmore oil reduction process. This system is being rapidly adopted and promises to revolutionize the treatment of low grade ores in the Kootenay.

* * *

There is a possibility of the New White Horse gold fields having a rival in the public interest this Spring. News has just reached Victoria from Telegraph Creek, away up the Stickine River, of the finding of another rich deposit of placer gold on the Nahaani River, near the junction of the Dease and Liard rivers. Jack Hyland, a pioneer of Telegraph Creek has brought to Victoria a large sample lot of the gold taken out, which he purchased from Indians at $17 per ounce. All the prospectors in that northern district are making for the new find over snow and ice, and the news has created a great deal of interest at the coast. It has long been known that the Dease River district is rich in placer gold, and the first stories of gold there were told as early as the first days of the Cariboo. Not only here but at Edmonton are men who have been in that district and one or two at least of the old pioneers at Edmonton secured gold enough from claims they found to make them independent for life. Of these perhaps the best known is "Bill" Cust who, until a very recent date lived near Edmonton and was a wealthy rancher, his first capital having been got from the Dease River gold.

PIG IRON AND STEEL AT PITTSBURG.

Pig Iron—The pig iron market continues strong despite the absence of important buying, apart from the Steel Corporation's purchase of 10,000 tons of Bessemer at $13.60 to $13.70. Foundries are buying in small lots only, but more generally, and a continuous operation of the mills in this district will result in much work for the local foundries whose work depends largely on the rolling mill trade. While there has yet been no direct intimation that the corporation will accept the May iron on which it has an option, it is almost a certainty that this will be done, as all of its steel mills are short of iron. Bessemer for delivery during April, May and June is held at $13.35 at the furnace, while for prompt iron $13.50 is asked. No. 2 foundry is selling at $14, Pittsburg, as the minimum and the general market is from $14 to $14.50. Forge is firm at $13.25 to $13.50, with little buying. Demand for basic is improving and it is quoted at $13.25, Valley furnaces. Within the next three months five new steel works blast furnaces will be blown, while two new stacks were blown in this week. These seven new furnaces will have a daily capacity of 3,500 tons and an annual output of a trifle over 1,000,000 tons. In addition one stack that has been undergoing repairs will be blown in shortly, while another stack that has been idle for several months will resume in a week. All of these furnaces will produce iron for steel manufacture and their activity will be at the expense of Valley merchant furnaces unless demand increases materially. We revise quotations as follows:

Bessemer, Valley	$13 35 to 13 50
Bessemer, Pittsburg	14 20 to 14 35
No. 1 Foundry	14 75 to 15 00
No. 2 Foundry	14 00 to 14 50
Gray forge, Pittsburg	13 25 to 13 50
Chilled basic, Valley	13 25 to 13 35
Chilled basic, Pittsburg	14 10 to 14 20

Steel—Billets and bars for prompt shipment continue scarce and premiums continue to be paid. On a small lot of sheet bars for prompt shipment a premium of $2 a ton was paid this week. Steel Corporation companies are not accepting any business for early deliveries not only for domestic steel but foreign as well. No change in prices is anticipated at the billet meeting to be held next week. Agreed quotations are as follows: Bessemer and open-hearth billets, 4x4 inches, and slabs, up to and including 0.25 carbon, $23, Pittsburg, Wheeling, Valley, Johnstown, Ashland, Ky., Ironton, O., and Lorain, O., 0.26 and including 0.60 carbon, $1 advance; and 0.61 to 1.00 carbon, $2 advance. Billets smaller than 3 7-8 inches and sheet and tin bars are $1 per ton extra. Bessemer and open-hearth rods are still quoted at $30 to $31, Pittsburg.

HARDWARE CONDITIONS IN MANITOBA.

Office of HARDWARE AND METAL
Room 308 McIntyre Block,
Winnipeg, April 8, 1904.

THE business situation has been anything but pleasing and the merchants report that things in general have been very quiet for the past week. The expectation for better prospects is anticipated for this week, as the various railway lines which have been snowed up for such a long time are now opening up and traffic is again beginning to move along slowly. The market practically remains the same with no change in prices of any note.

* * *

Wm. Whyte, second vice-president of the C. P. R., has made the announcement that the lumber combine which has existed in Manitoba and the Territories for some time is now a thing of the past. Some time ago Mr. Whyte said that if it were necessary the C. P. R. would install their own mills in British Columbia and sell through their agents. That announcement caused the mill men to make arrangements with the C. P. R. whereby lumber will be sold in the open market.

We quote as below:

Barbed wire, 100 lb.	$3 15
Plain galvanized, 6 to 8	3 39
" 9	2 50
Plain galvanized, 10	3 50
" 12	3 10
" 13	3 20
" 14	3 90
" 15	4 45
" 16	4 60
Plain twist	3 15
Staples	3 65
Oiled annealed wire, 10	3 42
" 11	3 48
" 12	3 56
" 13	3 66
" 14	3 76
" 15	3 91

Annealed wires (unoiled) 10c. less.
Horsenails, 40 per cent. discount.

Horseshoes, iron, No. 0 to No 1	$4 75
No. 2 and larger	4 45
Snow shoes, No. 0 to No. 1	4 60
No. 2 and larger	4 45
Steel, No. 0 to No. 1	4 45
No. 2 and larger	4 20

Cut Nails—		Wire Nails—	
2d 1 in.	$4 10	1 in.	4 15
3d Fin. 1⅛ in.	4 10	1⅛ in.	4 10
3d 1¼ in.	3 75	1¼ "	3 70
4d 1½ in.	3 50	1½ "	3 50
5d 1¾ in.	3 50	1¾ "	3 50
6d 2 in.	3 40	2 "	3 40
8d 2½ in.	3 25	2½ "	3 25
10d 3 in.	3 20	3 "	3 20
20d 4 in.	3 15	3½ "	3 15
30d 4½ in.	3 10	4 "	3 10
40d 5 in.	3 10	4½ "	3 10
50d 5½ in.	3 10	5 "	3 10
60d 6 in.	3 10	5½ "	3 10
		6 "	3 10

Bar iron (basis)	2 50
Swedish iron (basis)	4 75
Sleigh shoe steel	2 85
Spring steel	3 25
Machinery steel	3 50
Tool steel, Black Diamond, 100 lb.	8 50
Jessop	13 00
Sheet iron, black, 10 to 16 gauge, 100 lb.	3 50
18 to 22 gauge	3 75
24 gauge	3 90
26 gauge	4 00
28 gauge	4 10

Galvanized Iron, Apollo, 16 gauge	4 00
18 and 20 gauge	4 00
22 and 24 gauge	4 25
26 gauge	4 25
28 gauge	4 50
30 gauge or 10¾ oz	4 75
Extra sheets, 36 in. wide an advance of 25 p.c. per 100 lb.	
Queen's Head, 24 gauge	4 25
26 gauge	4 50
28 "	4 75
Extra sheets, 36-in. wide, an advance of 25 p.c. per 100 lb.	
Genuine Russian, per lb	11
Imitation " "	07 to 08
Tinned, 24 gauge, 100 lb	8 00
26 gauge	8 50
Tinplate, IC charcoal, 20 x 28, box	9 50
" IX "	11 50
" IXX "	13 50
Ingot tin	35
Canada plate, 18 x 21, 18 x 24 and 20 x 28.	3 00
Canada plate, full polished	3 15
Sheet zinc, cask lots, 100 lb	7 00
Broken lots	7 50
Pig lead, 100 lb.	5 50
Black iron pipe, ⅛ inch	3 30
" ¼ "	3 30
" ⅜ "	3 40
" ½ "	3 75
Black iron pipe, ¾ inch	4 30
" 1 "	6 25
" 1¼ "	8 75
" 1½ "	10 50
" 2 "	14 50
Rope, sisal, 7-16 and larger, basis	11 75
Manila, 7-16 and larger, basis	15 25
Lathyarn	11 25
Solder	20
Axes, chopping	$ 6 75 to 12 00
" double bitts	12 00 to 18 00
Bluestone	5 25
Screws, flat head, iron, bright	85 and 10 p.c.
Round " "	80 p.c.
Flat " brass	75 and 10 p.c.
Round " "	70 and 10 p.c.
Coach	70 p.c.
Bolts, carriage, 3-16 and ¼	60 p.c.
" 5-16 and ⅜	55 and 5 p.c.
" 7-16 and up	55 p.c.
Bolts, machine, ⅜ and under	50 and 5 p.c.
" 7-16 and over	55 and 5 p.c.
Bolts, tire	60 and 5 p.c.
Bolt ends	55 and 5 p.c.
Sleigh shoe bolts	70 p.c.
Machine screws	70 p.c.
Plough bolts	55 and 5 p.c.
Square nuts, case lots	3c. discount.
" " small lots	2½c. "
Hex — " case lots	3c. "
" " smaller lots	2½c. "
Rivets, iron	50 and 10 p.c.
Copper, No. 8	32
" No. 12	36
Coil chain, 3-16 inch	9½
" ¼ inch	7⅞
" 5-16 inch	5¾
" ⅜ inch	5¾
" 7-16 inch	4¼
" ½ inch	4½
" ⅝ and ¾ inch	4
Spades and shovels	40 and 5 p.c.
Harvest tools	60 p.c.
Axe handles, turned, s. g. hickory, doz.	$3 15
No. 1	1 90
No. 2	1 60
Octagon extra	2 30
No. 1	1 60
Files common	70 and 10 p.c.
Diamond	60 p.c.
Building paper:	
Anchor, plain	65c.
" tarred	70c.
Pure fibre, plain	67½c.
" " tarred	80c.
Ammunition, cartridges, Dominion R.F.	50 p.c.
Dominion, C.F., pistol	30 p.c.
" military	15 p.c.
American R.F.	30 p.c
C.F. pistol	5 p.c.
C.F. military	10 p.c. advance.

THE BURROW, STEWART & MILNE CO., LIMITED

SCALES.

Champion Scales

Grocers' Scales
Butchers' Scales
Family Scales

Platform Scales, from 600 to 2,000 lbs capacity.

Patent Swivel Wheels applied to Platform Scales make it possible to turn scale in any direction within its own length when loaded to full capacity.

Imperial Standard Scales

Hay Scales
Stock Scales
Coal Scales

We handle a complete line of scales, from a small Letter Scale to a great Railway Track Scale, weighing 100 tons.

We also handle all classes of scales for railway use.

All Scales inspected and stamped by Government Inspector. Certificate accompanies each scale.

Dealers, write for our latest Scale Catalog and Price List.

Estimates furnished for installing large scales on application.

Merrick, Anderson & Co.
WINNIPEG, MANITOBA.

Loaded shells:	
Eley's soft, 12 gauge black	15 00
chilled, 12 gauge	16 00
soft, 10 gauge	18 00
chilled, 10 gauge	19 00
Shot, Ordinary, per 100 lb	6 00
Chilled	6 50
Powder, F.F., keg	4 75
F.F.G	5 00
Tinware, pressed, retinned	70 and 10 p.c.
" " plain	75 and 2½ p.c.
" pieced	
Japanned ware	37½ p.c.
Enamelled ware, white	45 p.c.
" Famous	50 and 10 p.c.
" Imperial	50 and 10 p.c.
Green Wire Cloth	1 55

PETROLEUM.

Water white American	27½c.
Prime white American	25½c.
Water white Canadian	25½c.
Prime white Canadian	24½c.

SCRAP.

No. 1 cast iron	$14 to 15
No. 2 "	7
Wrought iron scrap	5
Copper (heavy)	8½c. per lb.
Yellow brass (heavy)	7½c. "
Light brass	5c. to 6c. "
Lead pipe, or tea lead	2c. to 2½c. "
Zinc scrap	1c. "

PAINTS, OILS AND GLASS.

White lead	$6 00 to $6 50
Putty in bladder, 2½ lb., in keg of 100 lbs.	0 02¾
Turpentine, pure, in barrels	$ 0 97
Less than barrel lots	1 02
Linseed oil, raw	0 57
Boiled	0 60

WINDOW GLASS.

Single 1st break, up to 25 miled inches, $3.50; 26 to 40, $3.75; 41 to 50, $3.25; 51 to 60, $4.50; 61 to 70, $5, in 100-ft. boxes.

Lubricating oils, heavy castor machine	0 29
" " extra engine	0 27
" " dynamo	0 35
" " black	0 22
" " cylinder	$0 50 to 0 75
(as to quality)	
Harness oil	0 50 to 0 60
Neatsfoot oil	1 00
Vegetable oil, 1st pressure	1 00½
" " 2nd pressure	1 09½

PITTSBURG METAL MARKETS.

CONTINUED strength is shown in pig iron and finished products, and the prevailing opinion is that the situation is assured until July 1. There has been practically no buying of iron for delivery beyond the middle of the year, although the tonnage of finished products for delivery the second half is growing larger every day. Demand for plates and structural shapes is improving, steel car plants and structural shops buying plates more freely, although the shipbuilding trade is still backward.

The ore meeting has been postponed until April 12. It is to be held in New York and will be followed by meetings of producers of billets, structural shapes, etc. The plate meeting is scheduled for Thursday of this week. Unless the merchant ore producers consent to act in unison with the other ore interests this year, the larger producers have announced that there is very little likelihood of such an association in the future.

The orders taken by the export department of the United States Steel Corporation for billets, sheet and tin bars are heavier than generally believed by the trade. Orders for these materials for delivery this year aggregate nearly 250,000 tons. Owing to the strengthening of the domestic market and the higher prices made on these products by the German steel syndicate advances of about four shillings have been made by the export company of the Steel Corporation. No orders for billets are now being taken for delivery before June, and for this delivery 80 shillings is asked, delivered Liverpool, Antwerp or Manchester, while sheet and tin bars are held at an advance of one shilling a ton. Less than a month ago billets were sold for delivery at these points at 76 shillings 6d and bars at an advance of one shilling. Considerable business is still being offered and the indications are that a considerable tonnage will be placed in the next few months despite the German competition. Billets at 80 shillings will net the works, Pittsburg, about $16.50, while some of the business taken abroad a few months ago netted the works a trifle under $15 a ton. The Duquesne works of the Carnegie Steel Co. are now running full on billets and bars for foreign shipment, and orders in hand will keep the mill on in full until nearly the middle of the year.

To-day the delegates of the sheet and tin plate lodges of the Amalgamated Association are meeting for the purpose of reconsidering the refusal to accept the recent reduction in wages. As noted last week the reduction was rejected by an overwhelming vote. An amicable adjustment is looked for. An analysis of the vote showed a majority of the tin workers employed by the American Sheet and Tin Plate Co. in favor of the reduction, while the almost unanimous votes of the employes of the independent sheet and tin mills caused a rejection of the reduction.

For Pig Iron and Steel Report see Page 38.

Rails and Track Material—There has been practically no new business in standard sections, although several roads are reported in the market for small lots. The demand for light rails is improving somewhat, but low prices continue to be made. We make the following quotations: Standard sections, 50 pounds and over, in lots of 500 tons and over, $28; car lots and less than 500 tons, $30; less than car lots, $32; 16 to 40 pounds, $23 to $24. Track material: Spikes, 1.65c to 1.70c.

Structural Material—Demand is improving very materially, the buying more general, but no large contracts are being closed. Prices are unchanged as follows: Beams and channels, 3 to 15 inches, are quoted, 1.60c; 18 to 24 inches, 1.70c; tees, 1.65c; zees, 1.60c; angles, from 3 to 16 inches, 1.60c; universal mill plates, 1.60c.

Bars—Specifications continue heavy, but there is little new business. All of the mills are operating at their utmost capacity and the market is in good condition. We make the following quotations: Bar iron, 1.40c to 1.45c, Pittsburg, for local delivery, while for Western shipment quotations are based on 1.35c, Pittsburg. Hoops are held at 1.40c base, and bands at 1.35c taking bar extras. Bessemer steel bars, 1.35c; open-hearth, 1.40c; plow beams and cultivator beams, 1.35c, net; channels, angles, zees and tees, Bessemer, under 3 inches, 1.45c. The following differentials are maintained on steel: Less than 2,000 pounds of a size and not less than 1,000 pounds, 10 cents advance; less than 1,000 pounds of a size, 30 cents advance.

Sheets—Demand for sheets has improved during the week and there is little shading of prices. The trend of the market in the next few days will depend largely on the action of the special convention called by the Amalgamated Association.

Wire and Wire Nails—Demand for wire products and nails continues strong, although no advance in prices is looked for at the present time. On cut nails slight advance would not surprise the trade. We quote: Wire nails, carload lots to jobbers, f.o.b. cars Pittsburg, $1.90 base, plain wire, carload lots, $1.80 base; barb wire, carload lots, $2.20 base; staples, carload lots, $2.05 keg. Galvanized, 30 cents extra. Carload lots to retailers are held at 5 cents advance in all lines, and on less than carload lots a further advance of 10 cents is charged. Steel and iron cut nails, carload lots, $1.75, and less than carload lots, $1.80, f.o.b. Pittsburg, plus freight to point of destination. Terms, 60 days, less 2 per cent. off in 10 days.

Merchant Steel—A continued improvemen is noted for all grades of merchant steel and the mills are operating more fully than at any time in the past six months. We quote: Cold rolled and ground shafting 52 off in carload lots and 47 per cent. off in less than carload lots. Tire steel, 1.50c, base; spring steel, 1.90c to 2c; toe calk, 1.85c, base.

Pipes and Tubes—Orders placed for pipes and tubes during the first quarter of the year are exceedingly satisfactory and the buying thus far this month is equal to that of the first week in March.

Coke—Demand for foundry coke has been quite heavy in the past week, the buying being more general than for several months. In addition deliveries are becoming better, due to the better car service afforded the shippers in the Connellsville region. One order for about 15,000 tons of 72-hour foundry coke for delivery to next April was placed at $2, which is considered an excellent purchase under present conditions. The range of prices on foundry coke for delivery the next three to six months is still wide, some producers quoting as low as $2.15 for excellent product, while others are securing as high as $2.50. Furnace coke is being offered more freely and prices range from $1.60 to $1.65. During the week ending Saturday, March 26, the production of the upper Connellsville region reached 202,172 tons and the lower region's output amounted to 50,136 tons, a slight falling off as compared with the production the previous week.

TRADE IN COUNTRIES OTHER THAN OUR OWN.

The British Iron Trade.

THE report of the Board of Management of the British Iron Trade Association was read at a meeting of that body held at the Westminster Palace Hotel on Thursday. It dealt generally with the condition of the iron trade, and also referred incidentally to the fiscal question and other matters. The volume of home business for 1903, it said, was not what it had been in some previous years, but the volume of exports was larger than in the previous 12 months. The increase of exports was mainly due in the earlier months of 1903 to pig iron on American account. The condition of the home steel trade had been sensibly affected by imports on an unprecedentedly large scale. In so far as those imports were semi-products, sold at a low price for the purpose of being rolled into sheets, plates, etc., they had affected the home trade more or less favorably; but, on the other hand, the same imports had had a more or less adverse influence on the steel works which devoted themselves to the production of blooms, billets, etc., in the United Kingdom. The mere fact that so much finished material had been imported for British consumption from foreign countries was a strong evidence of the persistent competition which our manufacturers had to meet in almost every branch of production. As to the trade outlook, the depression which had overtaken the United States after several years of prosperity threatened to bring about a new American invasion of British markets on a hitherto unapproached scale. This had led to an increase of American dumping in some of the neutral markets, more especially in Canada, where the prices quoted were 15 to 25 per cent. less than in the United States itself. This fact pointed to less favorable competitive conditions for our own manufacturers in the future. The proposals of the Tariff Commission had been put before the members of the association, with the result that 90 per cent. of the replies desired that some change in the present system should be made. The majority, at the same time, declined to commit themselves to the precise character of the change. The question of iron ore supplies was next dealt with by the report, which stated that the threatened approaching exhaustion of the iron ore deposits suggested the importance of securing foreign supplies that might either now or at some future time be made available for the British iron trade. Extensive orders during the past twelve months have been placed in Great Britain for rolling stock for the Central South African Railways. No fewer than 1,750 large steel wagons have been contracted for, included in this number being several wagons of a capacity of over 35 tons. These last are being built by the Leeds Forge Company, and a number have recently been shipped to South Africa. They are 39 feet 3 inches in length, 7 feet 5 5-8 inches wide, and 9 feet 9 inches in height above the rail level, with a cubic capacity of 1,428 feet. The wagons are fitted with patent steel underframes and bogies, and are provided with longitudinal doors, which can be automatically opened or closed. Before being shipped to South Africa the wagons were submitted to a test load of 240,000 lbs. of pig iron.—Iron and Steel Trades Review, March 25.

The Proposed German Steel Trust.

IT is now becoming apparent that the idea of organising the entire steel trade of Germany in the form of a gigantic trust on American lines, although without any consolidation of share and bonded capital, has little prospect of being realized on the plan which was originally contemplated, and the probability exists that a price war will soon be commenced both in regard to the inland trade and the export branch to Great Britain, Belgium and other countries. The official returns of the German Iron and Steel Institute, which were issued a few days ago, show that the total production of pig iron in 1903 amounted to 10,085,634 tons, or an increase of 20 per cent. over 1902 and of 18 per cent. over 1900, which was the record year in the history of the country. The greater portion of this quantity of pig iron has been converted into steel, and the object of the trust is to secure control over no less than 8,587,724 tons of steel now annually produced by 28 of the principal works. It is, however, becoming recognized that the interests of all the 28 works cannot be satisfactorily reconciled, and that these companies and firms are dividing themselves into two groups. The first group, or the insiders, are represented by some of the large Rhenish-Westphalian works and the works in Lorraine. Fifteen of these insiders have just succeeded in arriving at an agreement among themselves, and they represent 66 per cent. of the contemplated production of 8,587,724 tons per annum. It is also hoped to soon obtain the adhesion of five other firms, and the production brought under control would then be increased to 77 per cent. It is extremely doubtful whether the outsiders will associate themselves with the trust. If not, the fifteen works will proceed to put into execution their threat to start a war of prices with the outsiders in order to compel them to abandon their opposition. The important matter, from the British producing standpoint, is that the fifteen works already in harmony are those which are so largely concerned with the export of semi-finished steel products and joists and girders, and that the syndicate they have now practically created intends to embark upon a price war, the effects of which will doubtless be experienced in external as well as inland markets.—Kuhlow's German Trade Review, March 16.

British Tin and Copper Markets.

London, April 6.—Spot tin opened easy at £128 2s 6d, futures £128 7s 6d, and after sales of 360 tons of spot and 70 tons of futures closed weak at £127 7s 6d for spot and £127 10s for futures, making price as compared with yesterday £1 5s lower on spot and £1 5s lower on futures. Singapore quotation for tin to-day was equal to £128 15s London, 12s 6d higher than yesterday's closing.

London, April 6.—Spot copper opened firm at £58 17s 6d, futures £58 12s 6d, and after sales of 300 tons of spot and 450 tons of futures, closed easy at £58 12s 6d for spot and £58 7s 6d for futures, making price as compared with yesterday 2s 6d lower on spot and 5s lower on futures.

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250 MILES OF FENCING.

Mackenzie, Mann & Co. have awarded a contract to the McGregor-Banwell Fence Co., of Walkerville, Ont., for 250 miles or Ideal woven wire fencing, including erection for the Canadian Northern Railway for use in Manitoba and N.W.T.

PAINT, OIL AND BRUSH TRADES

White Lead Analysis.

A REPORT on "White Lead in Oil, 1903," has been issued by Thos. Macfarlane, chief analyst, Inland Revenue Department. In the preface to the report Mr. Macfarlane says that in accordance with instructions of August 11, he collected 147 samples of white lead in various districts of the Dominion, 40 of them in the Maritime Provinces, 33 in Quebec, 44 in Ontario and 30 in Manitoba and West. The table appended to the report "gives the names under which these samples were sold, and the results of their examination in this laboratory, as well as the names of the vendors and furnishers of the samples. Besides ascertaining the absence of 'barytes,' the commercial name of the mineral, barite, finely ground, or its percentage when present, search was made for the acid-soluble sulphuric acid and lime, in order to detect adulteration by sulphate of lime or by common whiting. These, it will be observed, were very seldom found, the chief adulterant being barytes.

"The table also gives in the remark column the conclusions drawn by myself from the results of the testing, according to which the total number of samples examined may be classified as follows:

Genuine	100
Slightly impure	2
Adult rated, but not sold as pure	2
Adulterated, but sold under special names	25
Adulterated, sold as white lead	12
Prepared paints not sold as white lead	6
Total	147

"In explanation of the foregoing it may be stated that the samples characterized as genuine are those which have been sold as pure in accordance with the provisions of the Act in restraint of fraudulent marking. This Act prohibits the use of the terms 'pure' or 'genuine' for white lead in oil, unless the article has the composition specified in schedule A of the Act. The two 'slightly impure' samples were no doubt intended for genuine, and the very small amount of insoluble matter present was probably accidental. The two samples 'not sold as pure' have been called adulterated, although the vendor showed good faith in making the declaration. The large number of samples sold under special names have been named 'adulterated' in accordance with former practice, and because their sale contravenes the spirit of the Adulteration Act, which defines an article as adulterated if 'any substance has been mixed with it, so as to reduce, lower or injuriously affect its quality or strength.' Besides, the special names do not indicate the 'mixed' or 'compound' nature of these samples as required by the Act; neither do they declare to the purchaser that he is being served with an inferior article. Twelve samples were sold simply as white lead, but were largely adulterated, and were not labelled as 'compound' or 'mixture.' Finally, seven samples were purchased by the inspectors which were plainly declared to be 'paints' by the vendor and are known to be articles quite different in character from 'white lead in oil.'"

Canadian Minerals for Paints.

The Ontario Geological Survey Department has completed an investigation of importance to persons concerned in the making of paint. The object of the work was to ascertain the possibility of using the mineral varieties for the manufacture of pigments or paints of all colors. The investigation involved examination into the properties of mineral pigments, such as exact shade of color, smoothness of grain, persistence of color when exposed to air and light, processes of treatment to fit them for use, and various other points. The work resulted in the discovery of many interesting circumstances. Some new tints were found which will prove of value to the craft of decorators.

WHAT ADVANTAGE TO YOU TO HANDLE THE BEST

By so doing you establish and maintain a reputation that cannot be undermined.

HOLLYWOOD PASTE, READY-MIXED and FLOOR PAINTS

enable you to do this, because they are the best.

They wear on the job, not off it.

THE IMPERIAL VARNISH & COLOR CO. LIMITED,

TORONTO, TARIO, CAN ADA.

LINSEED OIL

Raw and Boiled

"GUARANTEED PURE"

MANUFACTURED BY

Canada Linseed Oil Mills, LIMITED,

MONTREAL.

☞ **BARRELS WANTED!!**

We are open to **buy good, sound, oak** Linseed Oil, Turpentine, Varnish, and Machine Oil Barrels.

McArthur, Corneille & Co.

MONTREAL

Glue and Gelatine

An extensive assortment, to suit all requirements.
WILL BE PLEASED TO SUBMIT SAMPLES AND PRICES

MANUFACTURERS AND IMPORTERS OF . . .

White Lead, Oils and Colors, Prepared Paints, Window Glass, Varnishes, Etc.

SELLING AGENTS IN CANADA

For the GENUINE
Imperial French Green
of JOHN LUCAS & CO., PHILADELPHIA.

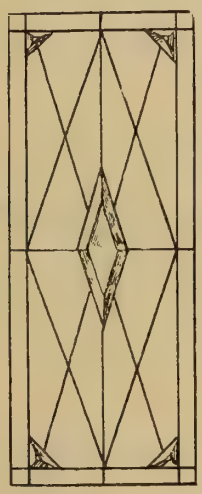
And CELEBRATED
English Varnishes
of CHAS. TURNER & SON, LONDON.

Please mention HARDWARE AND METAL when writing.

Show These to Your Customers.

BEVEL PLATE DOOR AND WINDOW PANELS

102.



103.

LUXFER WINDOW PRISMS

LUXFER SIDEWALK PRISMS

3 feet Square } STANDARD SIDEWALK PRISMS
4 feet Square } IN STOCK.

LUXFER PRISM CO.,

100 King St. W., TORONTO.

USE ONLY THE BEST

GILLETT'S PERFUMED LYE

is the STANDARD article

READY FOR USE IN ANY QUANTITY.

For making soap, softening water, removing old paint, disinfecting sinks, closets, drains and for many other purposes. A can equals 20 pounds SAL SODA.

SOLD EVERYWHERE.

E.W. GILLETT COMPANY LIMITED
TORONTO, ONT.

Paint and Oil Markets

Quebec.

Office of HARDWARE AND METAL.
232 McGill Street.
Montreal, April 7, 1904.

GENERAL conditions in the paint and oil markets are much the same as at the time of our last report. Turpentine shows a further weakness and has been marked down 2 cents per gallon. The Spring crop is now in sight and still further reductions may be expected soon. Linseed oil remains steady at former quotations. It is impossible to quote shellac varnish with any reasonable approach to exactitude as the range of prices is very wide. The market for gum shellacs is very strong and the supply small; hence prices for shellac varnish are stiffening. As stated last week, one manufacturer is considering the advisability of withdrawing all quotations and accepting orders only subject to the market.

Business this week shows a marked improvement. Lower freight rates went into effect on the first of April and large shipments are now being made. Collections are not all that might be desired, but there has been some improvement which is expected to continue with the opening up of the country roads. We quote:

Ground White Lead—Best brands, Government standard, $4.50; No. 1 $4.25 to $4.40; No. 2, $4 to $4.10; No. 3, $3.67 1-2 to $3.77 1-2; No. 4, $3.30 to $3.40, all f.o.b. Montreal.

Dry White Lead—$4.25 in casks, and in kegs $4.50.

Dry White Zinc—Pure dry, in casks, 6 1-4c; in 100-lb kegs, 6 3-4c; No. 1, zinc, in casks, 5 1-4c; in 100-lb kegs, 5 3-4c.

White Zinc—(ground in oil)—Pure, 25-lb irons, 8c; No. 1, 7c; No. 2, 6c.

Putty—Bulk, in barrels, $1.50; in 25-lb tins and irons, $1.80; bladdered putty in barrels, $1.75.

Orange Mineral—Casks, 7c; 100-lb kegs, 7 1-4c; smaller quantities, 8 1-4c.

Red Leads—Genuine red lead, in casks, $4.25; in 100-lb kegs, $4.50; in less quantities, $5.50 per 100 lb. No. 1 red lead, casks, $3; kegs, $4.25, and smaller quantities, $5.25.

Litharge—Ground, casks, 5c; in less quantities, 5 1-2c; flake litharge, casks, $5; smalls, $5.50 per 100 lb.

Linseed Oil—Raw, 1 to 4 barrels, 47 to 48c; 5 to 9 barrels, 46 to 47c; boiled, 1 to 4 barrels, 50 to 51c; 5 to 9 barrels, 49 to 50c. Delivered in Ontario between Montreal and Oshawa at 2c per gallon advance.

Turpentine—Single barrels, 87c; 2 to 4 barrels, 86c. Standard gallon of 8.6 pounds.

Shellac Varnish—Pure white, $2.85 to $3.50; pure orange, $2.75 to $3.40; No. 1 orange shellac, $2.45 to $2.60.

Mixed Paints—$1.20 to $1.40 per gallon.

Castor Oil—8 3-4 to 9 1-4c in wholesale lots, and 1-2c additional for small lots.

Canadian Paris Green — Barrels, 14 1-4c; arsenic kegs, 14 1-2c; 50 and 100 lb drums, 15c; 25-lb drums, 15 1-4c; 1-lb packages, 16c; 1-2-lb packages, 18c; 1-lb tins, 17c. Terms 2 per cent. discount for cash in 30 days or 90 days net.

English Paris Green—Barrels, 14 1-4c; arsenic kegs, 14 1-2c; 50 and 100 lb drums, 15c per lb; 25 lb drums, 15 1-2c; 1-lb paper boxes, 16c; 1-lb tin boxes, 17c. Terms, 2 per cent. 30 days; 90 days net.

Ontario.

Office of HARDWARE AND METAL.
10 Front street east.
Toronto, April 7, 1904.

FROM all quarters come optimistic reports of the paint trade outlook. Retailers are starting to buy freely and wholesale houses are kept busy keeping up to orders. Consequently a general feeling of confidence is manifested. In less than five hours the representative of a Canadian paint, lead and varnish house sold over 38 tons in London, Ont.

Prices are steady as a rule, but turpentine continues easy. One firm quotes a reduction of 4c, which makes their quotations 87 1-2c for single barrels. Otherwise there is no alteration in the market prices. We quote:

White Lead—Ex-Toronto, pure white lead, $4.65; No. 1, $4.20; No. 2, $3.90; No. 3, $3.50; No. 4, $3.25 in packages of 25 lb and upwards; 1-2c per lb extra will be charged for 12 1-2-lb packages; genuine dry white lead, in casks, $4.50.

Red Lead—Genuine in casks of 560 lb, $4.25; ditto, in kegs of 100 lb, $4.50; No. 1, in casks of 560 lb, $3.75 to $4; ditto, in kegs of 100 lb, $4.25.

White Zinc—Genuine, French V.M., in casks, $6 to $6.25; Lehigh, in casks, $6 to $6.25.

Shingle Stain—In 5-gallon lots, 60 to 85c per gallon.

Paris White—90c to $1 per 100 lb.

Whiting—60 to 65c per 100 lb; Gilders' whiting, 75c.

BRANDRAM'S B.B. GENUINE WHITE LEAD

has long been known as the best white lead the world produces. It is unequalled for whiteness, fineness and body, and will cover more than any other white lead manufactured. It is the only white lead used in the manufacture of

Anchor and English Liquid Paints.

This, together with the most permanent pigments known and the finest grinding in genuine Linseed Oil, Turpentine and Dryers, combine to make a paint that is unapproachable.

Send us a post card and let us tell you all about it.

HENDERSON & POTTS, Limited, Halifax.
HENDERSON & POTTS CO., Limited, Montreal.

Persons addressing advertisers will kindly mention having seen their advertisement in Hardware and Metal.

R. E. THORNE, 768 Craig St., MONTREAL

Wholesale Agent and Importer

Dry Colors, Ochres, Bronze Powders, Aluminum Powder, Schlag Metal, Bronze Liquids and Varnishes.

Toronto Office—29 Melinda St.

TRADE

NOBLES & HOARE · NH · LONDON

MARK

Nobles & Hoare,

CORNWALL ROAD STAMFORD STREET.

LONDON, ENG.

Manufacturers of

HIGH-CLASS VARNISHES ONLY

Which can be obtained direct from the works or from the principal Color Dealers in Canada

"Island City" Paint and Varnish Works

Our "Island City" Enamel Paints are the best in the market—17 artistic shades.

Our "Island City" Aluminum, Gold and Silver Paints can be used with great satisfaction on Furnaces, Radiators, all sorts of Furniture and Ornaments that require renovating.

P. D. DODS & CO., Proprietors, Montreal, Toronto, Vancouver.

WILCOX MFG. CO. OF ONTARIO, Limited

HEAD OFFICE **LONDON, ONT.**

Door Hangers of every description, Automatic Fire Door Equipments, Overhead Trolley Carrying Systems, Velox Ball-Bearing Grindstones, Velox Ball-Bearing Emery Grinders, Triumph Wire Stretchers, Sash Weights.

WRITE FOR PRICES.

FACTORIES:

AURORA, Ill.
ST. THOMAS, Ont.
HAMILTON, Ont.

Granite Floor Paint

—Quick drying and durable. Dries hard. Resists the rough usage to which floors, piazzas, steps and kindred surfaces are necessarily subjected. Made from purest and finest materials. Without doubt the best floor paint on the market. 8 colors—gallons, ½ gallons, quarts.

SEND FOR PRICE LIST.

THE STANDARD PAINT AND VARNISH WORKS CO., Limited

WINDSOR - - CANADA.

Shellac—Pure orange, in barrels, $2.50 to $3; white, $2.50 per gallon; No. 1, $2.37 1-2, including price of can.

Linseed Oil—Raw, 1 to 2 bbls, 48c; boiled, 51c; 3 to 5 bbls, raw, 47c; boiled, 50c; 6 to 9 bbls, raw, 46c; boiled, 49c; delivered, Toronto, Hamilton, London and Guelph. One firm is quoting raw, 1 to 4 bbls, 47c; boiled, 50c; 5 to 9 bbls, raw, 46c; boiled 49c; 10 bbls and over, open; ex-Toronto, 2 per cent. off 30 days.

Turpentine—Single bbls, 88c; 2 to 4 bbls, 87c; 5 bbls and over, open, Toronto, Hamilton, London and Guelph, with 2c extra for delivery outside. One firm quotes: Single bbls, 87 1-2c; 2 to 4 bbls, 86 1-2c, delivered; 5 bbls and over, open, ex-Toronto with 2 per cent. off 30 days. For less quantities than barrels, 5c per gallon extra will be added, and for 5-gallon packages, 50c and 10-gallon packages, 80c will be charged.

Glues—Broken sheet, in 200-lb bbls, 8 to 8 1-2c per lb; cabinet glue, in bbls, 11 1-2 to 12c; emery glue, in bbls, 17c; bookbinders', ground, 10 1-2c; finest American, white, 19c; No. 1 American white, 15c per lb.

Putty—Common, $1.65; pure (linseed oil) bladders in barrels, $2; bladders, in 100-lb kegs, $2.25; bulk in barrels, $1.75; bulk, less than barrels and up to 100-lb, $2.

Plaster Paris—New Brunswick, $2 per bbl.

Liquid Paints—Pure, $1.20 to $1.40 per gallon; No. 1, $1.10 per gallon.

Barn Paints—65 to 70c per gallon.

Castor Oil—English, in cases, 7 1-2 to 8c per pound, and 8 1-2 to 9c for single tins.

English Paris Green — Petroleum bbls, 13 1-4c; arsenic kegs, 13 1-2c; 50 to 100-lb drums, 14c; 1-lb packages, 15c; 1-lb tins, 16c; 1-2-lb tins, 18c.

Canadian Paris Green (present delivery)—Petroleum bbls, 13 1-4c; arsenic kegs, 13 1-2c; 50 and 100-lb drums, 14c; 1-2-lb tins, 18c.

Window Glass.

MONTREAL.

There is a better movement from stock. Prices are steady. We quote: First break, 50 feet, $1.70; second break, $1.80 for 50 feet. First break, 100 feet, $3.25; second break, $3.45; third break, $3.95; fourth break, $4.20.

TORONTO.

The demand is improving steadily and prices are stronger though no change is shown. We quote: Star, first break at $3.30 per 100 feet and Double Diamond, first break, at $5.10. Discount 15 and 20 per cent.

Winnipeg Glass Works Ready.

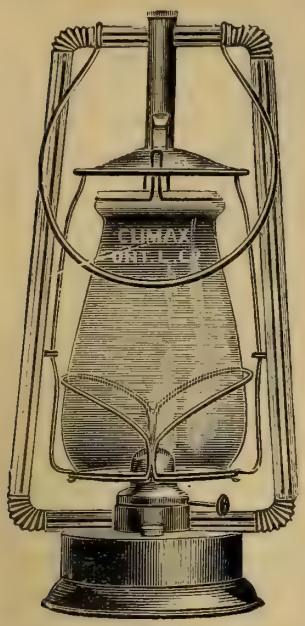
The Consolidated Plate Glass Co., Toronto and Winnipeg, have installed a new, up-to-date and completely equipped glass beveling and silvering plant in connection with their Winnipeg plate, sheet and fancy glass warehouse, and are now ready to turn out quickly all orders for beveled plates, British mirrors, plain and beveled; ground and polished edges, etc.; German mirrors, plain and beveled.

Their present plant, they claim, gives them an advantage in time of delivery, of several weeks over an Eastern factory, and lessens risk of damage in transit, as the longer the haul the greater the risk of breakage. With the present facilities they can now ship promptly so they solicit enquiries and orders from the trade.

Products of the Oil Refinery.

THE crude oil is pumped from the oil fields to the tanks at the refinery. The first product that comes off as the process of distillation proceeds is naphtha, says the Oil Reporter. This is followed by gasoline. Then comes kerosene and after that "signal" oil, a heavier oil, which is used in signal lamps. There are numerous lubricating oils, the most delicate of which is dynamo oil, a thin, fine oil suitable for delicate machinery. Then there are twenty or more greases, including a mixture of yellow and black grease, which is sold for axle grease. There is a heavier grease, which is used to grease rails at railroad curves, so as not to wear the flange of wheels and to protect the rails. A delicate product is paraffin, which is used by housewives to protect canned fruit. The final product of the crude oil is a form of coke, which is the last throw-off of the original crude produce. It is burned in a grate like coal or is manufactured into the insulation that is used to protect wires of various kinds.

Standard Light Producers



Banner Cold Blast Lanterns
Climax Safety Lanterns
Banner Lamp Burners
Shelby Electric Lamps
Brilliant Electric Lamps

For sale by all prominent dealers throughout the Dominion.

Manufactured by

ONTARIO LANTERN & LAMP COMPANY,

Hamilton. Ont.

Write for prices to Walter Grose, Montreal.

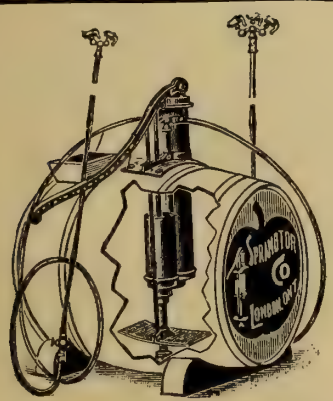
All progressive dealers now find it advantageous to stock

Gilbertson's "COMET" Galvanized Sheets and Galvanized Canada Plates.

Quality and price right.

W. GILBERTSON & CO, Limited, near Swansea, Eng. Makers.

ALEXANDER GIBB, MONTREAL,
Canadian Representative.



THE SPRAMOTOR

is recognized by the users as the most durable and efficient apparatus yet invented, for the

Prevention of blight and bugs on fruit and potatoes.
For the destruction of wild mustard in the grain crops without injury to the grain, and for
The painting of buildings.
Has been awarded First Place by the Canadian Government in actual contest, and
The Gold Medal at the Pan-American.
The Trade fully protected.
Write for particulars and discounts. Terms liberal.

THE SPRAMOTOR CO.,
68-70 King St., - - LONDON, CAN.

McCaskill, Dougall & Co.

Manufacturers

RAILWAY, CARRIAGE AND BOAT **VARNISHES.**
HIGH-GRADE FURNITURE and HOUSE VARNISHES.

MONTREAL.

H. & R. SINGLE GUN AUTOMATIC AND NON-EJECTING

12, 16 and 20 Guage.
Steel and Twist Barrels
Superior in Design, Workmanship and Finish, and the most popular Gun on the Market.

Simplest "Take Down" Gun Made

HARRINGTON & RICHARDSON ARMS CO.
Also makers of H. & R. Revolvers.
Catalog on request. Worcester, Mass., U.S.A.

STANLEY RULE & LEVEL CO.,

NEW BRITAIN, CONN., U.S.A.

IMPROVED CARPENTERS' TOOLS

SOLD BY ALL HARDWARE DEALERS.

MANUFACTURED BY
G. F. STEPHENS & CO., LIMITED
WINNIPEG, CANADA.

STOVES AND TINWARE.

The Spring Stove Trade.

STOVE manufacturers have become accustomed to the gradual shrinking of the stove trade in the Spring, until the business done of late years is practically nothing compared with the Spring trade of a quarter of a century ago, states the Metal Worker. This year there is apparently less than heretofore, which is probably due in no small measure to the fact that the Winter has been extremely severe, and the close of the first Spring month hardly gives evidence that it has passed. For this season the present condition of the trade resembles that of the latter part of February in ordinary years. The trade has manifested an interest in the seasonable goods and the new goods which have been brought to their attention, but with weather conditions as they have been, there was no incentive to place orders or make purchases. In consequence, both in coal stoves and oil stoves, the orders are very much belated, and there is some possibility of the shipping facilities of manufacturers becoming overwhelmed when the natural demand for goods makes its appearance.

Apparently, price is not much of a factor in the question, the attractions which the goods offer being of greater interest to the buyer. It is fortunate that this view of the situation is taken by the purchasers, for the reason that there is nothing in present indications that warrants a demand for a concession in prices. Notwithstanding the scarcity of orders there is no evidence of a desire to force sales. Of course, with the conditions as outlined there is little or no encouragement for the practice which in dull seasons some are inclined to follow, to book orders, with the object of working off stock or to aid them in meeting bills that are coming due. The business conditions seem to be devoid of any unusual features, and the stove men, as well as dealers in other lines, will do well to consider fair prices in their buying, and then to base their selling prices accordingly. There is no room for any concessions when there is nothing in the conditions that indicates the likelihood of any wide fluctuation.

Second Hand Stoves Profitable.

Says a dealer in the Stoves and Hardware Reporter: We find the second-hand stove business a very profitable one. We buy and trade second-hand stoves of all kinds. This branch of our business is kept entirely separate, having a room fitted up for the purpose. These goods oftentimes net us more clean money than new goods. A man comes to us in the early Fall to trade stoves. We trade him a new stove, getting our price, and get the old one at a very low figure. This stove is then taken into the second-hand room and the necessary repairs made thereon, after which it is polished and placed on the sale floor, and oftentimes brings a better margin of profit than new goods. We have found this very successful having sold as high as one hundred good second-hand stoves in a single season.

Tinners' Torches.

THE Canadian General Electric Co., Toronto, have issued a leaflet describing the torches they are offering for tinners, plumbers, etc. The following claims for the torch are made in the leaflet. "The tank is drawn out of heavy brass, free from seams, and all fittings are heavy. Reinforcements are used to make an extra strong tank. A brass air pump of the latest design screws into the tank and is submerged in gasoline, which aids in keeping it cool, and also protects it from injury. The burner used is a strong generator, producing a clear, blue, blast flame, using very little gasoline. In fact, the user will soon save the cost of the torch in the saving of gasoline alone; with it he can do any work that can be done with any round-burner torch. The No. 2 is light, well balanced, easily handled, and is sure to please. Only the best of workmanship and materials have been used. It is supplied in polished brass or nickel-plated, as desired."

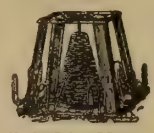
Stove Firms Disagree.

The William Buck Stove Company, of Brantford, fear an infringement of their designs by the Guelph Foundry Company, and have issued a writ for an injunction to restrain the latter company from applying the Buck Stove Company's Industrial design to their stoves. They also ask for the delivery to them of all stoves of this design and patterns in the possession of the Guelph company and for an account of the profits made by them.

$5 CHEQUE PERFORATOR

perforates and indelibly inks the amount. Five dollars only. Express paid. Sent on approval.

Canadian General Purchasing Agency
MONTREAL.



Wire-Cone Incandescent Toaster

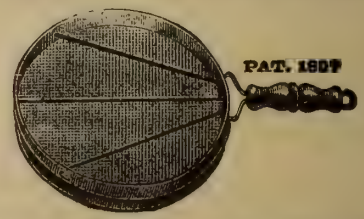
Only perfect Bread Toaster for Gas or Gasoline Stoves. No smoky taste to bread toasted on this toaster. Write for prices.

H.O.Edy, Montreal. E.T.Wright & Co., Hamilton

HARKINS & WILLIS,
Manufacturers and Inventors - ANN HARBOR, Mich

COVERT MFG. CO.
West Troy, N.Y.
Steel Carriage and Wagon Jacks
Harness Snaps, Chain, Rope and Web Goods, etc.
SOLD BY ALL LEADING JOBBERS.

PRIEST'S CLIPPERS
BALL BEARINGS
Largest Variety, Toilet, Hand, Electric Power
ARE THE BEST.
Highest Quality Grooming and Sheep-Shearing Machines.
WE MAKE THEM.
SEND FOR CATALOGUE TO
American Shearer Mfg. Co., Nashua, N.H., USA



The FAIRGRIEVE GAS TOASTER
Retails at 25c. The only Toaster guaranteed to toast on gas, gasoline or blue flame oil stoves without taste or smell. Write for prices.
THE FAIRGRIEVE MAN'FG. CO.,
295 COLLEGE ST., TORONTO.
U. S. Branch: 289 Jefferson Ave., DETROIT
Agents for Great Britain: Heine, Solly & Co., Sutton House, 2 Old Street, London, E.C.

CAGES.

Bird Cages, Japanned and Brass, Parrot Cages, Squirrel and White Rat and Mouse Cages, Breeding Cages.

The most complete line of Cages manufactured on this continent. Styles, sizes and prices to suit every purchaser

E. T. Wright & Co., MANUFACTURERS, Hamilton and Montreal

Have you tried it?

Tried what?

SELLING MANTELS.

This is in your line of business, and it will pay you.

The Batty Stove & Hardware Co

76 YORK ST., TORONTO.

DIAMOND EXTENSION FRONT GRATE.

Ends Slide in Dovetails similar to Diamond Stove Back.

Diamond Adjustable Cook Stove Damper

Patented March 14th, 1893.

Patented December 22nd, 1890.

EXTENDED.

4 x 11 to 6 x 21.

For Sale by Jobbers of Hardware.

Manufactured by THE ADAMS COMPANY, Dubuque, Iowa, U.S.A

" TAYLOR-FORBES CO., Limited, Guelph, Ontario.

P-H

PIPE THAT IS PIPE.

The Search for Good Pipe.

We have been asked so often for a better grade of pipe than that ordinarily obtainable, that we have begun the manufacture of **Pipe that is Pipe.**

SEND FOR CIRCULAR.

Page-Hersey Iron & Tube Co., Limited,

GUELPH, - - ONTARIO.

Standard Wickless Blue Flame Oil Stoves

FOR

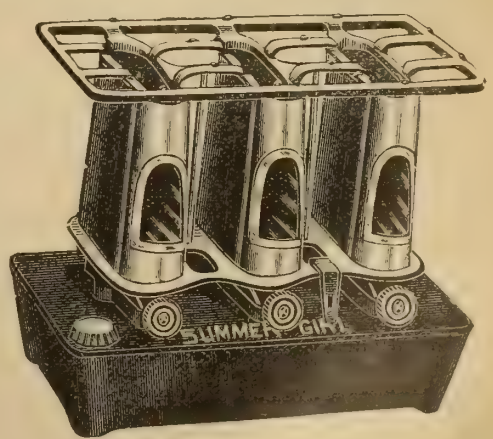
COAL OIL or GASOLINE.

SIMPLEST, SAFEST and BEST.

"Lights Like Gas."

(Simply turn on the oil and apply the match.)

Prices and Catalogue, showing a full line of these goods, on application.



"Summer Girl" Oil Stove

1, 2 or 3 Burners.

WIDTH OF FLAME—4 INCHES.

A good serviceable Oil Stove at a cheap price.

Al o in stock :—EAGLE AND GERMAN OIL STOVES, EXTENSION TOPS. WICKS, ETC.

WRITE FOR PRICES.

The THOS. DAVIDSON MFG. CO. Limited. ...MONTREAL

HEATING AND PLUMBING

Master Plumbers' Association of Ontario.

A Record Attendance From all Over the Province.

ON Friday last week the Master Plumbers' Association of Ontario marked a step forward in the completion of their organization, and reached a point which ensures strength and solidity for years to come.

From all parts of Ontario plumbers, gas and steam fitters, etc., gathered in Hamilton to accept the hospitality of their fellow craftsmen there, to consider the conditions affecting their business and to take steps towards the protection of their rights and towards raising the standards of sanitary work throughout the province.

On Thursday evening a conference was to have been held between representatives of the supply houses and the officials of the association, but owing to the festivities of the night before many of the manufacturers' representatives were not on hand and the conference was necessarily deferred.

Toronto.—Wm. Mansell, J. H. Wilson, L. Legrow, W. H. Meredith, Joseph Wright, J. B Fitzsimons, C. H. Beavis, J. J. McKittrick, K. D Allison, Geo. H. Cooper, Geo. Clapperton, D. Morgan, J. B. Reeves, W. B. Inwood, W. G. J. Adams, Fred. Armstrong and R. W. Harrison.

Hamilton.—W. J. Walsh, Ald. H. Wallace, S. Mellon, W. G. Smith, W. J. Clark, T. Jones, J. S. Kennedy, W. J. Fi zsimmons, H. Morley, A. Rodgers, J. H. Stewart, W. Clark.

London.—E. H. Russell, W. Smith, B. Noble, A. Rich, T. F. Needham, R. J. Haslett and Wm. Skelley.

Orillia.—T. Phillips.

Perth.—W. G. But'er.

Stratford.—J. Myers, H. J. Peters, F. Smith and F. J. Sylvester.

Lindsay.—J. Boxall.

Mitchell.—H. J. Clegg.

Peterboro'.—T. D. Macgregor.

St. Catharines.—S. P. Gourlay, C. H. Hooper and A. Riddell.

Ingersoll.—S. King.

Guelph.—H. Mahoney, A. Malcolm and F. Smith.

Galt.—James Scott.

Brantford.—T. A. Cowan and Chas. Taylor.

Berlin.—A. Sacks, H. L. Hymmen.

Barrie.—J. H. Neelands and G. H. Ling.

Collingwood.—R. McQuade and Wm. Parrott.

The dominant thought of the convention was the necessity of closer organization. It was deemed by many to be advisable to have a permanent organizer and much of the afternoon was spent in discussing this proposition and the work that would be entailed in organizing the province thoroughly. Eventually President Mansell, Treasurer Wilson and Robt. Harrison, of Toronto, were appointed an organizing committee with Secretary W. H. Meredith working in conjunction with them.

Grievances of members of the association against manufacturers were carefully considered and a project mooted to have an agreement with manufacturers to stop the sale of plumbing goods to consumers.

The reports of the officers were particularly gratifying. Secretary W. H. Meredith reported the membership as 135, an increase of 35 in the year.

President Wm. Mansell.

The officers elected were as follows :

President.—Wm. Mansell, Toronto.

Vice-President.—W. J. Walsh, Hamilton.

Past-President.—S. P. Gourlay, St. Catharines.

Treasurer.—J. H. Wilson, Toronto.

Financial-Secretary.—L. Legrow, Toronto.

Organizer and Secretary. — W. H. Meredith, Toronto.

Executive.—The above officers and E. Russell, London; H. Mahoney, Guelph, and G. Milne, Hamilton.

THE BANQUET.

The event of the convention was unquestionably the banquet, given in the "Waldorf" on Friday evening. In addition to a full attendance of master plumbers the following representatives of supply houses and manufacturers were noted :

Peter McMichael, Thos. Worthington and W J. Fulton, of The Dominion Radiator Co., Toronto.

E. H. Gurney and W. L. Helliwell, of The Gurney Foundry Co., Toronto.

W. H. and L. L. Anthes, of The Toronto Foundry Co.

Geo. Gouinlock, of The Toronto Hardware Co.

M. P. Huffmann, of The Canada Radiator Co., Montreal.

And. Mann, J. A. Maclaren and Geo. C. Pearsall, of The Stevens Mfg. Co., London.

A. A. McMichael, W. Sheppard, Jack Foster and E. A. Rogers, of The James Robertson Co., Toronto.

A. Somerville and W. A. Porter, of The Ontario Lead and Wire Co., Toronto.

J. D. Rosebaum, of The United Brass Co., Cleveland, O.

F. W. Armstrong, of The James Morrison Co., Toronto.

D. Young, of The Wolff Mfg. Co., Chicago.

The chairman of the evening was S. Mellon, president of the Hamilton association, who proved to be an expert toastmaster. The musical director and master of ceremonies in the refreshment department was Ald. H. Wallace, whose genialty and watchfulness over the comfort of the large number present contributed much to the success of the evening.

The excellence of the menu may be judged from the items below :

MENU.

Cheese Sticks
Lettuce Celery Olives
Fried White Fish, a la Creole
Potato Croquettes
Escalloped Oysters
Sugar Corn
Chicken Stew with Dumplings
Mashed Potatoes
Roast Turkey, Cranberry Sauce
Salmon Salad
Plum Pudding. Brandy Sauce
Vanilla Ice Cream
Assorted Cakes
Fruit Nuts Raisins
American Cheese
Soda Biscuits
Cafe Noir

After "The King" had been toasted with musical honors Chairman Mellon called on W. H. Meredith to reply to the toast of "The Dominion."

Secretary Meredith said he had prepared a speech for the occasion but the lively proceedings of the day had knocked them out of him. He was in good voice, however, and soon had his audience in a high degree of enthusiasm over the glories, past, present and future, of the Dominion. He drew a graphic picture of the development of the country from the days of the hardy pioneers and their log cabins to the present time of

DOES YOUR TRADE CLIMB ?

If not, you should make it. Nearly every trade is climbing these days. Ours is—and we want you with us. We can help your business climb if you will let us.

Take for a leader

RAMSAYS PAINTS.

It goes into your store as an established fact, well advertised, well liked, reasonably priced, nicely labelled.

Lots of people making money out of it because they use the helps we give them.

Lots making money out of it because they do a little climbing themselves.

More than any making money out of it because it's right paint to paint right. It sells at the right price. It pleases everybody. It helps your trade.

We have other good lines for a climbing business, too !

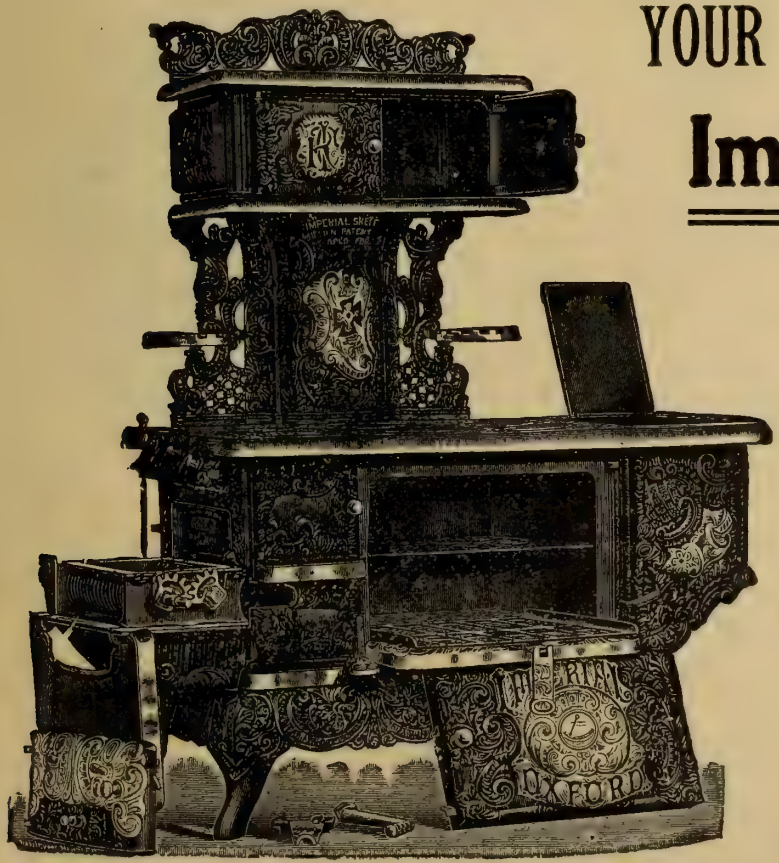
A. RAMSAY & SON **EST'D** **THE PAINT**
MONTREAL **1842** **MAKERS**

The New Century Ball-Bearing Washing Machine.

Not the cheapest but decidedly the best Washing Machine made.

Five to seven minutes only required for a tubful.
The operator need not stand when using it, and there is practically no wear on garments.
Full information given on application.

THE DOWSWELL MANUFACTURING CO., Limited.
Hamilton, Ont.
W. L. HALDIMAND & SON, Montreal, - Eastern Agents.



YOUR CUSTOMERS KNOW THE Imperial Oxford.

When you mention that you can supply an Imperial Oxford Range there is no more argument needed. That is where you make your profit. The Imperial Oxford sells without a lot of haggling and promising, and after it is sold you hear nothing of it but good.

The Gurney Foundry Co., Limited,
TORONTO WINNIPEG VANCOUVER
The Gurney-Massey Co., Limited,
MONTREAL.

thoroughly modern residences, churches and hotels, stores and public buildings. He was proud of his country, of its business men and particularly of the men who contributed so largely to the health and comfort of its people — the plumbers. During recent years a noble sentiment had won great attention throughout the country. The motto "Made in Canada" was one that found a responsive note in every true Canadian breast, and if the Canadian manufacturers of plumbing goods only treated the plumbers right as to the quality of their goods and the manner in which they sold them they would get loyal support. The forests of other days had given way to the fertile grain fields of to-day. He hoped to see the day when, in Ontario at least, even the wheat fields would be turned into sites for factories and mills whose chimneys would some day make a forest to take the place of the forests of old.

Vice-Pres. W. J. Walsh.

President Wm. Mansell was then called on to respond to the next toast, "Our Association." He claimed he had a better excuse for a poor speech than Mr. Meredith, as someone had walked off with his notes. He was, however, overjoyed at the attendance at the convention. It was not merely large but was representative of the best plumbing intelligence from almost every section of the province. He desired that every plumber present should fully recognize the purpose of their association and so read over sec. 2 of the constitution and by-laws, as follows :

This Association is organized for sanitary, commercial and social purposes, and has for its special object the advancement of trade in all the latest discoveries of science appertaining to sanitary laws; to promote and combine the interests and influence of members for the protection of trade against imposition, injustice or encroachment upon our common rights and interests, encouraging inventions and improvements in sanitary appliances; fostering an interchange of thought, and eliciting and communicating for the benefit of each member the best talent and the result of the experience and ability of all; to promote amicable relations with employes on the basis of mutual interest and equitable justice to both journeymen and master plumbers; to encourage Dominion and Provincial legislation for the furtherance of the interest of sanitary laws; to secure for the members of the trade equitable treatment in their dealings with manufacturers and dealers in supplies; to regulate the system of apprenticeship and employment, so as to prevent as far as possible the evil growing out of deficient training in the responsible duties of selecting, arranging and fitting up materials relating to the hydraulic and sanitary condition of dwellings, public and private institutions; to create and maintain a sanitary code at as high a standard as the progress of science (chemical, philosophical and mechanical knowledge) teaches. And we agree to carry forward with tireless zeal the work to which the above language relates.

Ontario was in natural resources one of the richest spots in the whole earth. Her minerals, forest wealth, fisheries and agriculture combined to make her people exceptionally prosperous. The sanitary laws of its principal cities, Hamilton excluded, were much above the average, the mechanical skill of the plumbing craft was unsurpassable and the inspection was both rigid and fair.

Chairman Mellon called on Mayor Morden, of Hamilton, to respond to the toast of "The Mayor and Council." The remarks of his worship were brief but very cordial. He was particularly impressed with the high order of intelligence manifested by the large number of those engaged in plumbing and kindred work. He was glad they were meeting with such success in cementing their organization, for it would be to the general advantage when nothing but the best grade of plumbing was done in the province.

W. A. Edwards, architect, Hamilton, was invited to respond to the toast "The Architects." He had come into close touch with the Hamilton plumbers and had found them as skilful and ingenious as the best, either in plumbing or steam fitting. He was also frequently in touch with the work in Toronto and had studied the working of the by-laws there. In it he thoroughly believed. The effect of it would be to protect the public from incompetence. "The present is an age of specialists," declared Mr. Edwards, "and the plumbing trade calls for so much real science and skill that one must be a specialist to make a success of it."

"The Board of Health" was responded to by Ald. Wallace, who gave a comprehensive talk on the steps taken by that body in Hamilton to preserve the health of that city. The only defect in their system, in his opinion, was the lack of a proper plumbing by-law.

At this stage of the proceedings an event took place which took President Mansell by surprise. The executive had decided, and had been supported by all present in the decision, that the services of Mr. Mansell in organizing and helping to bring to such a success in three years the Ontario Master Plumbers' Association were such that he should be shown how much they were appreciated. Consequently a gold headed cane was procured and to Secretary Meredith was assigned the task of presenting it. This he did now, at the suggestion of the chairman, in his usual eloquent way.

"The Plumbers' Union" was toasted next, the response coming from W. Harris, secretary of the Hamilton union. Mr. Harris drew attention to the fact that the majority of the masters had been journeymen at one time; that the journeymen had, like the masters, organized to protect and further their own interests. There was no reason why the interests of the masters and journeymen should conflict, and he trusted that they would not in the days to come.

"The Hamilton Association" was toasted with exceptional fervor. Vice-President W. J. Walsh, who responded, was as proud as he was pleased. It was something to remember that in Hamilton had gathered the biggest convention of master plumbers ever held in Canada. It was something to remember, too, what a cordial spirit of friendliness and good-fellowship had permeated the gathering from start to finish. He wished that the next convention in Peterboro might be even larger and more effective.

Fin. Sec. L. Legrow.

"The Supply Houses" was responded to by Peter McMichael, And. Mann, H. Anthes and E. H. Gurney.

Mr. McMichael had attended many banquets but could not remember one more representative of the plumbing fraternity. The Canadian plumbers seemed to know how to get together about as well as they know how to do good work.

And their work could not be surpassed. He was gratified at the way Secretary Meredith's views regarding Canadian goods had been received. It was in this way a national spirit would be aroused and the country made strong and vigorous in every way.

Mr. Mann had for 25 years been in touch with the plumbing trade in Canada and in that time the advances had been remarkable indeed. From the pan closet had evolved the modern fixture

Treas. J. H. Wilson.

and from the zinc tub the splendid iron one of the present day. This was due partly to the way in which the plumbers had sought to improve their work and partly to the progressiveness of the manufacturers who were keeping abreast of the times in every way.

Mr. Anthes was pleased to respond to the toast as the supply men had no reason to be ashamed of the way they were looking after the interests of their customers. So enterprising had they been, in fact, that whereas a few years ago most of the plumbing goods were imported, now the big bulk of it was produced in the country. That meant more work, a more convenient supply and a better condition of affairs generally. He hoped Hamilton would get in line and pass a plumbing by-law, for under present conditions the manufacturers were able to sell all their inferior goods in Hamilton.

Mr. Gurney was gratified by the thoroughness of the organization. It was proof the masters had grasped the possibilities of the future years. The manufacturers were giving the proof of their grasp of the situation by extending their works in every way and by steadily improving the quality of their products. A progressive manufacturer and a wide-awake plumber made a strong team, one that could pull well together and which he hoped, in the interests of all concerned, would pull together.

"The Local Association" was responded to by R. Ross, Toronto; A. Riddell, St. Catharines, and H. Mahoney, of Guelph.

Mr. Ross gave a short sketch of the work done by the Toronto organization; Messrs. Riddell and Mahoney contented themselves with an expression of goodwill from the local to the provincial organization.

"God Save the King." "Auld Lang Syne."

NOTES.

Membership : 135; an increase of 35.

Peterboro will be the next rallying place.

"Robert Ross is about due to get caned soon," said one enthuziastic Toronto member.

Girls to wait on the tables; it was certainly a new thing for the plumbers. A collection was taken up for them and a cream jug full of silver was the result.

A. Smith, Stratford, was looking forward to a good building year. "We have our organization in excellent shape," he said. "We use high-class goods and expect to be kept busy."

C. T. Bull, St. Thomas, was happy over his prospects this year. "We are going to have a good building season," he said, "and as our people ask for a good class of work we expect a good year."

Past President Gourlay expected a busy season in St. Catharines. "Our manufacturers have been so busy that houses are not to be had. So they must go up. And plumbing fixtures are being insisted on now."

W. G. Butler, Perth, had ample faith in his town. "We are to have a first-class sewerage system in connection with our water works," said he, "and some good houses are to be put up. We will be busy all right."

Wm. Smith, London, reported the prospects only fair there. "There is not much showing in the architects' offices yet," he explained. "Yet it may be that building is only backward and may be brisk enough before the season is over."

J. D. Rosebaum, of the United Brass Co., Cleveland, was busy distributing the "glad hand." The United Brass Co. are manufacturers of high-grade brass goods of all kinds and are anxious to get a grip on the Canadian market. Their representative was certainly a busy one.

Mr. Young, Canadian agent of the Wolff Mfg. Co., Chicago, had every good word for the Canadian plumbers. "They appreciate the best quality of goods," he said, "and although there is 30 per cent. duty on our line we are still able to sell much of our best grades on the Canadian market."

"Andy." Mann of the Stevens Mfg. London, Ont., was enthusiastic. "Why, things are going along splendidly," said he, "travellers' orders are coming in freely and their reports all point to a prosperous season. We have increased our staff and added to our plant so are ready to take care of the additional orders."

R. McQuade, of McFadzen & McQuade, and Wm. Parrott, Collingwood, were looking forward to a good year in that place. "We had an excellent season last year," said Mr. McQuade, "and there is every prospect of another active one." "Besides," added Mr. Parrott, "we may form a local association and so prevent foolish cutting. There is not much doing as yet, though."

"The trouble in Berlin and that section of the country," said Peter Hymmen, of H. L. Hymmen, "is the high wages. For instance, after plans had been prepared for a separate school in Waterloo it was found that the masonry contract alone exceeded the entire estimate. Consequently the whole job was never touched. Still there is a certain

Organizer W. H. Meredith.

amount of building that must be done and we will be fairly busy."

W. L. Helliwell, of "Gurney's," and "Joe" Allan, narrowly escaped the Hamilton dungeon, if all accounts be true. It is beyond dispute they hired a picturesque donkey cart and drove up the Main street of the city to the door of the Waldorf. Some of those present say the Hamilton police put them under arrest for "getting gay," but they deny the charge and the bulk of evidence seems to be in their favor.

Winnipeg Master Plumbers Meet.

THE Winnipeg Master Plumbers' Association gave their first annual banquet on Thursday evening, March 31, an excellent attendance being present. A. J. Hammond, of Hammond and Rodway, presided.

The toast list was short but the speeches were entertaining and bright. The health of the King was drunk with every manifestation of loyalty, after which "Manitoba" was toasted.

John Stevens, in responding to this toast, referred to his recollection of John Norquay, 18 years ago, when Winnipeg had 18,000 inhabitants, and the province produced a crop of wheat of about 44,000,000 bushels. He compared this with its present output, and showed that although many had had hard times and could well remember them, all were making rapid progress to success now. He thought there was a great future for the trade in Winnipeg, but advised caution in doing business while so much speculation was rife.

J. Drewe, of the Gurney Foundry Co.'s staff, responded for the manufacturers and supply houses. He said the attendance spoke well for the prosperity and remarkable progress made in the trade and of the magnitude and quality of work undertaken by the different Winnipeg firms. The history of the growth of the Plumbers' Association corresponded with the growth of Winnipeg and the great Northwest provinces, and there was good reason for being hopeful. Western men were enthusiastic because they believed there was no country like it—so large, undeveloped and capable of supporting millions. All were hopeful and had courage to meet any difficulties that might arise.

Mr. McLaren, of Fairbanks Co., also responded to the toast.

C. E. Gates and R. H. Lear suitably responded to the toast of "The Craft," and Messrs. Newman and Stevens humorously replied for the "Ladies."

Building Notes.

A SIX-STOREY brick and stone building is to be erected at the corner of Notre Dame and St. Lambert streets, Montreal. Messrs. MacVicar & Heriot are the architects.

Halifax is to have a new school building to cost from $25,000 to $35,000.

A two-storey four-roomed school building is to be erected at Pilot Mound, Man.

The Euclid avenue Methodist church, Toronto, are going to erect a new church to cost $75,000.

F. Ford, Winnipeg, is building a frame residence on Alfred avenue. F. R. Evans is architect.

The Davis Leather Co., Newmarket, Ont., are building new tannery buildings. O. E. Tench, Newmarket, is the architect.

The First Baptist church of Winnipeg is to be enlarged to give a seating capacity of over 1,500. It will be completely remodeled.

The Dominion Government has purchased the property on which to erect the new post office in Winnipeg. It is expected that work on the building will commence in July.

Real estate has been booming in Morden for some time, owing to bright prospects for this year's building on the woollen mills, cement works, judicial buildings and new flour mill.

In Brantford the building boom has not as yet commenced. The building permits issued have been very few and nearly all for additions or extensions. However, Thomas Lister is building a brick house on Murray street, to cost $1,000.

The majority of buildings being erected in Vancouver this Spring are dwellings. During the past month very many building permits have been issued ranging from $1,000 to $5,000. The $5,000 permit is one for a residence for V. Mitchell at the corner of Chilco and Robson streets.

E. S. Coppins, of Woodstock, who has been conducting an extensive business in plumbing, heating, gas fitting and electric wiring, has purchased the entire electric stock of John Lee, of Woodstock. Mr. Coppins' increased trade in the electric line has warranted this addition to his business.

Building Permits.

TORONTO.

Obadiah Bell, a two-storey roughcast dwelling on Hogarth avenue, to cost $1,200.

Jos. Fleming, a two-storey brick and stone dwelling on Margueretta street, to cost $1,100.

Fred Perry, a two-storey brick printing office on Adelaide street west, to cost $3,000.

Percival Leadley, a two and one-half-storey residence on Elm avenue, to cost $10,000.

C. V. Mitchell, a two and one-half-storey brick and stone dwelling on Yonge street, to cost $2,000.

E. T. Humphrey, a two-storey brick undertaking office at 510 Spadina avenue, to cost $1,200.

Robt. Cook, three attached, two-storey and attic dwellings on Albany avenue, to cost $3,200.

J. Drury, one paid semi-detached, two-storey dwellings on Westmoreland avenue, to cost $2,300.

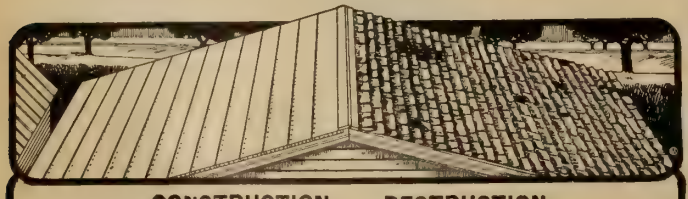
Wm. Dulmage, a one-storey brick and concrete store and dwelling on Queen street east, to cost $1,200.

R. McCauley, a pair of semi-detached two-storey and attic brick dwellings on Albany avenue, to cost $5,600.

Mary Phillips, a pair of semi-detached two-storey and attic brick dwellings on Avenue road to cost $3,000.

W. Blake, a two-storey and attic brick dwelling on the corner of Powell and Dale avenues, to cost $1,000.

A. E. Peglar, a two-storey dwelling on Pape avenue, to cost $1,400; also a pair of semi-detached, two-storey dwellings on Simpson avenue, to cost $3,000.



CONSTRUCTION vs. DESTRUCTION.
CARE vs. CARELESSNESS.
BEST MATERIAL vs. POOR MATERIAL
REX FLINTKOTE ROOFING vs. ALL OTHER ROOFING.

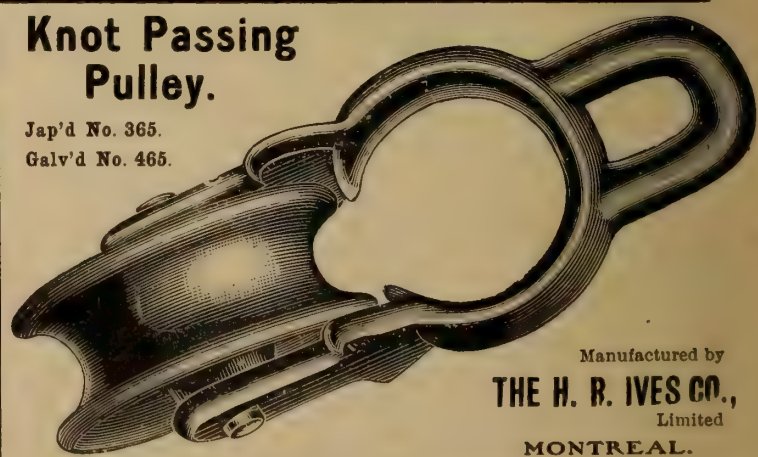
REX Flintkote Roofing
TRADE MARK

The above tells the whole story, and means to the dealer a quick-selling, business-bringing roofing *vs.* the ordinary kind that never sells, because people don't want it, and when they are persuaded to try it never come back again. If you want satisfied customers for roofing, you should write us to-day about **Rex Flintkote Roofing.**

J. A. & W. BIRD & CO., 49 India Street, Boston, Mass.

Knot Passing Pulley.

Jap'd No. 365.
Galv'd No. 465.



Manufactured by
THE H. R. IVES CO.,
Limited
MONTREAL.

Write for prices. JACK SCREWS, SHELF BRACKETS, LETTER PRESSES, Etc.

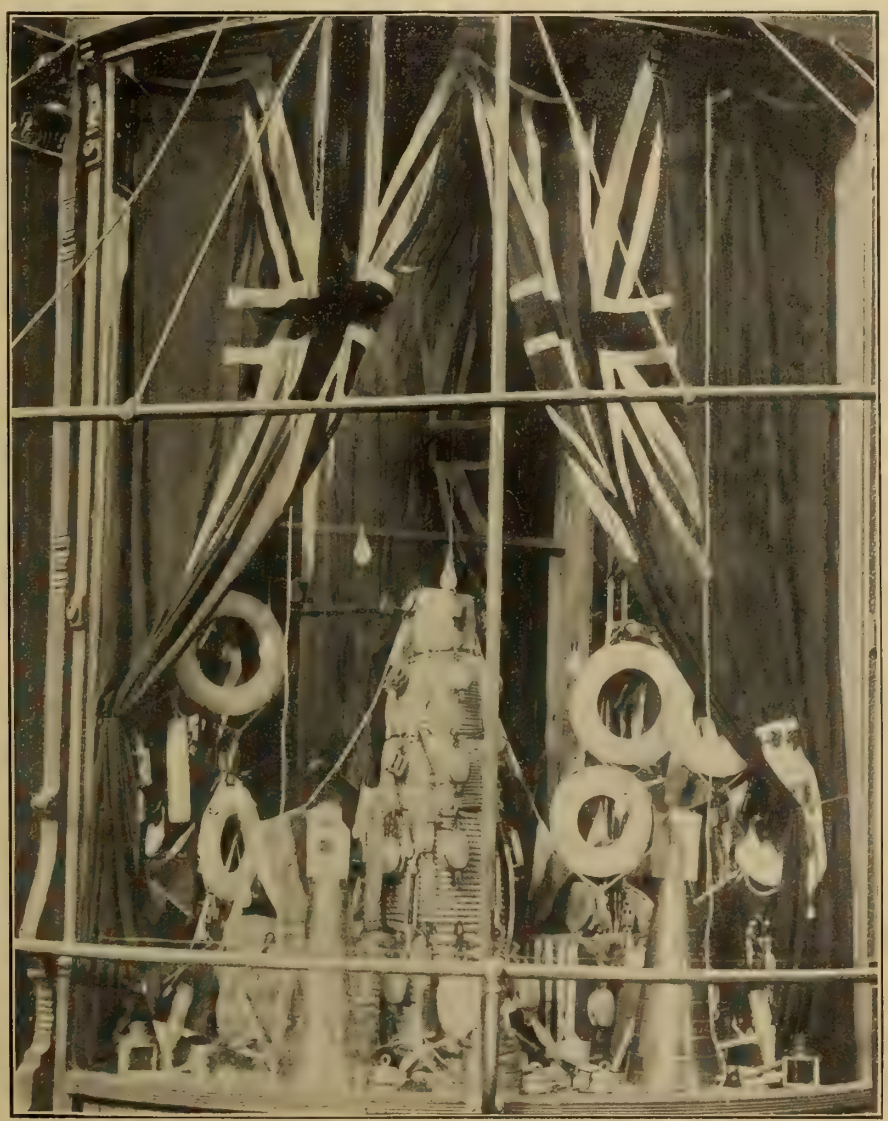
Window and Interior Displays

Timely Hints and Suggestions

THERE are various permanent but removable trimmings that can be used by hardwaremen as auxiliary decorations for their windows. These may partake of the nature of a background, a wall, a division in the centre of the window, or any other form devised by the window dresser, and either allowed to remain in for some weeks at a time or removed and replaced as occasion requires, or as will be considered effective.

If often happens that, particularly if the window be large, a temporary division is desired so that a couple of displays can be made in the same window. This is simply and neatly effected by constructing a lattice work of lath the length of which is equal to the depth of the window and the height sufficient to conceal one display from the observer when the other is being looked at. This lattice work is preferably a dark, inconspicuous color, and it is a strange fact that although the meshes may be large, the display on the other side is never noticeable. The same fixture makes a good wall decoration, and is far more sightly than any paper that can be put on. The window entirely surrounded with lattice work is one of the neatest edges to almost any display. The centre or dividing one is sometimes constructed in fancy shapes, high at the back and sloping in a graceful curve to the front, the latter being sufficiently high, however, to effectively divide the sections.

In the same class of decorations is the scheme adopted in the accompanying cut of a window of fishermen's supplies, shown by Rice Lewis & Son, Toronto. In this window has been draped for weeks, whatever the display might be, a pair of British flags. They are simply tacked to the top and draped in at the side. The result is that the staring bareness of the top half of such a large window is prevented and the gaze is concentrated on the goods set out by the window trimmer. Although these flags have remained without change for a long time they have not lost their virtue, but are now considered as a part of the window, almost like the ornamental edging at the front bottom, or the door jamb. Of course its value will decrease, but it can then be easily removed and the window is no worse off than before. A certain tea company has adopted the same decoration as an accompaniment for a display of its goods and considerable attention has been drawn to the windows. There is an idea, too, contained in this for the wholesaler or manufacturer. Many of them now send out with their goods advertising matter, and ornamental boxes or cards that enable an observer to pick out the goods immediately as so-and-so made by so-and-so. If the manufacturer sent a plan for a window and could have a display of his goods arranged in the same manner all over the country he would receive a good advertisement.



A Display of Fishermen's Supplies—Rice Lewis & Son, Toronto.

In this window are well set up almost everything a fisherman needs, — pulleys, anchors, ropes, megaphones, fish lines, life preservers, lanterns, row locks, fish hooks, wire rope, etc. In the back is a pile of ropes, varying from large up to small, and hooked in around these are pulleys and other things. In the front are two large megaphones, over the mouthpiece of one being the Japanese naval ensign and over the other that of the Russians. Hanging on the sides are life preservers, while the floor is covered with an assortment of odds and ends, all connected with the fisherman and designed as reminders of his needs.

A TRADE WORTH DEVELOPING.

DURING the next four months the hardwareman who does all his business within his own store makes a serious mistake. This is the time of the year that it pays to be outside frequently, to be on the alert for buildings, projected or being erected.

Reports from all over Canada indicate an exceptionally brisk season in all building operations. And the class of houses erected in the country is steadily improving, with the result that hardwaremen can, if they go after it, get much more business in this direction than they have ever done in the past.

Hardware and Metal would suggest that every retail hardwareman, stove dealer, tinsmith or plumber who gets this paper should carefully study its advertisements and see if they are not missing opportunities for extending their trade.

Among the lines advertised which should interest them particularly in relation to building operations are paints, heating goods, cement, structural steel, metal roofing and ceilings, building and roofing paper, builders' tools, electric fixtures, sewer and drain pipe, fencing, mantels, screen doors and windows, in fact almost everything, except the lumber and masonry, which enters into the construction of a building of any kind.

The fact that these goods are advertised in this paper is clear proof that the advertisers have learned that all of these lines can be sold to best advantage through the retail hardware trade.

In the majority of places the retail trade is fully alive to the situation but in some cases they have come far short of making the most of this opportunity.

Now, Mr. Hardware Merchant, think this matter over. Is there an advertiser in this paper whose goods you do not handle? If so have you given him or his wares a fair chance? Other hardwaremen, in the villages, in the towns and in the cities have; why not you?

For instance, do you know all there is to be known about mantels? About structural steel? About roofing supplies? About cement? If you do not, sit down now and write to those who are advertising to you and ask them to tell you what they want you to do and what profit they will allow you. And

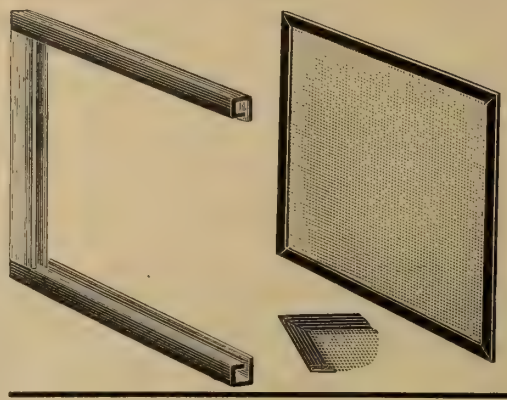
DO IT NOW.

Kent & Turcotte have been appointed curators to C. Garceau, general merchant, St. Garnabe.

PIG IRON FOR IMPORT.

Carnbroe, Summerlee, Gartsherrie and Middlesboro'.

Henry Rogers, Sons & Co., Montreal, P.Q.



SCREEN EVOLUTION

Common Screens are good but they are not the best. Good jobs require a better article than the cheap screens offered. The Metallic Screens we make are suited to all classes of work.

Send for Descriptive Matter.

C. M. CUTTS & CO.

Makers, Toronto Junction.

Pedlar's "Perfect" Metal Lath

CHEAP AS WOOD

Delivered to any railway station in Canada, for 10c. per square yard. Discount to dealers. Circulars and samples on request.

Pedlar People, Oshawa, Can., or 767 Craig St., Montreal, Que.

"SHIELD BRAND" SHEATHING

TARRED or DRY.

For Lining—Houses, Barns and Stables. Extra strong, full weight, best quality. When ordering from your dealer DEMAND the "Shield Brand." It's a quick seller.

MANUFACTURED ONLY BY

Lockerby & McComb, 65 Shannon St., Montreal

Bell Telephone Main 1989.

IRON

Bars in Flats, Rounds, Squares, Ovals, Half-Ovals, Half-Rounds and Bands. Also Wrought Washers.

GOOD QUALITY. PROMPT SHIPMENT.

London Rolling Mill Co.
Limited,
LONDON, CANADA.

STEEL

RETURNED
JUN 24 1904
Cut Book 19
Page 51

WE WORK WITH THE TRADE

Design No. 4715.
Louis XIV. Classification.

giving control of our line to one dealer in a locality and have no difficulty in helping any progressive man to an extensive and lucrative trade. In good farming districts our representatives are now placing orders for carots of barn roofing for which they have taken orders. It is not too late to get after this trade in your locality for both new and old barns.

Our "SAFE LOCK" Galvanized Shingle and Corrugated Galvanized Sheets are favorites.

for barn roofing.

In METAL CEILINGS we have the easily erected catchy designs that take. Of course, if you are a sleepy easy-going, wait-for-trade dealer, this business will go through other channels. Why not wake up and get it?

The Metal Shingle & Siding Co., LIMITED

Preston, Ont.

REPRESENTATIVES:

CLARE & BROCKES, Winnipeg.

ELLIS & GROGAN, Calgary.

INDUSTRIAL GOSSIP

HARDWARE AND METAL would be pleased to receive from any authoritative source industrial news of any sort, the formation or incorporation of companies, establishment or enlargement of mills, factories foundries or other works, railway or mining news, etc. All such correspondence will be treated as confidential when desired.

THE Cold Air Electric Power Co., Limited, Montreal have been capitalized at $20,000, to carry ated with a capital of $20,000, to carry on in all its branches the business of an electric light, heat and power company. The directors of the company are : B. Sawyer, H. Timmis, Westmount, Montreal; W. A. Rohr, Sorel; C. L. Papineau, Montreal.

The new saw mill of the Arrowhead Lumber Co. of British Columbia will soon be completed and will be in operation about the middle of May. This mill will be one of the most modern of saw mills, being equipped with the latest improved machinery. The output will be $100,000 feet of lumber per day.

The first annual report of the International Nickel Co., Sudbury, Ont., has been issued. The total net earnings of the company for the year ending March 31, are nearly $1,200,000. When the new smelting plant now in course of erection at Sudbury is completed it is expected that these earnings will be trebled.

The Eze Manufacturing Co., Limited, Toronto, have been incorporated with a capital of $40,000, to take over the business of the Eze Manufacturing Co., and to manufacture and deal in soaps, washing compounds, druggists' and grocers' sundries. The directors are : C. W. Barnes, R. Barnes and S. M. Barnes, all of Toronto.

The Leamington Canning Co., Limited, Leamington, Ont., have been incorporated with a share capital of $40,000, to can fruit, vegetables, poultry and meat of all kinds, and to manufacture jams, jellies, etc. The directors are: L. Wigle, L. H. Robinson, W. J. Hazelton, A. L. Brown and W. W. Hilborn, all of Leamington.

The Horn Bros. Woollen Co., Limited, Lindsay, Ont., have been incorporated with a capital of $100,000, to take over the business and plant of Messrs. Horn Bros., Lindsay, and to manufacture and deal in woollen and cotton goods. The directors are : A. Horn, J. S. Horn, H. J. Lytle, J. D. Flavelle and J. Carew, all of Lindsay.

A large consolidation of copper mines in British Columbia is being put through at the present time. The Morrison smelter, the Dominion group of smelters, the Sunset smelter and the Boundary Falls smelter are to be taken under incorporation as the new Montreal & Boston Consolidated Mining and Smelting Co., capitalized at $5,000,000.

G. G. S. Lindsey, K. C., one of the directors of the Crow's Nest Pass Coal Co., has returned from a visit to the smelting works of the Amalgamated Copper Trust in Montana, where he was working in the interests of the Crow's Nest Pass Coal Co., trying to secure that market for their coke. He anticipates that his visit will be a successful one.

The Marshall Sanitary Mattress Co., Limited, Toronto, have been incorporated with a capital of $100,000, to take over the business and plant of the Marshall Sanitary Mattress Co., Toronto, and to manufacture and deal in mattresses, pillows, cushions and upholstering. The directors are : W. D. Wilson, J. A. Whaley and W. S. Scott, all of Toronto.

NOTES.

Vokes & McCurrah, carriage and wagon manufacturers, Toronto, have dissolved partnership.

The output of the Dominion Coal Co. for March shows a material increase over that for February.

There is a possibility of the Canadian Hardware Specialty Co., Limited, locating at Toronto Junction.

Baird Bros., furniture manufacturers, Platsville, Ont., whose factory was burned down recently, have started to rebuild in Plattsville.

Dominion Paper Box Co., incorporated under the laws of the Dominion Government, have been granted a license to carry on their business in Ontario.

The nail department of the American Steel & Wire Co.'s plant at Rankin, Penn., has been destroyed by fire. The estimated loss is from $175,000 to $200,000.

Extensive development work will be commenced at the Old Gold, the Mountain Lion and the Primrose mines in British Columbia as soon as the trails are passable.

A. L. Wisner & Co., incorporated in the United States, have been granted a license to carry on their real estate business in Ontario, provided that they do not use a larger capital than $40,000.

The Mic-Mac Gold Mining Co., Millipipsicit, N. S., are installing new machinery. The company has purchased a water power at Port Medway River, and they intend to run their plant by electricity.

Lazier Paper Mills, Limited, Belleville, Ont., have been incorporated with a capital of $50,000, to manufacture and deal in paper of all kinds and its products. The directors are : S. A. Lazier, R. E. Lazier and A. E. MacCall, all of Belleville.

C. Kloepfer & Co., Guelph, Ont., are about to erect a new factory for the manufacture of wood work for buggies, wagons and cutters. The main building will be 100 feet by 50 feet, and the boiler room 30 feet square. The cost will be $12,000.

J. G. Ramsey & Co., Limited, Toronto, Ont., have been incorporated with a capital of $50,000, to manufacture and deal in photographic supplies. The directors are R. Burritt, T. G. Delamere and F. B. Deacon, all of Stratford, Ont.

R. W. Strong has organized a company of American capitalists to start gold mining in Labrador. The capital of the company is $2,500,000. An expedition is being fitted out at St. John, N. B., which will sail for Labrador about April 20.

The Island Granite Co., Limited, Toronto, have been incorporated with a capital of $200,000, to develop granite and marble quarries in Ontario, and to manufacture and deal in granite. The directors are J. Grant, M. A. Grant and J. L. Grant, all of Toronto.

Guelph has lost an important industry in the complete destruction by fire of the Petrie Cream Separator factory. The machinery is a total loss. The boiler room, however, was not damaged to any extent. The estimated loss is $100,000, of which $20,000 is covered by insurance.

The United Arts and Crafts, Limited, Toronto, have been incorporated with a capital of $40,000, to manufacture and deal in furniture, furnishings and decorations for houses and public buildings. The directors are : D. K. Ridout, A. B. Neilson and C. A. Hulme, all of Toronto.

The James Innes Milling Co., Limited, Hartney, Man., have been incorporated with a capital of $55,000, to carry on a general grain-milling, warehousing and elevator business. The directors are : James Innis, F. Hill, E. H. Laughlin, R. A. Creighton and L. Reid, all of Hartney.

. . FULL STOCK . .

Salt Glazed Vitrified

SEWER PIPE

Double Strength Culvert Pipe a Specialty.

THE CANADIAN SEWER PIPE CO.

HAMILTON, ONT. TORONTO, ONT.
ST. JOHNS, QUE.

OAKEY'S The original and only Genuine preparation for Cleaning Cutlery 6d. and 1s Canisters.

'WELLINGTON' KNIFE POLISH

JOHN OAKEY & SONS, LIMITED

MANUFACTURERS OF
Emery, Black Lead, Emery, Glass and Flint Cloths and Papers, etc.

Wellington Mills, London, England

Agent:
JOHN FORMAN, 644 Craig Street
MONTREAL

CUT THIS OUT. PASTE IT PROMINENTLY.

BRASS and COPPER

—Sheets
—Rods
—Tubes

CUT TO YOUR ORDER.

The Booth Copper Co.,
LIMITED,
119-123 Queen St. East,
TORONTO.

Permanent, Economical, Handsome.

Arrow Brand Asphalt Ready Roofing.

Comes in rolls, ready to lay, with nails and cement.
All ready covered with white sea gravel No further attention after laid

A. C. JENKING, Sole Agent,
Room 215 Coristine Building, - MONTREAL.
Sun, Frost, Water, Fumes DO NOT affect it Write to-day for agency

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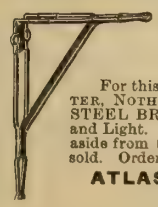

Will Hold Up a Shelf!

That's what a shelf bracket is for.
For this purpose there can be NOTHING BETTER, NOTHING CHEAPER than the BRADLEY STEEL BRACKET. It is well Japanned, Strong and Light. The saving in freight is a good profit, aside from the lower price at which the goods are sold. Order direct or through your jobber.

ATLAS MFG. CO.,
New Haven, Conn., U.S.A.

PORTLAND CEMENTS

Best German, Belgian and English Brands.

FIRE BRICKS
FIRE CLAY
FLUE LININGS
DRAIN PIPES
HARD WALL PLASTER
CALCINED PLASTER
WHEELBARROWS
MORTAR STAINS.

A Full Stock of Builders' and Contractors' Supplies.

W. McNALLY & CO.
40 to 52 McGill St (Cor. Wellington St.)
MONTREAL.
Write for our quotations.

$2 FOR THIS SMALL SUM THE **$2**

MANUFACTURER and SUPPLY MERCHANT

may keep posted on new openings for trade.

The CANADIAN CONTRACT RECORD

reports weekly all projected building and other construction works throughout Canada as well as new business enterprises.

Send your name and address with $2 for a year's subscription to

Canadian Contract Record

$2 *TORONTO and MONTREAL* **$2**

MADE IN ENGLAND.

HACK SAW BLADE

MADE BY
CHAS. BAYNES
KNUZDEN BROOK
BLACKBURN

The Hanover Portland Cement Co., Limited

HANOVER, ONTARIO.

Manufacturers of the Celebrated **"Saugeen Brand"** OF PORTLAND CEMENT.

Prices on application.

"THE EMLYN" SAW BENCH

Made in 6 sizes. Best value obtainable. Specially designed for export With or without "Emlyn" Patent Guard. Sole maker—

CHARLES D. PHILLIPS,

Cables—
"Machinery," Newport.

Emlyn Engineering Works
NEWPORT, MON., ENGLAND

SKYLIGHTS

They are used more and more in Factories, Sheds, Warehouses, Stores. They excel side windows in many cases 100 to 1. You can sell these and make money.
Act as our agent. Write for proposal.

A. B. ORMSBY & CO.,
Cor. Queen and George Streets,
TORONTO, ONT.

ATKINS HIGH-GRADE, CROSS-CUT SAWS ARE SUPERIOR TO ALL OTHERS IN MATERIAL, TEMPER, WORKMANSHIP FINISH AND CUTTING QUALITIES.

OUR VICTOR, TUTTLE TOOTH AND SEGMENT GROUND SAWS ARE THE FAVORITES IN THE CAMPS

E. C. ATKINS & CO.,
INCORPORATED.
Factories and Home Office: INDIANAPOLIS, IND., U.S.A.

LEADING MANUFACTURERS OF HIGH-GRADE, CROSS-CUT, HAND, BAND, CIRCULAR, HACK, BACK, WOOD AND SMALL SAWS OF ALL KINDS

Write for Catalogue and Prices

C. D. TEN EYCK, Sales Agent for Canada. Toronto Office; 30 Front St. East. Tel. Main 1896.

FINANCE AND INSURANCE

A SOMEWHAT new departure is to be taken in the United States in regard to the subject of life insurance, it being proposed to deliver lectures before various universities in Ohio, Illinois, Minnesota, Iowa, and Colorado on the subject of life insurance. The course of lectures are to be delivered by a well-known authority on insurance, and although the lecturer is travelling under the auspices of one of the leading insurance companies of the United States it is said that no attention will be drawn to this particular company. Of course, the company expects to get its compensation, not only from the general and increased interest which it is expected the lectures will excite, but it will naturally leak out in some way that this particular company is footing the bill. This announcement will, of course, be somewhat of an advertisement.

Why should not one or more of the companies in Canada inaugurate a similar campaign? Old as is the subject of life insurance there are still a great many people in gross ignorance of the subject and who require a great deal of educating in regard to its advantages. Rather than that one company should take it up it would be, perhaps, better that a number should combine for the purpose of paying the expenses entailed in such a campaign. And if the life insurance companies why not the fire insurance companies as well?

* * *

REPRESENTATIVE MORRELL, of Pennsylvania, who introduced a bill in the House of Representatives, Washington, to regulate child insurance and regulate the transmission of matter relating to insurance through the mails, has introduced a revised bill, in which he omits everything relating to the mails. His present bill proposes to create a bureau of life insurance in the Census Office and to require all persons, firms, or corporations transacting the business of life insurance within any state, district, territory, or insular possessions of the United States to file certificates from the proper officer or department of Government of such state, district, territory or insular possession, or of some foreign Government showing that he has lawful authority to engage in such business. The bill also proposes to require the refunding of part of the amount that has been paid in premiums on policies that are allowed to lapse in cases where the premiums are collectable in weekly or monthly installments.

* * *

THE Russian Government has elaborated statutes on on general life insurance by the state. The business is to be intrusted to the governmental savings banks. All kinds of policies will be issued and the insured will participate in the profits of the business. The insurance of the employes on all the Government railroads is in working order since July 13, 1899. Up to July 14, 1900, the number of policies issued was 6,770, to the amount of $3,220,318, and 7,336 newly presented petitions to join the association were in the hands of the authorities. The Government proposes, after a lapse of a certain number of years, to make the railroad employes' insurance obligatory. The premiums are to be paid monthly by deduction from the salaries of the insured.

* * *

IT is said that a very small part of the $20,000,000 German loan that was negotiated in New York five years ago now remains there, and that the conversion scheme proposed by the Imperial Government will have little application outside of Berlin. The conversion changed the 4 per cent. Treasury notes to a 3 1-2 per cent. basis, although it is understood on London advices that an arrangement was been made whereby holders may decline to make the change. The first instalment of the loan falls due this month and the second instalment in June.

* * *

THE strenuous Winter has been the cause of very heavy loss to the railways of Canada. Their lines, however, are now practically clear, and, although the earnings of the Grand Trunk for the third week in March still show a decrease of $92,000, this compares very favorably with the previous week's decrease of $137,000. The C.P.R. has not at any time suffered as severely as the Grand Trunk, but even the most sanguine will be surprised to find that for the third week of March their gross earnings were $849,000, or an increase over the same week in 1903 of $9,000. Already Germany, according to Aemilius Jarvis & Co., of Toronto, has been purchasing in our market and in New York on the strength of this increase, and, barring any news of a special character, we should think that this stock would improve.

Money Loaned

salaried people, retail merchants, teamsters, boarding houses. Easy payments. Largest business in 50 principal cities. TOLMAN, 517 New York Life Building, Place d'Armes, Montreal.

THE BEST STOCK

TEES DESKS !!!

THE LOWEST PRICES

TEES & CO.

300 St. James St., - - MONTREAL

WESTERN ASSURANCE ... COMPANY.

Incorporated 1851

FIRE AND MARINE

Head Office Toronto, Ont.

Capital - $2,000,000.00
Assets, over - - 3,546,000.00
Annual Income - 3,678,000.00

HON. GEO. A. COX, President.

J. J. KENNY, Vice-President and Man. Director.

C. C. FOSTER, Secretary.

BRITISH AMERICA ASSURANCE COMP'Y

FIRE AND MARINE.

Incorporated 1833

CASH CAPITAL, $1,000,000.00.
TOTAL ASSETS, $1,864,730.13.
LOSSES PAID SINCE ORGANIZATION, $22,527,817.57.

HEAD OFFICE, - BRITISH AMERICA BUILDING, Cor. Front and Scott Sts., Toronto.

GEO. A. COX, President. J. J. KENNY, Vice-President.
P. H. SIMS, Secretary.

Money

CAN BE SAVED BY MEANS OF AN ENDOWMENT POLICY.

YOU CAN ONLY SECURE SUCH A POLICY WHILE YOU ARE IN GOOD HEALTH.

Pamphlets and Full Particulars regarding the New Accumulation Endowment Policy sent on application.

Confederation Life ASSOCIATION.

W. H. BEATTY, PRESIDENT.

W. C. MACDONALD, ACTUARY. J. K. MACDONALD, MANAGING DIRECTOR.

HEAD OFFICE, - TORONTO, CANADA.

THE CANADIAN BANK OF COMMERCE

Paid-up Capital, - - $8,700,000
Rest, - - - - $3,000,000

HON. GEO. A. COX, President. B. E. WALKER, General Manager.

HEAD OFFICE: TORONTO, CANADA.

LONDON, ENG., OFFICE. 60 Lombard St., E.C.

NEW YORK AGENCY. 16 Exchange Place.

The attention of exporters and importers is requested to the undernoted list of correspondents of this bank, embracing all parts of the world. In conjunction with its widespread system of branches, numbein 109 and covering all important points in Canada and on the Pacific coast of the United States, it is thus enabled to offer them unexcelled facilities for the transaction of domestic or foreign banking business.

List of Bankers and Chief Correspondents:

GREAT BRITAIN— The Bank of England; The Bank of Scotland; Lloyds Bank Limited; The Union of London and Smiths Bank, Limited; Parr's Bank, Limited.

UNITED STATES— **New York,** The American Exchange National Bank, The Fourth National Bank; **Boston** The Bank of Nova Scotia, The National Shawmut Bank, The National Suffolk Bank; **Buffalo,** The Marine National Bank; **Chicago,** The Northern Trust Company; **Detroit,** The People's Savings Bank, The Commercial National Bank; **Minneapolis,** The North-Western National Bank; **New Orleans,** The Commercial National Bank.

FRANCE— Credit Lyonnais, Paris; Messrs. Lazard Freres & Cie, Paris.

GERMANY— Deutsche Bank.

HOLLAND— Disconto Maatschappij, Rotterdam.

BELGIUM— Messrs. J. Matthieu & Fils, Brussels; Banque d'Anvers, Antwerp.

SWITZERLAND— La Banque Federale, Zurich.

INDIA, CHINA, JAPAN and the PHILIPPINE ISLANDS— Chartered Bank of India, Australia and China; Hongkong and Shanghai Banking Corporation.

SOUTH AFRICA— Standard Bank of South Africa, Limited; Bank of Africa, Limited.

AUSTRALIA and NEW ZEALAND— Union Bank of Australia, Limited Bank of Australasia; National Bank of Australasia, Limited.

HAWAIIAN ISLANDS— First National Bank of Hawaii, Honolulu; Bishop & Co., Honolulu.

SOUTH AMERICA— British Bank of South America, Limited; London & Brazilian Bank, Limited; Bank of Tarapaca and Argentina, Limited.

MEXICO— Banco de Londres y Mexico.

WEST INDIES— Bank of Nova Scotia, Kingston, Jamaica; Colonial Bank and Branches; National Bank of Cuba, Havana, Cuba; Bank of Bermuda, Hamilton, Bermuda.

Foreign Exchange Bought and Sold. Commercial Letters of Credit Issued.

MANUFACTURERS AND MERCHANTS.

It may be necessary for your staff to have fidelity bonds. We act as surety on such. We are known the world over.

Write to us for terms and particulars.

The London Guarantee & Accident Co., Limited,

D. W. ALEXANDER, General Manager for Canada,

Canada Life Building, - - - TORONTO.

CAPITAL PAID UP, - - $1,000,000.
RESERVE FUND, - - 1,000,000.

The Metropolitan Bank

DIRECTORS

REV. R. H. WARDEN, D.D., President. S. J. MOORE, Esq., Vice-President
D. E. THOMSON, Esq., K.C. His Honor Mr. W. MORTIMER CLARK, K.C
THOS. BRADSHAW, Esq.

HEAD OFFICE, - - TORONTO.

W. D. ROSS, -:- GENERAL MANAGER.

GENERAL BANKING BUSINESS TRANSACTED

SAVINGS DEPARTMENT at all Branches.

ACCOUNTS SOLICITED.

Drafts Bought and Sold.
Letters of Credit Issued.

Roofing Felt Factory
Harbor St.,
Montreal.

Paper Manufacturers

Paper Mills,
Joliette,
Quebec.

Building Papers
Ready Roofing

Black Diamond Brand
TARRED FELT.

Brown and Manilla Wrapping
Hanging and Print

ALEX. McARTHUR & CO., LIMITED. Office 82 McGill St., Montreal

CURRENT MARKET QUOTATIONS.

April 9, 1904.

These prices are for such qualities and quantities as are usually ordered by retail dealers on the usual terms of credit, the lowest figures being for larger quantities and prompt pay. Large cash buyers can frequently make purchases at better prices. The Editor is anxious to be informed at once of any apparent errors in this list, as the desire is to make it perfectly accurate.

METALS.

TIN.

Lamb and Flag and Straits—
56 and 28-lb. ingots, 100 lb. $30 00 $31 00

TINPLATES.

Charcoal Plates—Bright.

M.L.S., equal to Bradley— Per box.
I C, usual sizes $6 50
I X " 8 00
I X X " 9 50

Famous, equal to Bradley—
I C 6 75
I X 8 25
I X X 9 75

Raven and Vulture Grades—
I C, usual sizes ... 4 25
I X " 5 00
I X X " 5 75
I X X X " 6 50

"Dominion Crown Best"—Double Coated, Tissued. Per box.
I C 5 50
I X 6 50
I X X 7 50

Allaway's Best"—Standard Quality.
I C 4 50
I X 5 50
I X X 6 50

Coke Plates—Bright.

Bessemer Steel—
I.C., usual size, 14x20 .... 3 50
I.C., special sizes, base 3 75
20x28 .... 7 50

Charcoal Plates—Terne

Dean or J. G. Grade—
I.C., 20x28, 112 sheets 7 50
IX., Terne Tin ... 10 50

Charcoal Tin Boiler Plates.

Cookley Grade—
X X, 14x56, 50 sheet bxs. }
" 14x60, " } 7 00
" 14x65, " }

Tinned Sheets.

72x30 up to 24 gauge 7 25 7 50
" " 26 " 7 75 8 00

IRON AND STEEL.

Common bar, per 100 lb 1 80
Refined " " 2 20
Horseshoe Iron " 2 25
Hoop steel, 1½ to 3-in. base 2 75
Sleigh shoe steel, " 2 10
Tire steel 2 30 2 50
Reeled machinery 3 00
Toe calk steel 2 85 3 00
T. Firth&Co.'s tool steel, per lb 0 12½ 0 13
Jessop's tool steel 0 14
Morton's tool steel 0 12½ 0 13
Black Diamond and "B.C." tool steel 0 10 0 11
Chas. Leonard's tool steel 0 08 0 09
Jonas & Colver's tool steel 0 10 0 20
" "Air Hardening" 0 70
Drill steel, per lb 0 08 0 10

Russia Iron—
Genuine 0 11
Imitation Dom. Crown... .... 0 06

STEEL BOILER PLATE.

¼ in 2 50 2 60
3-16 in 2 60 2 70
⅜ in. and thicker 2 50 2 60

BABBIT METAL.

"Tandem," A per lb. 0 27
" B " 0 21
" C " 0 11½
Frictionless Metal " 0 23

Syracuse Smelting Works:
Aluminum, genuine 0 45
Government, " 0 44
Tough, " 0 40
Hard, " 0 40
Dynamo 0 30
Special 0 25
Harmony 0 22
Car Box 0 20
Extra 0 15

The Canada Metal Co.:
Imperial, genuine, 0 40
Metallic 0 30
Hercules 0 20
Star 0 15
No. 1 0 12
No. 2 0 10
No. 3 0 06
No. 4 0 05

Geo. Langwell & Son.
No. 1 0 08
No. 2 0 07
No. 3 0 05½
Extra 0 09½

BLACK SHEETS.

Montreal. Toronto
10 and 16 gauge 2 25 2 50
18 gauge 2 30 2 50
20 " 2 30 2 50
22 to 24 gauge 2 35 2 70
26 " 2 40 2 80
28 2 40 2 90

COPPER WIRE.

Discount, 50 per cent.

CANADA PLATES.

Ordinary 2 60
All bright 3 50

Galvanized Canada Plates—
Ordinary. Dom. Crown.
18x24x52 4 25 4 35
" 60 4 50 4 60
20x28x80 8 50 8 70
" 94 9 00 9 20

GALVANIZED SHEETS.

	Fleur-de-Lis.	Gordon Crown.	Comet	Queen's Bell. Head
16 gauge	3 65	....	....	....
18 to 24 gauge	3 75	3 75	3 75	3 75
26 "	4 00	4 00	3 90	4 00
28 "	4 25	4 25	4 05	4 25

American brands, $4.00 for 28 gauge.
Less than case lots 10 to 15c. extra.

CHAIN.

Proof coil, 3-16 in., per 100 lb. ....
" ¼ " 5 60
" 5-16 " 4 45
" ⅜ " 3 85
" 7-16 " 3 70
" ½ " 3 55
" 9-16 " 3 45
" ⅝ " 3 35
" ¾ " 3 25

Halter, kennel and post chains, 40 to 40 and 5 per cent.
Cow ties 40 p.c.
Tie out chains 65 p.c.
Stall fixtures 35 p.c.
Trace chain 45 p.c.
Jack chain, iron, single and double, discount 35 p.c.
Jack chain, brass, single and double, discount 40 p.c.

COPPER.

Ingot. Per 100 lb.
Casting, car lots 13 75

Bars.
Cut lengths, round, ½ to ¾ in.. 21 00 23 00
" round and square, 1 to 2 inches.... 21 00 23 00

Sheet.
Plain, 16 oz., 14x48 and 14x60 .... 20 00
Plain, 14 oz., ... 21 00
Tinned copper sheet 24 00
Planished 32 00

Braziers' (in sheets).
4x6 ft., 25 to 30 lb. each, per lb. 0 22
" 35 to 45 " " 0 21
" 50-lb. and above " 0 20

BOILER AND T.K. PITTS.

Plain tinned, per lb 0 28
Spun, per lb 0 32

BRASS.

Rod and Sheet, 14 to 30 gauge, 15 per cent.
Sheets, hard-rolled, 2x4 0 23
Tubing, base, per lb 0 23½

ZINC SPELTER.

Foreign, per 100 lb 6 00 6 25
Domestic " " ....

ZINC SHEET.

5-cwt. casks 6 15 6 50
Part casks 6 50 7 00

LEAD.

Imported Pig, per 100 lb 3 20 3 30
Bar, per lb 0 05
Sheets, 2½ lb. sq. ft., by roll 0 06½
Sheets, 3 to 6 lb. " 0 06

NOTE.—Cut sheets ½c. per lb., extra. Pipe, by the roll, usual weights per yard, lists at 7c. per lb. and 35 p.c dis. f.o.b. Toronto.

NOTE.—Cut lengths, net price, waste pipe 8-ft. lengths, lists at 8c.

ANTIMONY.

Cookson's per lb. 7 50 8 00

SHOT.

Common, $6.50 per 100 lb.; chilled, $7.00 per 100 lb.; buck, seal and ball, $7.50. Discount, 17½ p.c. Prices are f.o.b. Toronto, Hamilton, Montreal, St. John and Halifax. Terms, 3 p.c. cash, freights equalized.

PLUMBING GOODS.

BATH TUBS.

Zinc 6 00
Copper, discount 20 per cent. off revised list.

BATHS.

Standard Enameled.
5½-ft. rolled rim, 1st quality 21 60
5½ " " " 2nd " 17 85

CLOSETS. Net.

Fittings 1 00
Plain Simplex Syphon Jet 9 00
Emb. " " " .. 9 50
Fittings 1 25
Low Down Elgin or Teutonic, plain.. 6 00
Low " " " emb... 6 50
Connection 1 25
Plain Richelieu 4 25
Emb. " 4 50
Connections 1 25
Basins, P.O., 14-in 0 63
Basins, oval, 17 x 14-in. 1 50
Basins, " 19 x 15-in. 2 00

IRON PIPE.

Black pipe— Per 100 feet.
⅛ inch 3 05
¼ " 2 07
⅜ " 2 25
½ " 2 50
¾ " 3 22
1 " 4 58
1¼ " 6 47
1½ " 7 85
2 " 11 05
2½ " 19 25
3 " 22 75
3½ " 28 75
4 " 35 25
4½ " 41 00
5 " 44 00
6 " ... 57 50

Galvanized pipe—
¼ inch 2 88
⅜ " 3 11
½ " 3 42
¾ " 4 40
1 " 6 35
1¼ " 8 80
1½ " 10 75
2 " 14 80

Malleable Fittings—Discount 20 p.c.
Cast Iron Fittings—
Standard, 57½ per cent.; unions, 55 per cent.; on nipples, headers and flanged unions, 60 per cent.

PLUMBERS' BRASS GOODS.

Standard Compression work, dis. 60 & 10 p.c.
Cushion work, discount 50 per cent.
Fuller work, discount 70 per cent.
6 dozen lots and over of the above, extra discount 10 per cent.
Lever handle Stops and Waste, discount 60 per cent. With, in lots of 2 dozen and over, an extra discount of 10 per cent.
J.M.T. Globe, Angle and Check Valves, discount 55 per cent.
Standard Globe, Angle and Check Valves, discount 60 per cent.
"Kerr" Globe, Angle and Check Valve, discount 60 per cent.
J. M. T. Radiator Valves discount 55 per cent.
Standard Radiator Valves, discount 60 per cent.
Patent Quick-Opening Valves, discount 65 per cent.
No. 1 compression bath cock ......net 1 75
No. 4 " " ...... " 1 90
No. 7 Fuller's .... " 2 10
No. 4½, " " 2 25
Patent Compression Cushion, basin cock, hot and cold per doz. 15 00
Patent Compression Cushion, bath cock, No. 2208 2 25
Square head brass cocks, discount 55 per cent
" " iron " " 50 to 60 "
Thompson Smoke-test Machine $25.00

RANGE BOILERS.

Dominion, 30 gallon net 4 75
" 35 " " 5 75
" 40 " " 6 75
Copper, 30 gallon .. " 22 00
" 35 " .. " 24 00
" 40 " " 28 00
Discount off copper boilers 15 per cent.

SOIL PIPE AND FITTINGS.

Light soil pipe, discount, 50 per cent.
" " fittings, discount 50 and 10 p.c.
Med. and Extra heavy pipe and fittings, dis. 60 per cent.
7 and 8-in. pipe, discount 40 and 5 per cent.

SOLDER. Per lb

Bar, half-and-half, guaranteed 0 19
Bar, half-and-half, commercial 0 18
Refined 0 18

PAINTS AND OILS.

BLUESTONE.

Casks, for spraying, 5 50
100-lb. lots do per lb 0 06

COLORS IN OIL.

1-lb. tins, pure.
Venetian red, per lb. 0 08
Chrome yellow 0 15
Golden ochre 0 08
French " 0 06
Marine black 0 04
Chrome green 0 10
French Permanent green 0 13
Signwriters' black 0 15
Umber 0 11
Sienna . 0

JOSEPH RODGERS & SONS
Limited

SHEFFIELD, ENGLAND.

Each blade of our Goods bears the exact mark here represented.

REGISTERED TRADE MARK. GRANTED 1682

JAMES HUTTON & CO., MONTREAL SOLE AGENTS IN CANADA.

COLORS DRY.

Pure in bbls., per cwt. Less than this quantity ½c. extra.

Common ochre, bbls.	....	2 50
Yellow ochre	....	1 12½
Brussels ochre	....	2 75
Venetian red,	1 50	2 25
English oxides,	3 00	3 25
American oxides	1 25	2 75
Canadian red oxides	....	1 50
Super magnetic oxides, 93 p.c.	....	2 00
Burnt sienna	....	9 00
" umber	6 00	7 00
Raw umber	6 00	7 00
Drop black	....	12 00
Chrome yellow	....	0 18
Chrome greens	....	5 50
French green	....	0 09
Golden ochre	....	2 75
Ultramarine blue, in 28-lb. bxs	7 00	10 00
Fire proof mineral	...	1 00
Genuine Eng. Litharge	....	4 50
Mortar color	....	1 00
Pure Indian red. lb	....	0 09
Whiting, bbl	....	0 65
English vermilion in 30-lb. bgs.	...	0 85

CASTOR OIL.

British, 1st. qual, in cases, per lb	0 08½	0 09½
" " small lots	0 10	0 10½

COD OIL, ETC.

Cod oil, per gal	0 50	0 55
Pure olive	....	1 40
" neatsfoot	....	0 90

WHITE LEAD. Per 100 lb.

Pure	....	4 75
No. 1	....	4 50
No. 2	....	4 25
No. 3	....	3 87½
No. 4	....	3 50
Munro's Select Flake White.	....	4 75
Elephant and Decorators' Pure	....	4 75
Monarch	....	5 00
Decorator's Pure	....	4 75
Essex Genuine	....	4 25
Sterling Pure	....	5 00
Island City Pure	....	5 00
Ramsay's Pure Lead	4 75	5 00
Ramsay's Exterior	4 50	4 75

RED LEAD.

Genuine, 560 lb. casks, per cwt	$4 25	$4 50
Genuine, 100 lb. kegs, "	....	4 75
No. 1, 560 lb. casks, per cwt	....	4 00
No. 1, 100 lb. kegs, per cwt	....	4 25

WHITE ZINC.

Extra Red Seal	0 06	0 08
French V. M.	0 06	0 06½
Lehigh	0 06	0 06½

DRY WHITE LEAD.

Pure, casks	4 50
Pure, kegs	4 75
No. 1, casks	4 25
No. 1, kegs	4 50

PREPARED PAINTS.

In ¼, ½ and 1-gallon tins.

Pure, per gallon	....	1 20
Second qualities, per gallon	....	1 00
Barn (in bbls.)	0 60	0 90
The Sherwin-Williams paints	1 30	1 40
Canada Paint Co.'s pure	....	1 25
Toronto Lead & Color Co's pure	....	1 25
Sanderson Pearcy's pure	....	1 20
Standard Co.'s "New Era."	....	1 30
"Globe" barn	60	70
Francis-Frost Co.'s "Ark" B'd	....	1 25
" British Navy deck	....	1 50
Henderson & Potts's "Anchor"	....	1 35
Globe Paint Co.'s mixed	....	1 30
" barn and bridge	....	0 75
Ramsay's paints, Pure, per gal.	....	1 20
" Thistle, "	....	1 00
" Outside, bbls	0 55	0 65
Island City House Paint	....	1 25
" Floor "	....	1 25
Sterling House Paint	....	1 20
" Floor "	....	1 10
National	....	1 05

PUTTY.

Bulk in bbls	1 50
Bulk in less quantity	1 75
Bladders in bbls	1 75
Bladders in kegs, boxes or loose	1 90
25-lb. tins	1 85
12½ lb. tins	2 10
Bladders in bulk or tins less than 100 lb.	1 90

VARNISHES.

In 5-gal. lots.	Per gal.	Net.
Carriage, No. 1	1 50	1 60
Pale durable body	4 10	4 25
" rubbing	2 85	3 20
Gold size, japan	1 50	1 60
No. 1 brown japan	0 85	0 90
Elastic oak	....	1 50
Furniture, extra	1 10	1 25
" No. 1	0 90	1 00
Hard oil finish	1 35	1 50
Light oil finish	1 60	1 70
Damar	1 75	2 00
Shellac, white	2 40	2 50
" orange	2 30	2 40
Turpentine, brown japan	1 10	1 20
" black japan	1 10	1 20
" " No. 1.	0 85	0 90
Elastilite varnish, 1 gal. can, each		2 00
Granitine floor finish, per gal		2 75

Maple Leaf coach enamels; size 1, $1.20; size 2, 70c.; size 3, 40c. each.

Sherwin-Williams' kopal varnish, assorted case, from to 1 gal., $2.50.

GLUE.

Common	0 08	0 08½
French medal	0 10	0 14
White, extra	0 18	0 22
Gelatine	....	....
Strip	0 18	0 20
Coopers	0 19	0 20
Huttner	....	....
Ground	0 12	0 16
Cologne, genuine	....	

HARDWARE.

AMMUNITION.

Cartridges.

B. B. Caps Dominion, 50 and 5 per cent.
Rim Fire Pistol, discount 40 p.c., American.
Rim Fire Cartridges, Dominion, 50 and 5 p.c.
Central Fire Pistol and Rifle, 10 p.c., Amer.
Central Fire Cartridges, pistol sizes, Dominion, 30 per cent.
Central Fire Cartridges, Sporting and Military, Dominion, 15 per cent.
Central Fire, Military and Sporting, American, add 5 per cent. to list. B.B. Caps, discount 40 per cent., American.
Loaded and empty Shells, "Trap" and "Dominion" grades, 25 per cent. Rival and Nitro, 10 per cent. advance on list.
Brass Shot Shells, 55 per cent.
Primers, Dom., 30 per cent.; American, $1.60.

Wads.	per lb.
Best thick white felt wadding, in ½-bags	$ 00
Best thick brown or grey felt wads, in ½-lb. bags	0 70
Best thick white card wads, in boxes of 500 each, 12 and smaller gauges	0 99
Best thick white card wads, in boxes of 500 each, 10 gauge	0 35
Best thick white card wads, in boxes of 500 each, 8 gauge	0 55
Thin card wads, in boxes of 1,000 each, 12 and smaller gauges	0 20
Thin card wads, in boxes of 1,000 each, 10 gauge	0 25
Thin card wads, in boxes of 1,000 each, 8 gauge	...

Chemically prepared black edge grey cloth wads, in boxes of 250 each—	Per M.
11 and smaller gauge	0 60
9 and 10 gauges	0 70
7 and 8 "	0 90
5 and 6 "	1 10

Superior chemically prepared pink edge, best white cloth wads, in boxes of 250 each—

11 and smaller gauge	1 15
9 and 10 gauges	1 40
7 and 8 "	1 65
5 and 6 "	1 90

ADZES.

Discount 20 per cent.

ANVILS.

Wright's, 80-lb. and over	0 10½
Hay Budden, 80-lb. and over	0 09½
Brook's, 80-lb. and over	0 11½

AUGERS.

Gilmour's, discount 65 and 5 per cent. off list.

AXES.

Chopping Axes		
Single bit, per doz.	7 00	10 00
Double bit, "	10 00	18 00

Bench Axes, 40 per cent.
Broad Axes, 25 per cent.

Hunters' Axes	5 50	6 00
Boys' Axes	6 25	7 00
Splitting Axes	7 00	12 00
Handled Axes	....	10 00

AMERICAN AXE AND TOOL CO.

Red Ridge, boys', handled.	....	5 75
" hunters	....	5 25

AXLE GREASE

Ordinary, per gross	6 00	7 00
Best quality	10 00	12 00

BELLS.

Hand.

Brass, 60 per cent.
Nickel, 55 per cent.

Cow.

American make, discount 63¾ per cent.
Canadian, discount 45 and 50 per cent.

Door.

Gongs, Sargant's	5 50	8 00

" Peterboro', discount 50 and 10 per cent. off new list.

Farm.

American, each	1 25	3 00

House.

American, per lb.	0 35	0 40

BELLOWS.

Hand, per doz	3 35	4 75
Moulders', per doz	7 50	10 00

Blacksmiths', discount 40 per cent.

BELTING.

Extra, 60 per cent.
Standard, 60 and 10 per cent.
No. 1, not wider than 6 in., 60, 10 and 10 per cent.
Agricultural, not wider than 4 in., 75 per cent.

BITS.

Auger.

Gilmour's, discount 60 per cent.
Rockford, discount 50 and 10 per cent.
Jennings' Gen., net list.

Car.

Gilmour's, 47½ per cent.

Expansive.

Clark's, 40 per cent.

Gimlet.

Clark's, per doz	0 65	0 90
Diamond, Shell, per doz	1 00	1 50
Nail and Spike, per gross	2 25	5 20

BLIND AND BED STAPLES.

All sizes, per lb.	0 07½	0 12

BOLTS AND NUTS

	Per cent.
Carriage Bolts, common ($1 list)	
" " 3-16 and ¼	60
" " 3-16 and ⅜	55 and 5
" " 7-16 and up	55
" " full sq. ($2.40 list)	60
" " Norway Iron ($3 list)	60
Machine Bolts, all sizes, ⅜ and less	60
Machine Bolts, 7-16 and up	55 and 5
Plough Bolts	55 and 5
Blank Bolts	55 and 5
Bolt Ends	55 and 5
Sleigh Shoe Bolts	70
Coach Screws, cone point	70

Nuts, square, all sizes, 4c. per lb. off.
Nuts, hexagon, all sizes, 4¼c. per lb. off.
Stove Rods, per lb., 5½ to 6c.

BOOT CALKS.

Small and medium, ball ....per M.	4 25
Small heel "	4 50

BRIGHT WIRE GOODS.

Discount 62½ per cent.

BUTCHERS' CLEAVERS.

German ....per doz.	6 00	9 00
American "	12 00	18 00

BUTCHER KNIVES.

Bailey's ....per doz.	0 60	6 30

BUILDING PAPER, ETC

Tarred Felt, per 100 lb.	85
Ready roofing, 2-ply, not under 45 lb. per roll	0 90
Ready roofing, 3-ply, not under 65 lb., per roll	1 15
Carpet Felt ....per ton	45 00
Heavy Straw Sheathing ....per ton	35 00
Dry Sheathing ....per roll, 400 sq. ft.	0 40
Tar " " 400 "	0 50
Dry Fibre " 400 "	0 55
Tarred Fibre " 400 "	0 65
O. K. & I. X. L " 400 "	0 70
Resin-sized " 400 "	0 45
Oiled Sheathing " 600 "	1 00
Oiled " " 400 "	0 70
Roof Coating, in barrels ....per gal.	0 17
Roof " small packages "	0 25
Refined Tar ....per barrel	5 00
Coal Tar "	4 00
Coal Tar, less than barrels ....per gal.	0 15
Roofing Pitch ....per 100 lb.	1 10

BULL RINGS.

Copper, $2.00 for 2½-inch, and $1.9 for 2-inch.

BUTTS.

Wrought Brass, net revised list.

Cast Iron.

Loose Pin, discount 60 per cent

Wrought Steel.

Fast Joint, discount 65, 10 and 2½ per cent.
Loose Pin, discount 65, 10 and 2½ per cent.
Berlin Bronzed, discount 70, 70 and 5 per cent

Gen. Bronzed ....per pair	0 40	0 65

CARPET STRETCHERS.

American ....per doz.	1 00	1 50
Bullard's "	....	6 50

CASTORS.

Bed, new list, discount 55 to 57½ per cent.
Plate, discount 52½ to 57½ per cent.

CATTLE LEADERS.

Nos. 32 and 33 ....per gross	7 50	8 50

CHALK.

Carpenters' Colored, per gross	0 45	0 75
White lump ....per cwt.	0 60	0 65
Red	0 05	0 06
Crayon ....per gross	0 14	0 18

CHISELS.

Socket, Framing and Firmer.

Broad's, discount 60 and 10 per cent.
Warnock's, discount 50 and 10 per cent.
P. S. & W. Extra, discount 60 and 10 per cent

FOODS—STOCK.

Colonial Stock Foods, 10c. packages, per doz	$4 00
" " " 25c. pkgs., "	2 00
" " " 10c. " "	75
" " " 25-lb. pail, each	1 30
Poultry Foods, 25c. packages	1 25
Cough Powders, per doz	1 25
Worm " "	1 25
International Stock Foods, $1 packages, per doz.	8 00
International Stock Foods, per pail	2 75
" " " per bbl	10 50
" Poultry " $1 pkgs., per dz.	8 00
" Worm Powders, 50c. pkgs. "	4 00
" Pine Healing Oil, per doz	8 00
" Pheno-Chloro, $1 pkgs., per doz	8 00
" Hoof Ointment	8 00
" Compound Absorbent	16 00

Also 25c. pkgs. at $2 per doz. 50c. pkgs. at 4 per doz.

CLIPS.

Axle, discount 65 per cent.

Paterson's Wire Edged Ready Roofing

has successfully stood the test of Canada's variable climate for over twenty years, and is the only popular substitute for shingles.

We are advertising the above Roofing extensively in the "Farmers' Magazines" and in all cases we ask prospective customers to order our goods from their local Hardware Merchants.

There will be a very large quantity of our Ready Roofing sold in the future, and you can't blame us if you don't get your share of that trade.

Prices, Samples and Testimonials from

The Paterson Mfg. Co., Limited

Toronto and Montreal.

COMPASSES, DIVIDERS, ETC.

American, discount 62½ to 65 per cent.

CONDUCTOR PIPE.

Plain or Corrugated.

2-inch	per 100 feet	3 00
3 "	" "	4 00
4 "	" "	5 25
5 "	" "	6 75
6 "	" "	9 00

CRADLES, GRAIN.

Canadian, discount 20 to 25 per cent.

CROSSCUT SAW HANDLES.

S. & D., No. 3	per pair	0 17½
S. & D., " 5	"	0 22½
S. & D., " 6	"	0 15
Boynton pattern	"	0 20

DOOR SPRINGS.

Torrey's Rod	per doz.	....	1 75
Coil, 9 to 11 in.	"	0 95	1 65
English	"	2 00	4 00

DRAW KNIVES.

Coach and Wagon, discount 50 per cent.

Carpenters' discount 60 and 10 per cent.

DRILLS.

Hand and Breast.

Millar's Falls, per doz., net list.

DRILL BITS.

Morse, discount 37½ to 40 per cent.
Standard, discount 50 and 5 to 55 per cent.

FAUCETS.

Common, cork-lined, discount 35 per cent.

EAVETROUGHS.

10-inch ... per 100 ft. 10 00

ELBOWS (stovepipe.)

5 and 6-inch, common	per doz.	1 20
7-inch	"	1 35

Polished, 15c. per dozen extra.

ESCUTCHEONS.

Discount 50 and 10 per cent., new list

ESCUTCHEON PINS.

Iron, discount 40 per cent.

FACTORY MILK CANS.

Discount off revised list, 40 per cent.

FILES AND RASPS.

Great Western	70 and 10 per cent.
Arcade	70 " 10 "
Kearney & Foot	70 " 10 "
Disston's	70 " 10 "
American	70 " 10 "
J. Barton Smith	70 " 10 "
McClellan	70 " 10 "
Eagle	70 " 10 "
Nicholson, 60 and 10 to 60, 10 and 5	"
Royal	80 "
Globe	70 to 75 "

Black Diamond, 60 and 10 to 60, 10 and 5 per cent.
Jowitt's, English list, 25 to 27½ per cent.
Nicholson File Co.'s "Simplicity" file handle, per gross 85c. to $1.50

GLASS.

Window. Box Price.

Size United Inches.	Star Per 50 ft.	Star Per 100 ft.	D. Diamond Per 50 ft.	D. Diamond Per 100 ft.
Under 26	....	3 10	....	6 75
26 to 40	....	3 30	....	7 25
41 to 50	....	3 70	....	8 75
51 to 60	....	4 00	....	10 00
61 to 70	....	5 00	....	11 5
71 to 80	....	5 30	....	12 50
81 to 85	....	....	....	14 00
86 to 90	....	....	....	16 50
91 to 95	....	....	....	18 00
96 to 100	....	....	....	20 00

Special discount of 25 per cent on "Double Diamond," besides regular discount of 15 to 20 per cent.

GAUGES.

Marking, Mortise, Etc.

Stanley's, discount 50 to 55 per cent.

Wire Gauges.

Winn's, Nos. 26 to 33 ....each 1 65 2 40

GILLETT'S POWDERED LYE.

1-case, $3.60; 3-case, $3.50; 5-case and over, $3.40.

HALTERS.

Rope, ⅜-inch	per gross	....	12 00
Rope, ½ "	"	....	9 00
Rope, ⅝ to ¾-inch	"	....	14 00
Leather, 1-inch	per doz.	....	4 00
Leather, 1¼ "	"	....	5 20
Web	"	....	2 45

HAMMERS.

Nail.

Maydole's, discount 5 to 10 per cent. Canadian discount 25 to 27½ per cent.

Tack.

Magnetic ....per doz. 1 10 1 20

Sledge.

Canadian ....per lb. 0 07½ 0 08½

Ball Pean.

English and Canadian, per lb. 0 22 0 25

HANDLES.

Axe, 2nd growth, per doz. net	3 00	4 00
tore door ....per doz.	1 00	1 50

Fork.

C. & B., discount 40 per cent., revised list.

Hoe.

C. & B., discount 40 per cent., revised list.

Saw.

American ....per doz 1 00 1 25

Plane.

American .... per gross 3 15 3 75

Hammer and Hatchet.

Canadian, discount 40 per cent.

HANGERS.	doz. pairs.	
Steel barn door	8 00	10 00
Stearns, 4-inch	....	4 50
" 5-inch	....	6 00
Zenith	....	9 00
Lane's covered—		
No. 11, 5-foot run	....	8 40
No. 11½, 10-foot run	....	10 80
No. 12, 10-foot run	....	12 60
No. 14, 15-foot run	...	21 00
Steel, covered	4 00	11 00
" track, 1 x 3-16 in	....	3 90
" " 1½ x 3-16 in	....	5 60

HARVEST TOOLS.

Discount 60 per cent.

HATCHETS.

Canadian, discount 40 to 42½ per cent.

HAT ENAMEL.

Henderson & Potts' "Anchor Bran

HINGES.

Blind, Parker's, discount 60 per cent.

Heavy T and strap, 4-in., per lb.	0 06½
" " 5-in., "	0 06¼
" " 6-in., "	0 06
" " 8-in., "	0 05¾
" " 10-in., "	0 05½

Light T and strap, discount 65 and 5 per cent.

Screw hook and hinge—

6 to 10 in.	per 100 lb.	....	4 50
12 in. up	"	....	3 25
Spring, No. 20,	per gro. pairs	....	10 50

HOES.

Garden, Mortar, etc., discount 60 per cent.
Planter .... per doz. 4 00 4 50

HOLLOW WARE.

Tinned cast, 35 per cent.

HOOKS.

Cast Iron.

Bird cage	per doz.	0 50	1 10
Clothes line, No. 61	"	0 00	0 70
Harness	"	0 60	12 00
Hat and coat	per gro.	1 10	10 00
Chandelier	per doz.	0 50	1 00

Wrought Iron.

Wrought hooks and staples Canadian discount 60 per cent.

Wire.

Hat and coat, discount 60 per cent.
Belt ....per 1,000 .... 0 60
Screw, bright, discount 60 per cent.

HORSE NAILS.

"C" brand, 40, 10 and 7½ per cent. off list } Oval
"M" brand, 55, per cent. } head
Countersunk, 57½ per cent.
"Monarch," 50 and 7½ per cent.
"Peerless" 50 per cent. dis.

HORSESHOES.

F.O.B. Montreal

Iron Shoes.	No. 2 and larger.	No. 1 and smaller.
Light, medium and heavy	3 65	3 90
Snow shoes	3 90	4 15
Steel Shoes.		
XL, sizes 1 to 5	....	5 35
Light, No. 2 and larger	....	3 80
No. 1 and smaller	....	4 05
Featherweight, all sizes 0 to 4.	....	5 35
Toeweight, all sizes 1 to 4	....	6 60

JAPANNED WARE.

Discount 50 per cent.

ICE PICKS.

Star ....per doz. 00 3 25

KETTLES.

Brass spun 7½ per cent. discount off new list.
Copper .... per lb. 0 30 0 50
American, 60 and 10 to 65 and 5 per cent.

KEYS.

Lock, Canadian dis. 40 to 40 and 10 per cent.
Cabinet, trunk and padlock, American .... per gross 0 60

KNOBS.

Door, japanned and N.P., per doz.		1 50	2 50
Bronze, Berlin	per doz.	2 75	3 25
Bronze, Genuine	"	6 00	9 00
Shutter, porcelain, F. & L. screw	per gross	1 30	00
White door knobs	per doz.	....	00

HAY KNIVES.

Net prices.

LAMP WICKS.

Discount, 60 per cent.

LANTERNS.

Cold Blast	per doz.	7 00
No. 3, "Wright's"	"	8 50
Ordinary, with O burner.	"	4 00
Dashboard, cold blast	"	9 00
No. 0	"	5 75

Japanning, 50c. per doz. extra.

LEMON SQUEEZERS.

Porcelain lined	per doz.	2 20	5 60
Galvanized	"	1 87	3 85
King, wood	"	2 75	2 90
King, glass	"	4 00	4 50
All glass	"	0 50	0 90

LINES.

Fish	per gross	1 05	2 50
Chalk	"	1 90	7 40

LAWN MOWERS.

Woodyatt, 10½-in. wheel, 14-in. cut	8 50
Star, 9 -in. " "	7 00
Daisy, 8 -in. " " (net)	2 87½
Philadelphia, 7½-in. " "	7 00
Ontario, 7½-in. " "	15 80
King Edw'd, 12-in. " "	9 50

Discount, 50 per cent., with freight concessions in quantity shipments.

Maxwell & Sons:

10½-in. high wheel	7 50	10 00
9-in.	5 50	6 25
8-in.	4 90	5 50

Discount 50 per cent.

LOCKS.

Canadian, 50 to 50 and 10 per cent.
Russell & Erwin ...per doz.

Cabinet.

Eagle, discount 30 per cent.

Padlocks.

English and Am. .... per doz. 0 50 6 00
Eagle, discount 20 to 25 per cent.

MACHINE SCREWS.

Iron and Brass.

Flat head, discount 25 per cent.
Round head, discount 20 per cent.

MALLETS.

Tinsmiths'	per doz.	1 25	1 50
Carpenters', hickory,	"	1 25	3 75
Lignum Vitae	"	3 85	5 00
Caulking, each		0 60	2 00

MATTOCKS.

Canadian .... per doz. 5 50 6 50

MEAT CUTTERS.

American, discoun 3½ per cent.
German, 15 per cen
Gem ....each 1 15

MILK CAN TRIMMINGS.

Discount 25 per cent.

NAILS.	Cut.	Wire.
2d and 3d	3 30	3 45
3d	2 95	3 12
4 and 5d	2 70	2 95
6 and 7d	2 60	2 80
8 and 9d	2 45	2 60
10 and 12d	2 40	2 55
16 and 20d	2 35	2 50
30, 40, 50 and 60d (base)	2 30	2 45

Cut nails in carlots 5c. less.
Wire nails in carlots are $2.40.
Steel cut nails 10c. extra.
Miscellaneous wire nails, discount 75 per cent.
Coopers' nails, discount 30 per cent.

NAIL PULLERS.

German and American 1 75 50

NAIL SETS.

Square, round and octagon, per gross 3 38
Diamond 1 00

POULTRY NETTING.

2-in. Mesh, 19 w.g., dis. 60 per cent.
2-in. Mesh, 16 w.g. and heavier, 50 p.c.

OAKUM.

U. S. Navy	per 100 lb.	....	6 75
Plumbers	"	....	3 00

OILERS.

McClary's Model galvanized oil can, with pump, 5 gallon, per dozen 10 00
Davidson oilers, discount 40 per cent.
Zinc and tin, discount 50, 50 and 10 per cent.

Copper	per doz.	1 25	3 50
Brass	"	1 50	3 50

Malleable, discount 25 per cent

GALVANIZED PAILS.

Dufferin pattern pails, discount 45 per cent
Flaring pattern, discount 45 per cent.
Galvanized washtubs, discount 45 per cent

PIECED WARE.

Discount 40 per cent off list, June, 1899.
10-qt. flaring sap buckets, discount 40 per cent
6, 10 and 14-qt. flaring pails dis. 40 per cent.
Creamer cans, discount 40 per cent.

PICKS.

Per dozen 6 00 9 00

PICTURE NAILS.

Porcelain head	per gross	1 35	1 50
Brass head	"	0 40	1 00

PICTURE WIRE.

Tin and gilt, discount 75 per cent.

PINE TAR.

½ pint in tins	per gross	7 80
1 " "	"	9 60

PLANES.

Wood bench, Canadian discount 40 per cent., American discount 50 per cent.
Wood, fancy Canadian or American, 37½ to 40 per cent

Remington Double Hammer Guns

ARE PREFERRED

Because they retail at a moderate price.

Because of their wearing and shooting qualities.

Because they have the reputation of "Standing the Racket."

REMINGTON ARMS CO., ILION, N.Y.

Agency: 313 Broadway, New York. Depot: 86-88 First St., San Francisco, Cal.

PLANE IRONS.

English ..... per doz.	2 00	5 00

PLIERS AND NIPPERS.

Button's genuine, per doz. pairs,	discount 37½ to 40 per cent.	
Button's imitation .... per doz.	5 00	9 00
German ..... "	0 60	60

PRESSED SPIKES.

Discount 20 per cent.

PULLEYS.

Hothouse ..... per doz.	0 55	1 00
Axle ..... "	0 22	0 33
Screw ..... "	0 27	1 00
Awning ..... "	0 35	2 50

PUMPS.

Canadian cistern	1 80	3 60
Canadian pitcher spout	1 40	2 10

PUNCHES.

Saddler's ..... per doz.	1 00	1 85
Conductor's ..... "	3 00	15 00
Tinners', solid ..... per set	....	0 72
" hollow ..... per inch	....	1 00

RAKES.

Wood ..... per doz. net	1 20 up	

RAZORS.

	per doz.	
Elliot's	4 00	18 00
Geo. Butler's & Co.'s	4 00	18 00
Boker's	7 50	11 00
" King Cutter	12 50	15 00
Wade & Butcher's	3 60	10 00
Theile & Quack's	7 00	12 00
Bailey's	6 00	12 00
Bailey's Brantford	10 00	11 00
Carbo Magnetic	....	15 00
Griffon Barber's Favorite	....	10 75
Griffon No. 65	....	13 00
Griffon Safety Razors	....	13 50
Griffon Stropping Machines ..	....	13 50
Lewis Bros. "Klean Kutter"	8 50	10 50

REGISTERS.

Discount 40 per cent.

RIVETS AND BURRS.

Iron Rivets, black and tinned, discount 60 and 10 per cent.
Iron Burrs, discount 55 per cent.
Extras on Iron Rivets in 1-lb. cartons, ½c. per lb.
Extras on Iron Rivets in ½-lb cartons, 1c. per lb.
Copper Rivets, with usual proportion burrs, 45 per cent. discount. Cartons, 1c. per lb. extra, net.
Copper Burrs only, discount 30 and 10 per cent.
Extras on Tinned or Coppered Rivets, ½-lb. cartons, 1c. per lb.

RIVET SETS.

Canadian, discount 35 to 37½ per cent.

ROPE, ETC.

Sisal	0 11½
Pure Manilla	0 14½
"British" Manilla	0 12
Cotton, 3-16 inch and larger	0 21
" 5-32 inch	0 25
" ¼ inch	0 25
Russia Deep Sea	0 15
Jute	0 08
Lath Yarn, single	0 10½
" double	0 11
Sisal bed cord, 48 feet ..... per doz.	0 65
" " 60 feet ..... "	0 80
" " 72 feet ..... "	0 95

RULES.

Boxwood, discount 55 per cent.
Ivory, discount 37½ to 40 per cent.

SAD IRONS.

Mrs. Potts, No. 55, polished ... per set	0 80
" No. 50, nickle-plated, "	0 90
Common, plain	4 50
" plated	5 50

SAND AND EMERY PAPER.

B. & A. sand, discount, 40 and 5 per cent
Emery, discount 40 per cent.
Garnet (Rurton's). 5 to 10 per cent. advance on list.

SAP SPOUTS.

Bronzed iron with hooks .... per 1,000	7 50
"Eureka" tinned steel, hooks "	8 00

SAWS.

Hand, Disston's, discount 12½ per cent
S. & D., discount 40 per cent.
Crosscut, Disston's ... per foot 0 35 — 0 55
S. & D., discount 35 per cent. on Nos. 2 and 3.
Hack, complete ..... each 0 75 — 2 75
" frame only ..... each 0 50 — 1 25

SASH WEIGHTS.

Sectional ..... per 100 lb.	2 00	2 25
Solid ..... "	1 50	1 75

SASH CORD.

Per lb	0 28 — 0 30

SAW SETS. per doz.

Lincoln and Whiting	4 75
Hand Sets, Perfect	4 00
X-Cut Sets, "	7 50

SCALES.

Gurney Standard, 40 per cent.
Gurney Champion, 50 per cent.
Burrow, Stewart & Milne—
Imperial Standard, discount 40 per cent.
Weigh Beams, discount 35 per cent.
Champion Scales, discount 50 per cent.
Fairbanks standard, discount 35 per cent.
" Dominion, discount 55 per cent
" Richelieu, discount 55 per cent.
Warren's new Standard, discount 40 per cent.
" " Champion, discount 50 per cent.
" Weighbeams, discount 35 per cent.

SCREW DRIVERS.

argent's ..... per doz.	0 65	1 00

SCREEN DOORS.

Common doors, 2 or 3 panel, walnut stained, 4-in. style ..... per doz.	6 50
Common doors, 2 or 3 panel, yellow and green stained, 4-in. style .... per doz.	6 75
Common doors, 2 or 3 panel, in natural colors, oil finish ..... per doz.	8 75

3-in. style 20c. per dozen less.

SCREWS.

Wood, F. H., bright and steel, discount 87½ per cent.
Wood, R. H., bright, dis. 82½ per cent.
" F. H., brass, dis. 80 per cent.
" R. H., " dis. 75 per cent.
" F. H., bronze, dis. 75 per cent.
" R. H., " dis. 70 per cent.
Drive Screws, dis. 87½ per cent.

Bench, wood ..... per doz.	3 25	4 00
" iron ..... "	4 25	5 00

Set, case hardened, dis. 60 per cent.
Square Cap, dis. 50 and 5 per cent.
Hexagon Cap, dis. 45 per cent.

SCYTHES.

Per doz. net	6 00	9 00

SCYTHE SNATHS.

Canadian, discount 40 per cent.

SHEARS.

Bailey Cutlery Co., full nickeled, discou and 2½ per cent.
Bailey Cutlery, Japan Handles, discount 67½ per cent.
Seymour's, discount 50 and 10 per cent.

SHOVELS AND SPADES.

Canadian, discount 45 per cent.

SINKS.

Cast iron, 16 x 24	....	0 85
" 18 x 30	....	1 00
" 18 x 36	....	1 40

SNAPS.

Harness, German, discount 25 per cent.

Lock, Andrews'	4 50	11 50

SOLDERING IRONS.

1, 1½-lb ..... per lb.	....	0 37
2-lb. or over ..... "	....	0 34

SQUARES.

Iron, No. 493 ..... per doz.	2 40	2 55
" No. 494 ..... "	3 25	3 40

Steel, discount 60 to 60 and 5 per cent.
Try and Bevel, discount 50 to 52½ per cent.

STAMPED WARE.

Plain, discount 75 and 12½ per cent. off revised list.
Retinned, discount 75 per cent off revised list.

STAPLES.

Galvanized	....	3 00
Plain	....	2 80

Coopers', discount 45 per cent.
Poultry netting staples, discount 40 per cent.

STOCKS AND DIES.

American discount 25 per cent.

STONE.

Washita ..... per lb.	0 28	0 60
Hindostan ..... "	0 06	0 07
" slip ..... "	0 09	0 09
Labrador ..... "	....	0 13
" Axe ..... "	....	0 15
Turkey ..... "	....	0 50
Arkansas ..... "	....	1 50
Water-of-Ayr ..... "	....	0 10
Scythe ..... per gross	3 50	5 00
Grind, 2-in., 40 to 200 lb., per ton	....	25 00
" " under 40 lb., "	....	28 00
" under 2 in. thick, "	....	29 00

STOVEPIPES.

5 and 6 inch, per 100 lengths	....	7 00
7 inch ..... " "	....	7 50

ENAMELINE STOVE POLISH.

No. 4, 3 doz. in case .. net cash	....	4 80
No. 6, 3 doz. in case .. "	....	8 40

TACKS, BRADS, ETC.

Carpet tacks, blued	80 and 15
" " tinned	80 and 20
" " (in kegs)	40
Cut tacks, blued, in dozens only	80
" ¼ weights	60
Swedes cut tacks, blued and tinned—	
In bulk	80 and 10
In dozens	75
Swedes, upholsterers', bulk 85,	12½ and 12½
" brush, blued and tinned bulk	70
Swedes, gimp, blued, tinned and japanned	75 and 12½
Zinc tacks	35
Leather carpet tacks	55
Copper tacks	50
Copper nails	52½
Trunk nails, black	65 and 5
Trunk nails, tinned	65 and 10
Clout nails, blued	65 and 5
Chair nails	35
Patent brads	40
Fine finishing	40
Lining tacks, in papers	10
" " in bulk	15
" " solid heads, in bulk	75
Saddle nails, in papers	10
" " in bulk	15
Tufting buttons, 22 line, in dozens only	60
Zinc glaziers' points	5
Double pointed tacks, papers ..	90 and 10
" " " bulk	40
Clinch and duck rivets	45

TAPE LINES.

English, ass skin .... per doz.	2 75	5 00
English, Patent Leather	5 50	9 75
Chesterman's ..... each	0 90	2 85
" steel ..... each	0 80	8 00

TINNERS' SNIPS.

Per doz	3 00	15 00

THERMOMETERS.

Tin case and dairy, discount 75 to 75 and 10 per cent.

TRAPS (steel.)

Game, Newhouse, discount 25 per cent.
Game, H. & N., P. S. & W., 65 per cent.
Game, steel, 72½, 75 per cent.

TROWELS.

Disston's, discount 10 per cent.

Germas ..... per doz.	4 75	6 00

S. & D., discount 35 per cent.

TWINES.

Bag, Russian ..... per lb.	....	0 27
Wrapping, cotton, 3-ply	....	0 24
" " 4-ply	....	0 27
Mattress ..... per lb.	0 33	0 45
Staging ..... "	0 27	0 35

VISES.

Wright's	....	0 13½
Brook's	....	0 12½
Pipe Vise, Hinge, No. 1	....	3 50
" " No. 2	....	5 50
Saw Vise	4 50	9 00

Columbia Hardware Co.
Blacksmiths' (discount) 60 per cent.
" parallel (discount) 45 per cent.

ENAMELLED WARE.

White, Princess, Turquoise, Blue and White discount 50 per cent. .....
Diamond, Famous, Premier, discount 50 and 10 per cent. .....
Granite or Pearl, Imperial, Crescent, discount 50, 10 and 10 per cent.
Premier steel ware, 40 per cent.
"Star" decorated steel and decorated white, 25 per cent.

WIRE.

Smooth Steel Wire.

No. 0-9 gauge		$2 50
10 "	6c.	extra.
11 "	12c.	"
12 "	20c.	"
13 "	30c.	"
14 "	40c.	"
15 "	55c.	"
16 "	70c.	"

Add 60c. for coppering and $2 for tinning.
Extra net per 100 lb.—Oiled wire 10c., spring wire $1.25, special hay baling wire 30c., best steel wire 75c., bright soft drawn 15c., charcoal (extra quality) $1.25, packed in casks or cases 15c., bagging and papering 10c., 50 and 100-lb. bundles 10c., in 25-lb. bundles 15c., in 5 and 10-lb. bundles 25c., in 1-lb. hanks, 50c., in ½-lb. hanks 75c., in ¼-lb. hanks $1.
Fine Steel Wire, discount 25 per cent. List of extras: In 100-lb. lots: No. 17, $5—No. 18, $5.50—No. 19, $6—No. 20, $6.65—No. 21, $7—No. 22, $7.30—No. 23, $7,65—No. 24, $8—No. 25, $9—No. 26, $9.50—No. 27, $10—No. 28, $11—No. 29, $12—No. 30, $13—No. 31, $14—No. 32, $15—No. 33, $16—No. 34, $17. Extras net—tinned wire, Nos. 17-25, $2—Nos. 26-31, $4—Nos. 32-34, $6. Coppered, 5c.—oiling, 10c.—in 25-lb. bundles, 15c.—in 5 and 10-lb. bundles, 25c.—in 1-lb. hanks, 25c. —in ½-lb. hanks, 38c.—in ¼-lb. hanks, 50c.—packed in casks or cases, 15c.—bagging or papering, 10c.
Brass wire, discount 60 per cent. off the list.
Copper wire, discount 60 per cent. net cash 30 days, f.o.b factory.
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Clothes Line Wire, regular 7 strand, No. 17, $4.65; No. 18. $2.90; No. 19, $2.60. Hollow 6 strand, No. 17, $4.30; No. 18, $2.70; No. 19, $2.35; No. 20, $2.30, f.o b. Hamilton, Toronto, Montreal.

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Galvanized barb	....	2 75
Galvanized, plain twist	....	2 80

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" S. ..... per doz.	5 80	6 00
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Burrell's Pipe ..... each	....	3 00
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Sampson ..... "	....	24 00
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Canadian make, discount 40 per cent.

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Ironside, Son & Co., London, Eng.
London Fence Machine Co., London.
McGregor - Banwell Fence Co., Windsor, Ont.
Merrick, Anderson & Co., Winnipeg.
Oneida Community, Niagara Falls.
Owen Sound Wire Fence Co., Owen Sound
Page Wire Fence Co., Walkerville, Ont.
Walter. E. F. & Co., Montreal.
Western Wire & Nail Works, London, Ont.

Woodenware.
Taylor-Forbes Co., Guelph, Ont.
United Factories, Toronto.

Wrapping Papers.
Canada Paper Co., Toronto.
McArthur, Alex., & Co., Montreal.

ALEXANDER GIBB

Manufacturers' Agent and Metal Broker,
13 St. John Street, Montreal

Representing British and American Manufacturers. Correspondence invited from firms wishing to be represented in Canada.

STEP LADDERS in following sizes: 4, 5, 6, 7, 8, 10 foot; made of best red pine, round edges, well finished. Prices according to quantity.

J. H. CONNOR & SON, Limited
MANUFACTURERS, OTTAWA.
DELORME BROS., 15 De Bresoles St., Montreal, Agents.

CHAS. F. CLARK, President. CHAS. L. BECKWITH, Secretary

...ESTABLISHED 1849...

BRADSTREET'S

Capital and Surplus, $1,500,000. Offices Throughout the Civilized World.
Executive Offices: Nos. 346 and 348 Broadway, New York City, U.S.A.

THE BRADSTREET COMPANY gathers information that reflects the financial condition and the controlling circumstances of every seeker of mercantile credit. Its business may be defined as of the merchants, by the merchants, for the merchants. In procuring, verifying and promulgating information, no effort is spared, and no reasonable expense considered too great, that the results may justify its claim as an authority on all matters affecting commercial affairs and mercantile credit. Its offices and connections have been steadily extended, and it furnishes information concerning mercantile persons throughout the civilized world.

Subscriptions are based on the service furnished, and are available only by reputable wholesale, jobbing and manufacturing concerns, and by responsible and worthy financial, fiduciary and business corporations. Specific terms may be obtained by addressing the Company at any of its offices. **Correspondence Invited.**

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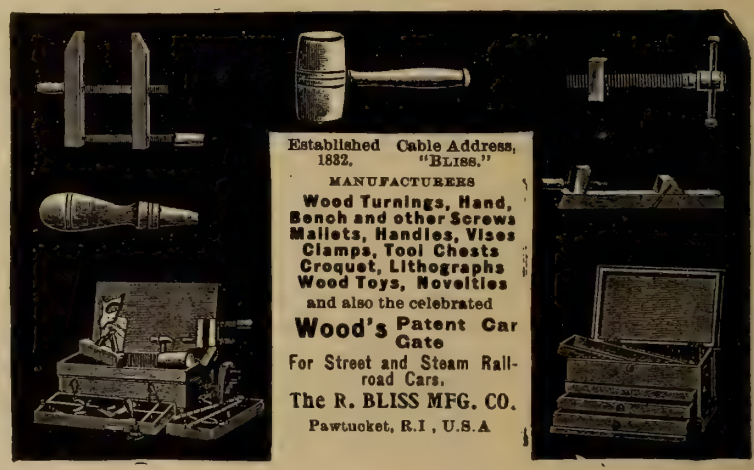
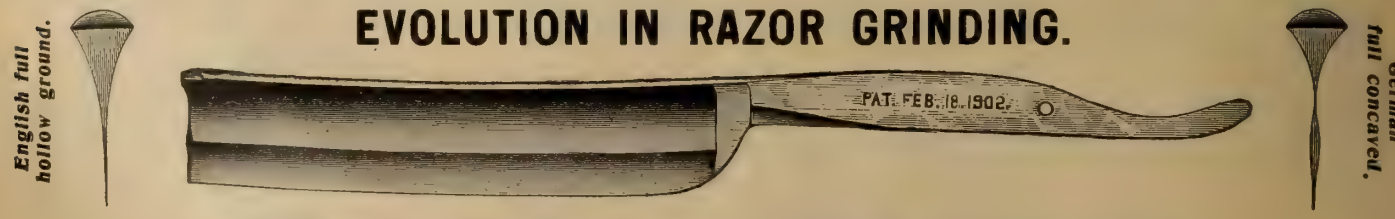
HALIFAX, N.S. HAMILTON, ONT. LONDON, ONT. MONTREAL, QUE.
OTTAWA, ONT. QUEBEC, QUE. ST. JOHN, N.B. TORONTO, ONT.
VANCOUVER B.C. WINNIPEG, MAN.

THOS. C. IRVING. Gen. Man. Western Canada, Toronto.



75 YEARS *ESTABLISHED 1825.* *75 YEARS*

EVOLUTION IN RAZOR GRINDING.



THE AMERICAN DOUBLE HOLLOW.

Have you ever seen a razor too good to be used on your face?

The old-fashioned way to grind a razor was the English full hollow, but it was found that, if ground thick, it was harsh on the face, if very thin it would vibrate or would not shave clean.

About 30 years ago a new style of grinding was invented, the German full concaved; this was found better; it had only one fault, being thick above the edge it cannot easily be kept sharp on a strop, you have to hone it very often. We are making a newly Patented Razor, the American Double Hollow, which has two distinct hollows. This razor, if properly used on a strop, practically never needs honing, because it is so thin above the edge. Try it and you will be more than pleased.

AGENTS FOR CANADA { Caverhill, Learmont & Co., Montreal. / Rice Lewis & Son, Limited, Toronto. } **GEO. W. KORN RAZOR MFG. CO.,** *LITTLE VALLEY, N.Y. U. S. A.*

BEAMS CHANNELS ANGLES PLATES

1,500 TONS FOR SALE

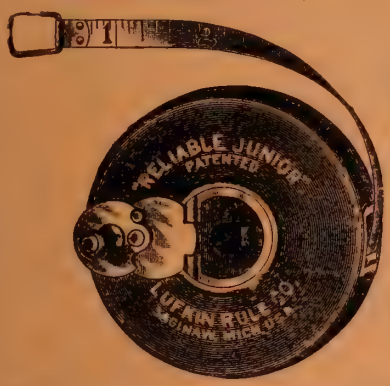
All of this material in lengths from 40 to 60 feet.
We can ship promptly, and should be pleased to receive your order.
Prices and stock lists on application.

STEEL FRAME BUILDINGS and ROOF TRUSSES.

Also Steel Bridges for Railways and Highways.

THE HAMILTON BRIDGE WORKS COMPANY LIMITED

Long Distance Telephone, Hamilton 630. HAMILTON, CANADA.



LUFKIN MEASURING TAPES

Steel, Metallic, Linen, Pocket, Ass Skin,
Pat. Leather, Bend Leather, Etc.

ARE THE BEST AND MOST POPULAR TAPES IN THE WORLD.
YOUR STOCK IS NOT COMPLETE WITHOUT THEM.

LUFKIN RULE CO., Saginaw, Mich, U.S.A.

New York City Branch—280 Broadway.

For sale by ALL PROMINENT CANADIAN HARDWARE JOBBERS.

"QUALITY FIRST AND ALWAYS."

We are doing all we can

—and when we do all we can it means something—to make

Huron Stoves and Ranges

the best ever put together. We have been stove specialists for years, and we never go to sleep in our business.

Let our catalogue do some more talking for you on this stove question. Send for it.

The Western Foundry Co., Limited, Wingham, Ont.

Est. 1868. Inc. 1895.

Black Diamond File Works

G. & H. Barnett Company

PHILADELPHIA

Twelve Medals

Awarded
By **JURORS** at
International Expositions
Special Prize
Gold Medal at Atlanta, 1895

"Redstone" Sheet Packing.

For use in highest pressures for Steam, hot or cold Water and Air. Packs equally well for all. No trouble with leaky joints when they are packed with **"REDSTONE."** The most satisfactory packing on the market. Try a sample lot and be convinced of its merits.

Manufactured solely by

The Gutta Percha and Rubber Mfg. Co.

OF TORONTO, LIMITED.

Head Office and Warerooms—
45-47-49 West Front St.

BRANCHES:
MONTREAL,
WINNIPEG.

TORONTO,
CANADA.

Portland Cement

We can quote lowest prices to import for

BEST ENGLISH CEMENT
"WHITES"
BEST GERMAN CEMENT
BEST BELGIAN CEMENT
NATURAL BELGIAN CEMENT

BARRELS OR SACKS.

B. & S. H. THOMPSON & CO.

LIMITED

53 St. Sulpice Street, MONTREAL.

Geo. W. Sadler.
Geo. F. Haworth.

Factories at
Montreal and Toronto

SADLER & HAWORTH

TANNERS AND MANUFACTURERS OF

Oak Leather Belting and Lace Leather

DEALERS IN

General Mill Supplies.

MONTREAL and TORONTO

Cable Address "SADLER" Western Union Code used.

Classified List of Advertisements on page 71.

The leading wholesale hardware trade distribute
LANGWELL'S BABBIT, MONTREAL

HARDWARE AND METAL

A Weekly Newspaper devoted to the Hardware, Metal, Machinery, Heating and Plumbing Trades in Canada.

VOL. XVI. MONTREAL AND TORONTO, APRIL 16, 1904. NO. 16

ANVILS BITS
HENRY BOKER
MANUFACTURER
OF
ARROW BRAND
REGISTERED TRADE MARK
HARDWARE
SPECIALITIES OF ALL DESCRIPTIONS
Pliers Vices
For Sale by Leading Wholesale Hardware Houses.

A QUESTION:

If other brands are "just as good," why do level headed buyers willingly pay a little more for

"QUEEN'S HEAD"?

JOHN LYSAGHT, Limited, Makers, BRISTOL, ENG.
A. C. LESLIE & CO., MONTREAL
Managers Canadian Branch.

Before placing your orders elsewhere, secure our

New Prices

—on—

IRON PIPE, BLACK AND GALVANIZED.
CAST FITTINGS.
MALL FITTINGS.
GALVANIZED FITTINGS.
HEADERS.
BRASS VALVES.
IRON BODY VALVES.
STEAM SPECIALTIES AND ENGINEERS' SUPPLIES.

Large Stock. Prompt Shipment

THE DOMINION RADIATOR CO., Limited
Head Office and Works—Dufferin St., TORONTO.
BRANCHES—Montreal, Quebec, St. John, N. B., Winnipeg and Vancouver, B.C.

3 Minute BREADMAKER

RETURNED
APR 16 1904

Every Live Hardware Man Must Have Them

MADE OF HEAVY TIN AND SHEET STEEL
ALL PARTS TINNED
VERY SIMPLE IN CONSTRUCTION

Height, 10 inch; Diameter, 11 inch; Weight, 6½ lbs.

A CHILD CAN OPERATE IT.
AS EASILY CLEANED AS A TIN PAIL.

HARDWARE DEALERS FIND THIS ARTICLE **THE BEST SELLER** ON THE MARKET

The "UNIVERSAL" Three-Minute Breadmaker

RETURNED
APR 16 1904
Cut Booth

is mixer, kneader and raiser all combined. As a mixer and kneader the action is such that the moisture is thoroughly distributed, allowing every particle of starch to expand and become digestible. The kneading is done in a perfect and scientific manner, thoroughly and evenly mixing all the ingredients, so that better and more wholesome bread is the result than in the old way.

WRITE FOR TRADE PRICES.

RICE LEWIS & SON

LIMITED

TORONTO.

Ebony, Ivory, Coral or Amber Handle, **$2.15** per dozen.

Pearl or Stone Handle, **$3.75** per dozen.

Canadian Distributing Agents:

RICE LEWIS & SON, Limited, ***TORONTO.***

DAVISON MFG. CO.,
112 Front St., Brooklyn, N.Y.

THE CANADIAN RUBBER CO.
of Montreal.

MANUFACTURERS OF

Rubber Belting, Hose, Packing, Valves, Gaskets,

ETC., ETC.

We make a specialty of

HORSE SHOE PADS

the best in the market.

Write for Prices and Circulars.

Head Office : : MONTREAL

BRANCHES—TORONTO, WINNIPEG and VANCOUVER

Other Tools are very good Tools, but

"YANKEE TOOLS"

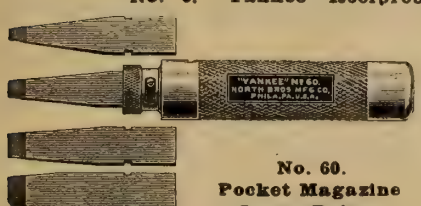
ARE BETTER

No. 15. "Yankee" Ratchet Screw Driver, with Finger Turn on Blade.

No. 30. "Yankee" Spiral-Ratchet Screw Driver, Right and Left Hand.

No. 41. "Yankee" Automatic Drill, Eight Drill Points in Handle.

No. 0. "Yankee" Reciprocating Drill for Iron, Steel, Brass, Wood, etc.



No. 60. Pocket Magazine Screw Driver.

Our "YANKEE" Tool Book tells all about them. Mailed free on application. . . . . .

Manufacturers also of

LIGHTNING, GEM and BLIZZARD Ice Cream Freezers.

Toy Freezers, Ice Shaves and Ice Chippers.

Fluting Machines, Hand Fluters.

Sold by Leading Jobbers in Canada.

NORTH BROS. MFG. CO.,

Philadelphia, Pa., U.S.A.

THOS. BIRKETT & SON CO., LIMITED

Wholesale Hardware Merchants,

OTTAWA, ONT.

Lawn Mowers
Garden Tools AND Hose
Poultry Netting
FREEZERS, Etc.

A complete stock always on hand for prompt delivery.

Enquiries solicited. Mail orders filled with dispatch.

—FOR SALE BY—

The KENNEDY HARDWARE CO, Limited

49 Colborne St., TORONTO, ONT.

BLACK SHEETS

Common, Dead Flat, Polished.

Imitation Russia, Genuine Russia.

From Stock or for Import.

M. & L. SAMUEL, BENJAMIN & CO.

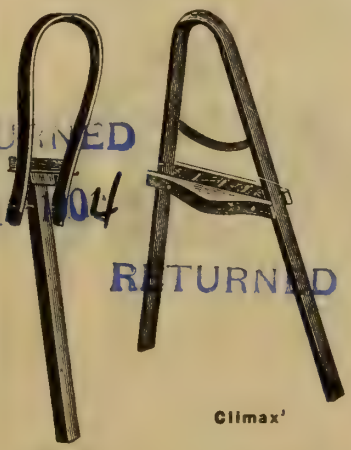
General Importers and Exporters and Metal Merchants

27 Wellington St. West, TORONTO, ONT.

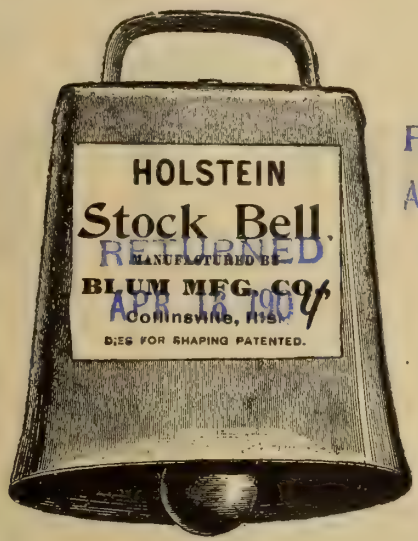
EUROPEAN HOUSE—16 PHILPOT LANE, LONDON, ENG.

MERELY A SUGGESTION

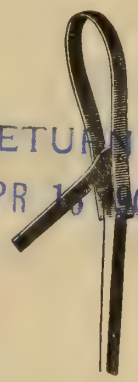
YOU know that the demand for horse pokes grows with the grass. Then, if you wish your sales to grow at the same time don't let the grass get the start of you.



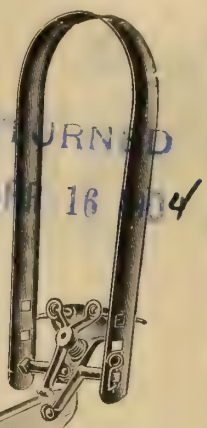
Champion Climax



Stock Bell

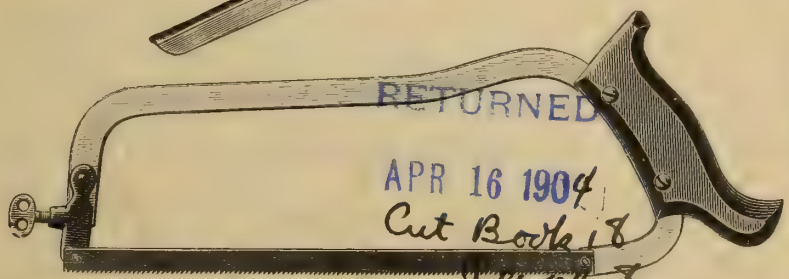


Dictator



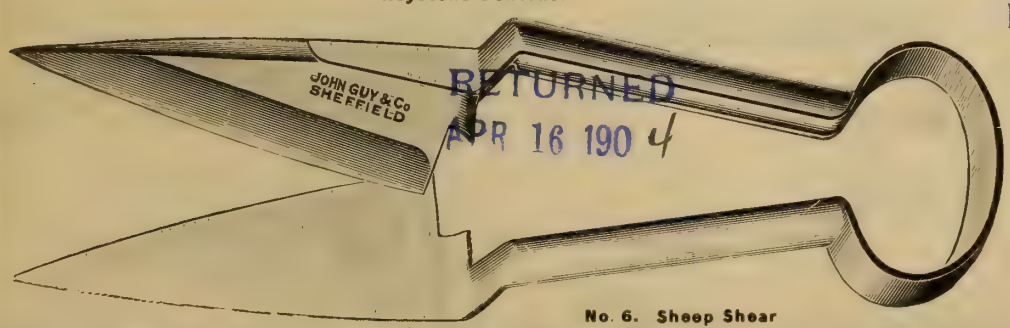
Kirk's Metallic

Tyler's Safety Calf Weaner



Star Deborning Saw

Keystone Dehorner



No. 6. Sheep Shear

Hill's Hog Ringer

QUOTE LOW

LEWIS BROS. & CO.

SHIP QUICK

Importers and Distributors.

TORONTO, 87 York St. OTTAWA, 54 Queen St. VANCOUVER, 141 Water St.

Address all correspondence to MONTREAL.

Sheaf Brand Binder Twine

Before placing your orders for Binder Twine write us for prices on our celebrated **"Sheaf" Brand,** manufactured in all lengths

Consumers Cordage Co.

LIMITED

MONTREAL. HALIFAX.

Bailey Cutlery

I am now offering the stock of the Bailey Cutlery Co., Limited, recently purchased at a discount by me, comprising about

2,500 doz. Butcher Knives
1,000 " Razors
3,500 " Shears
500 " Scissors, etc., etc.

Sold in lots to suit the trade. It will be to your interest to write for Price List.

JOHN RIACH

Hamilton.

APRIL, 1904.

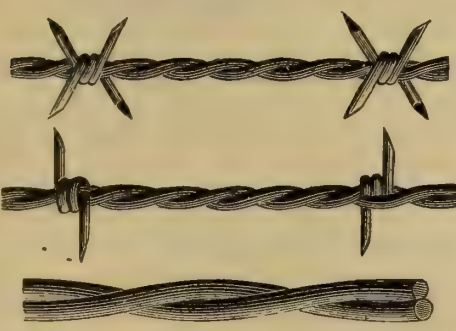
FENCING

MANUFACTURED BY

Dominion Wire Manufacturing Co.

LIMITED

MONTREAL AND TORONTO.



4-barb 6-in.	352 lbs. per mile
4-barb 4-in.	384 lbs. per mile
2-barb 5-in.	352 lbs. per mile
2-barb 2½-in.	384 lbs. per mile
Plain Twist 2 Wires.	288 lbs. per mile

Coiled SPRING Galvanized Fence.

BRIGHT and GALVANIZED FENCE STAPLES,
1¼ to 2 INCHES.

ANNEALED WIRE

FOR BALING

HAY — PULP — PAPER — RAGS — SHINGLES—ETC.

BUY DOMINION GOODS

SATISFACTION GUARANTEED.

GILLETT'S
PURE POWDERED
LYE

Ready for Use in Any Quantity.

For making SOAP, softening water, removing old paint, disinfecting sinks, closets and drains and for many other purposes. A can equals 20 pounds Sal Soda.

SOLD EVERYWHERE.

E.W. GILLETT COMPANY LIMITED
TORONTO, ONT.

Like our American (Flat-Link) Traces, shown in last week's issue, the Niagara (Wire) Trace is distinctively an Oneida Community product.

RETURNED
MAR 29 1906

NIAGARA PATTERN TRACES.

Insist on having either AMERICAN or NIAGARA pattern

Oneida Community, Limited, Manufacturers, **Niagara Falls, Ont.**

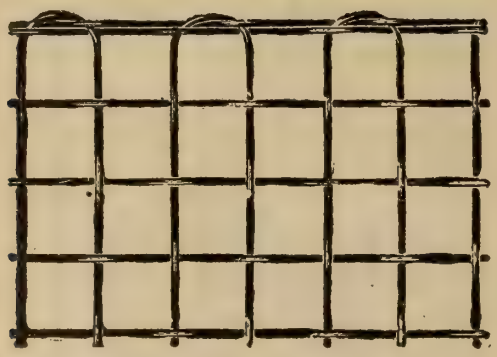
American Steel & Wire Co.

New York Empire Building | **Montreal** N. Y. Life Building | **Chicago** The Rookery

BARBED WIRE GALVANIZED PLAIN WIRE
PLAIN TWIST CABLE FENCING

Telegraph and Telephone Wire; Mattress, Broom, Weaving Wires of every description; Rail Bonds, Bale Ties, Special Wires for all purposes, Springs, Horse Shoes, Wire Rope, Cold-drawn Steel Shafting.

Wire Cloth.



SAND SCREENS.
COAL SCREENS.
CINDER SIFTERS.
EVAPORATORS.
GRAIN AND SEED CLEANING MACHINERY.
MILK STRAINERS.
GALVANIZED AND REGALVANIZED CLOTH.
WIRE LATHING.
WINDOW PROTECTION.
MALT KILN FLOORS.
WOOLLEN MILLS.
SMOKE STACKS.
MINING SCREENS
AND FOR ALL PURPOSES

The B. Greening Wire Co., Limited
HAMILTON, ONT. MONTREAL, QUE.

GALVANIZED NETTING.

RETURNED
MAY 11 1904
Ed Book 11
Page 72

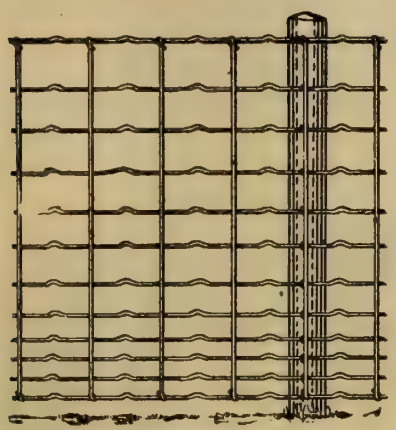
The 2-inch mesh Poultry Netting made by us is undoubtedly the best on the market to-day. It is made of the best steel wire, drawn and galvanized in our own works. Has rope selvage of three wires top and bottom. Guaranteed perfectly flat and straight. Full line in stock.

Put up in 50-yard rolls.

2	-inch mesh 19 wire,	12, 18, 24, 30, 36, 42, 48, 60, 72, 84, 96-in. wide.
2	-inch mesh 16 wire,	12, 18, 24, 30, 36, 42, 48, 60, 72, 84, 96-in. wide.
1½	-inch mesh 19 wire,	12, 18, 24, 30, 36, 42, 48-in. wide.
1	-inch mesh 20 wire,	12, 18, 24, 30, 36-in. wide.
¾	-inch mesh 20 wire,	24, 30, 36-in. wide.
½	-inch mesh 22 wire,	24, 30, 36-in. wide.

THE B. GREENING WIRE CO., Limited
HAMILTON, ONT. MONTREAL, QUE.

Electrically Welded WIRE FENCING



THE NEATEST, STRONGEST AND MOST DURABLE WIRE FENCE IN THE WORLD.

All made of No. 9 best galvanized Steel Wire, without any twists, locks, or other fasteners for cross wires, on which snow and ice can lodge, and thus hold moisture and cause rust.

And the cheapest fence in the world, according to weight of metal used.

All stay wires only twelve inches apart, and meshes must retain uniform shape, as wires cannot slip from proper position,

Large discounts allowed off List Prices.

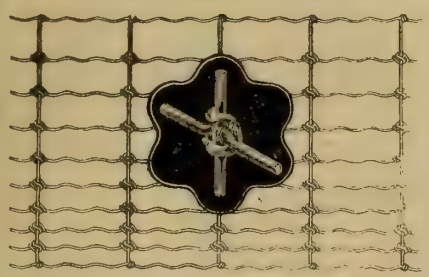
Price lists forwarded on application to

Dominion Fence Co., Limited,
17 Toronto St., TORONTO.

Your Customers

the farmers are looking for a fence, strong, serviceable and durable at a reasonable cost. You can supply it to them in the

IDEAL



It is strictly up-to-date and the best value to be had in wire fencing to-day.

A GOOD SELLER

We have a style for every purpose in either heavy or light fencing. Write for catalogue showing fencing and gates.

Coiled-Spring Wire

unexcelled in quality, shipped promptly.

THE
McGregor-Banwell Fence Co.
Limited
Walkerville, Ont.
MERRICK, ANDERSON & CO, Winnipeg
Sole Agents for Manitoba and N. W. T.

IRONSIDE FOR IRON

Our Specialties are **British** and **Foreign Iron** and **Steel, Metals, Bars, Plates, Sheets, Bolts** and **Nuts, Tin Plates, etc.**

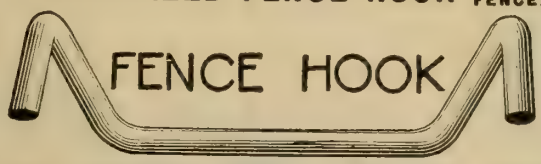
We are sole Licencees for **Page's Patent Wire Stretcher** and also for **Ironside's Paten Wire Cutters.**

We Publish Monthly a "CANADIAN METAL PRICE LIST," giving quotations in Dollars and Cents, (C.I.F.), also "WEEKLY MARKET REPORT."

Let us have your name and address for "PRICE LIST" and "MARKET REPORT."

IRONSIDE, SON & CO., 16 Water Lane, Great Tower St., E.C., **London, England**

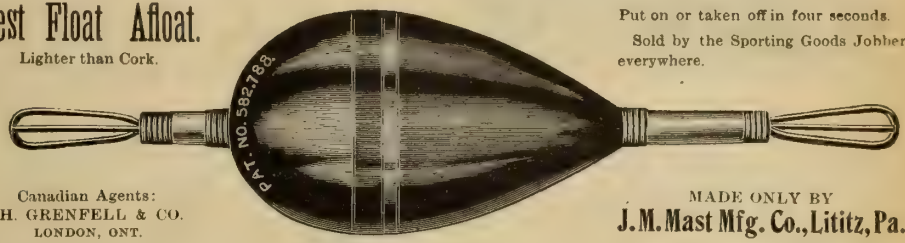
GALVANIZED FENCE HOOK FOR FASTENING WOODEN PICKET ON WIRE FENCE.



WIRE NAILS, COILED SPRING, BARB and PLAIN FENCE WIRE, OILED and ANNEALED, CLOTHES LINE WIRE, STAPLES, etc.

THE WESTERN WIRE & NAIL CO., Limited, **LONDON, ONT.**

Best Float Afloat.
Lighter than Cork.



Put on or taken off in four seconds.
Sold by the Sporting Goods Jobber everywhere.

Canadian Agents:
E. H. GRENFELL & CO.
LONDON, ONT.

MADE ONLY BY
J. M. Mast Mfg. Co., Lititz, Pa.

SPECIAL DROP FORGED SPRINGS

THE WALLACE BARNES CO.,
BRISTOL, CONN.

DILLON HINGE STAY FIELD FENCE

Sold to the trade only

CAVERHILL & LEARMONT, Agents
at Montreal and Winnipeg.

Manufactured and sold by
OWEN SOUND WIRE FENCE CO., Limited
Owen Sound, Ont.

None so Blind As Those Who Won't See.

HARDWARE AND METAL can prove of valuable assistance to the selling end of any business which seeks trade among the hardware and general storekeepers of Canada.

We advance many plain, indisputable arguments to this effect.

And still there are some folks who can't see it.

Some who can't see how it's going to pay them.

And won't even invest a few dollars to find out.

Very few folks like this, but we would like to convince even them.

If we only could, we'd get a good deal of satisfaction out of it—and we know they would, too.

Don't you think they're blind to their own interests?

Here's a paper that finds a welcome in every worth-while hardware store from Halifax to Vancouver once every week—so can't you see that an announcement of any interest must surely command some attention?

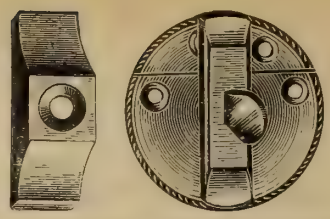
The advertising columns of HARDWARE AND METAL provide about the best way we know of keeping in close touch with all the hardwaremen of Canada all the time.

You can see value in a paper like this—

Can't you?

Hardware and Metal

232 McGill St., MONTREAL. 10 Front St. E., TORONTO.



JONES & BARCLAY.
BATH ROW, BIRMINGHAM, ENG.
CAST and STAMPED BRASSFOUNDERS
HINGES, CHAIN CASTORS, PICTURE FITTINGS.

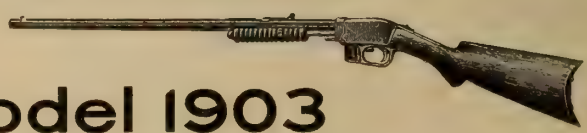
A $2.50 Wonder.

The Hamilton Model 19 "Take Down" Rifle actually is a mechanical marvel in metal. Beautiful in design and wonderfully accurate in its fitting and finish, it is a positive revelation of the infinite possibilities of "Gumption" when concentrated upon the perfection of a single article. No really "live" merchant can read a little "crisp" circular of our "get," describing the Hamilton Rifle, and escape the conviction that he could sell freely precisely such an admirable gun. Shall we mail you a copy of that document?

The HAMILTON RIFLE CO.,
Box No. 71. PLYMOUTH, MICH.

C.H.HENKELS PHILA.

Savage Rifles.



Model 1903 22 Caliber Repeater

Everywhere pleases discriminating sportsmen. Take advantage of the demand our extensive advertising campaign will create, and carry in stock the best selling high-grade rifles in the market.

The Savage Plan

We have built up our business by maintaining prices that give to the dealer a **legitimate** profit on every Savage Rifle he sells.

SAVAGE ARMS COMPANY, UTICA, N.Y., U.S.A.

BAKER & HAMILTON, San Francisco and Sacramento, Pacific Coast Agents.

BUY THEM NOW.

IVER JOHNSON

SINGLE TRIGGER, SEMI-HAMMERLESS, TOP SNAP and CHAMPION GUNS.

STEVENS' HAMMERLESS GUN.

Stevens'

HAMMERLESS GUNS.

BEST GOODS RIGHT PRICES

E. F. WALTER & CO., 166 and 168 McGill St., Montreal

THE LION BRAND.

Waterproof Clothing

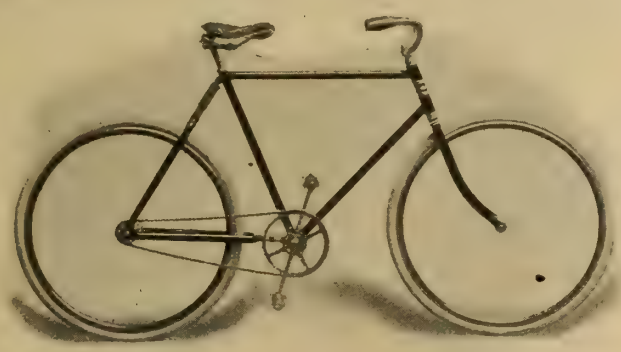
FISHERMEN'S TEAMSTERS

Best Goods. Right Prices

Branch Agencies: W. LOUIS HALDIMAND, Jr., 36 St. Dizier Street, MONTREAL, QUE.,

CHAS. THOMPSON, 430 Cordova St., VANCOUVER, B.C.

The Guelph Waterproof Clothing Co., Guelph, Ontario.



THE

CUSHION FRAME

is the Trade Mark of a perfect Bicycle

Put the cushion frame on display and leave the rest to that taking way it has with those who incline to out-of-doorness.

Out-of-doorness is the vogue. In the United States the movement for more out-of-doorness is stronger than in Canada. And the bicycle is the quickest way to out-of-doors.

It is the business of the hardware dealer to supply out-of-door wants. The bicycle firm that gave the movement its start in Canada asks your co-operation.

The cushion frame bicycle also carries the Morrow Coaster Brake—the best device of its kind. This season's Canada-made wheel has points of superiority over all other makes.

WRITE FOR CATALOGUES

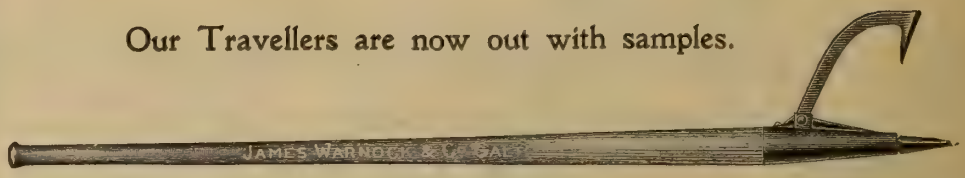
THE CANADA CYCLE & MOTOR CO., Limited

Branches: WINNIPEG and VANCOUVER. Head Office and Works: Toronto Junction.

AXES and . . .

LUMBERING TOOLS

Our Travellers are now out with samples.



Our prices are right and a Warnock Tool is the accepted standard of quality.

See our axe samples before buying.

JAMES WARNOCK & CO.

GALT, ONT.

DAVID MAXWELL & SONS

ST. MARYS, ONT., CANADA.

Steel Frame Churn.

"Maxwell Favorite Churn" Lawn Mowers.

High and Low Wheels, from 12 to 20 in. widths. Cold Rolled Steel Shafting, Crucible Steel Knives and Cutting Plate.

PATENTED FEATURES: Improved Steel Stand, Roller Bearings, and Foot and Hand Lever Drive, and Detachable Driving Link. Improved for season of 1904. Steel or Wood Frame as desired.

If your Wholesale House does not offer you these articles

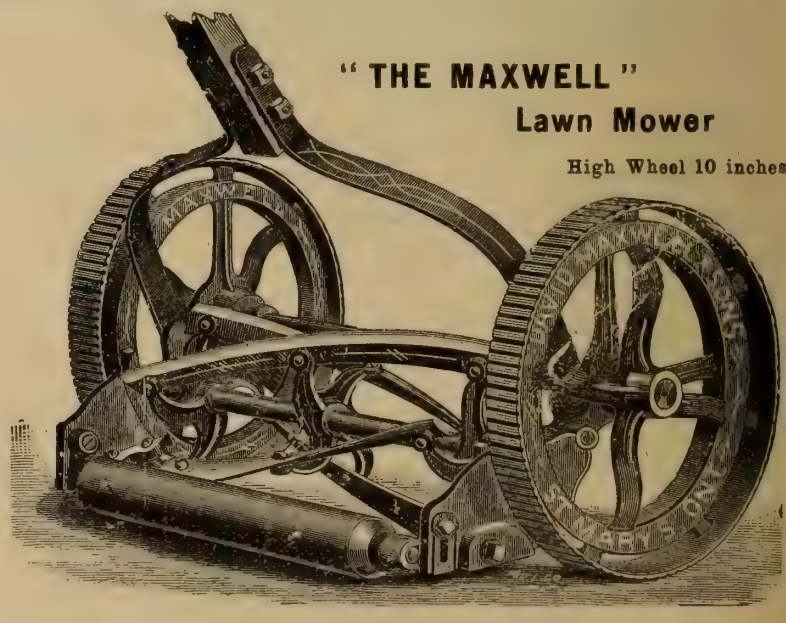
SEND DIRECT TO US.

Wheelbarrows.

In Four Different Sizes

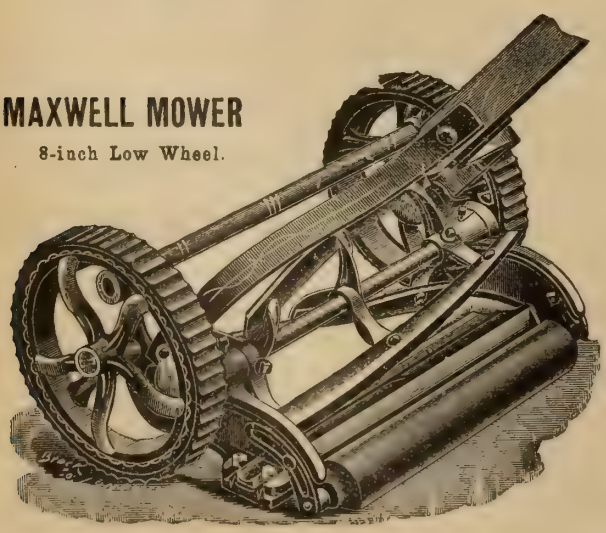
"THE MAXWELL"
Lawn Mower

High Wheel 10 inches



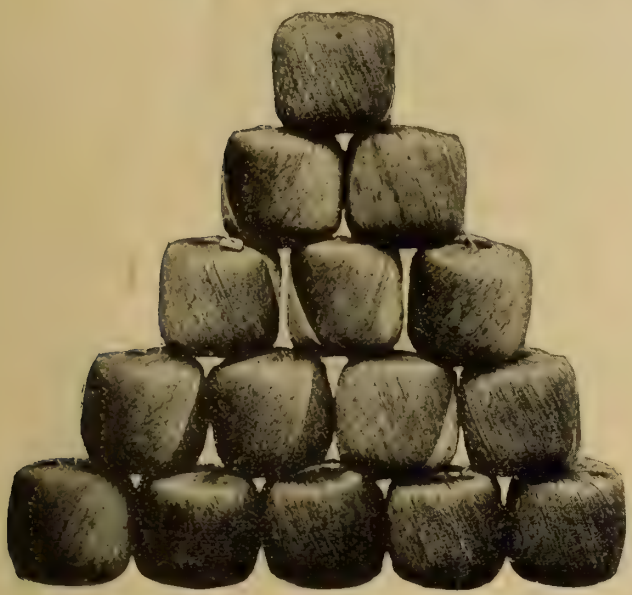
MAXWELL MOWER

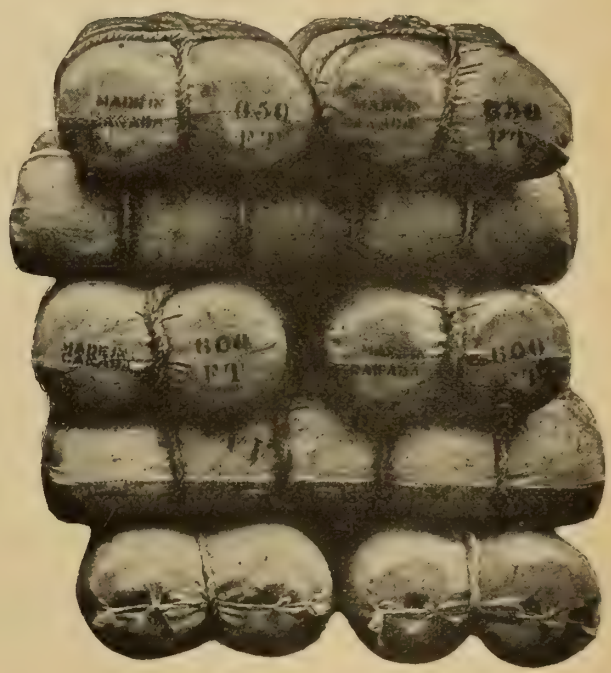
8-inch Low Wheel.



CANADIAN CORDAGE & MFG. CO., Limited.

BINDER TWINE.





"ROYAL" MANILA, 650 ft. to the pound.
"ROYAL" MANILA, 600 ft. to the pound.
"ROYAL" MANILA, 550 ft. to the pound.
"ROYAL" MANILA, 500 ft. to the pound.
STANDARD, - 500 ft. to the pound.
SISAL, - - 500 ft. to the pound.

Our " ROYAL " Brand of Binder Twine is manufactured of the finest raw material that can be obtained, and with the utmost care. For length and strength we have no competitors. Our Twine is manufactured with the latest machinery, and dealers desiring to have exclusive agencies should apply at once. Will name lowest prices, or will enter contracts without price named until The International Harvester Co. announces prices.

Wire, Write or 'Phone.

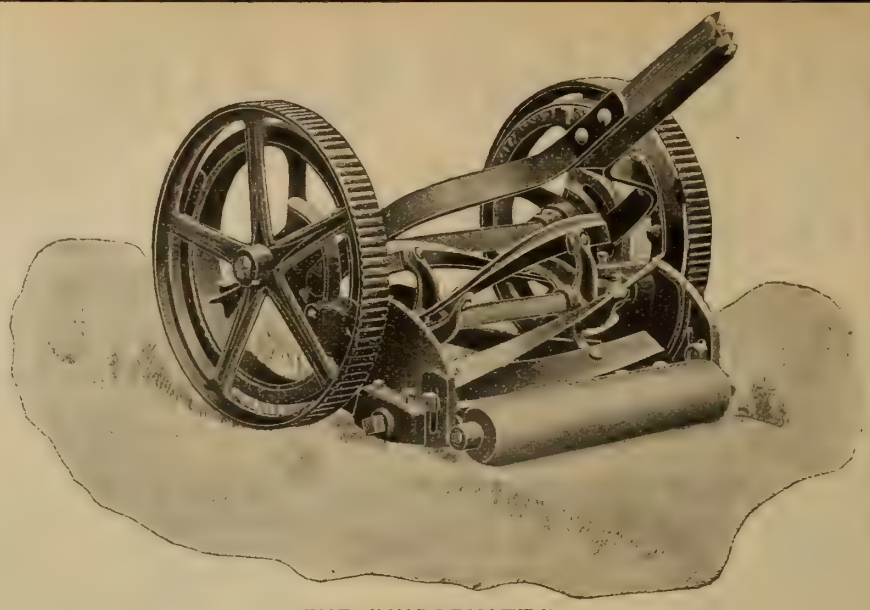
CANADIAN CORDAGE & MFG. CO., Limited

Peterborough, Ont.

Open Cylinder

10½-inch Wheels

Made with Grass Box Attachment



THE "WOODYATT."

Four Knives

TOOL STEEL, OIL TEMPERED

Bearings are extra long and adjustable. Best quality material used throughout its construction.

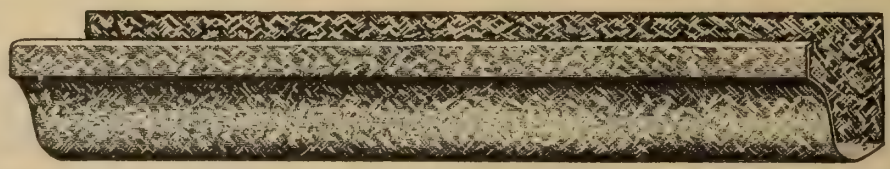
The **"WOODYATT"** is patented in Canada, United States and Great Britain. It is a most satisfactory mower in every respect. Every Taylor-Forbes Lawn Mower is a good one. Have we your order yet? Give it at once. The earlier received the prompter the shipment. Send for our Mower Catalogue "B."

The Taylor-Forbes Co., Limited, Guelph, Canada

MONTREAL BRANCH: 9 De Bresoles Street.

Standard Eave Trough and Conductor Pipe.

We can supply you with all styles and sizes.



Made in 8 and 10 ft. lengths.

EAVE TROUGH O. G. ROUND AND SQUARE BEAD, AND HALF-ROUND PATTERNS.

CONDUCTOR PIPE, PLAIN AND CORRUGATED.

Conductor Pipe Elbows, Shoes, Hooks, and Gutter Spikes.
In short, everything a Tinner requires.
GALVANIZED SHEET IRON from stock or import.
Queen's Head, Fleur de Lis and Apollo Brands.
You can depend on prompt shipment by placing your order with

KEMP MANUFACTURING CO., TORONTO, CANADA.

CO-OPERATIVE TRADING IN EUROPE

IN an address delivered in England in 1874 Prof. Goldwin Smith said that when negotiations were once going on between Napoleon Bonaparte and the Austrian Government, before the treaty of Campo Formio, the Austrian Government offered as a concession that they would acknowledge the French Republic. "The Austrian Government might as well offer to acknowledge the sun in heaven," was young Bonaparte's answer. And an attempt to defend co-operative stores, continued Professor Smith, to attempt to show that co-operative stores might be successful and beneficial would be like offering to acknowledge the sun in heaven.

Since that time the co-operative movement in England has made enormous strides and in the twenty-six years preceding 1890 the sales made through the societies amounted to the almost incredible sum of £471,200,000, and the profits for the same period amounted to nearly £40,000,000. In 1890 there existed in Great Britain one thousand five hundred and fifteen societies with over a million members and a capital exceeding £11,000,000. Their annual business at that time amounted to upwards of £40,000,000 and their yearly profits to £3,755,646. Of the number of members of the societies Lord Rosebery said: "We have an army as great again as the army Napoleon led into Russia, and the capital of the movement is as great as the national debt of England in the reign of Queen Anne; and the co-operative annual income is as great as the income of England during the reign of William III."

Mr. Gladstone speaking at West Calder in 1890, remarked that co-operation in the distribution of commodities was attended with immense economy. "Most heartily," he said, "wherever it can be had, in manufacture or in agriculture, I for one cordially wish it well."

The co-operative societies in England are chiefly trading concerns, but they also carry on numerous mills and factories and many of them own a large number of houses and other properties which have been acquired for the use and benefit of their members. Mr. Holyoake, author of the "History of Co-operation in England," and other economic works, says: "The reader who has proceeded thus far will understand what are the signs of the co-operator and will almost know him at sight. You may know one in the streets of Yorkshire—the men are better fed and the women better dressed, the children are healthy and plump. In the face of a co-operative workman there is more satisfaction, his face has fewer furrows of care." The same author further says: "No store ever fails that pays a fair dividend and no store ever fails to pay a fair dividend whose members buy at it."

At the British Co-operative Congress held in 1902, reports were received from 1648 societies doing business in the United Kingdom, with a membership of 1,919,555, a share capital of £24,595,706, and profits of £9,000,000, or nearly 37 per cent. on the share capital. The annual sales reported for 1901 were £81,782,949.

Prominent among the English co-operative societies are the wholesale concerns, which are really the purchasing organizations for the retail stores throughout the country. The Economic Review for April, 1903, speaking of the annual report of the co-operative wholesale societies says:

"The Wholesale Annual, as it is popularly called, never appears but it has a tale to tell of growing business and strength which thoroughly astonishes outsiders. For what is related must appear to them truly fabulous. The Manchester society alone has in the latest instance in the report for 1901 £17,642,082 of sales to record, as compared with only £8,766,430 ten years previous, and £3,574,095 in 1881, and only £758,764 in 1871. That society began business in 1864. Up to 1901, inclusive, it sold in all £208,163,058 worth of goods, netting £3,073,251 of profits, which means that the latter sum has been paid back through this society into the pockets of the purchasers. From year to year the society has gone on extending its business, perfecting its methods, widening its sway like a great empire; laying new provinces under contribution, unceasingly conquering, annexing, absorbing, consolidating. It has its branches and depots now established all over the world, in Australia, in Ceylon, in France, in Denmark. It runs its own flotilla of steamers backwards and forwards to interconnect them. It grows its own tea out in China on its own plantation. It manufactures its own boots and shoes, every description of clothing, its own furniture, its own soap, cocoa and other provisions.

"The Scottish wholesale co-operative society, which is smaller and newer, but really more abreast with the times, comes in to swell the total by £5,700,743 of sales in the year, with £251,686 profit."

IN GERMANY, AUSTRIA AND FRANCE.

Complete statistics concerning the co-operative societies of Germany are not available. The principal sources of detailed information about them are the reports published by the Central Union. The union, however, only furnishes statistics for those societies which accept its rules and make regular reports to its central office. The co-operative movement in Germany appears to have originated near the middle of the last century and in 1888 a statement compiled by the union gave the names of 5,950 societies with two million members and an annual business of about $700,000,000. The German societies carry on various lines of business, including banking and manufacturing and the supply of machines and other goods to farmers.

In the Austrian Empire and the Kingdom of Hungary statistics gathered in 1883 show a total of 1,872 societies. Eight years later when a convention was held in Prague it was estimated that considerable progress had been made but no statistics were available, there being no central bureau for the gathering of information of any kind.

In France it is probable that in the case of co-operative societies, as in the case of other institutions, the Government keeps complete statistics from year to year, but up to the present time I have not been able to get any satisfactory statement. The farmers of France, however, supply themselves very extensively through co-operative societies with their agricultural implements and other articles required on the farm, and to such an extent is this the case that the large American implement companies find it necessary there to set aside their ordinary methods of doing business and place goods to a considerable extent through the farmers' organizations.

"The Syndicats Agricoles," says M. Fougerouse in an article in Le Co-oper-

ateur Francais, in January, 1888, "formed originally to obtain for their members the articles necessary for their business, such as manures, implements, &c., show in their development one of the most surprising social facts ever witnessed in France or elsewhere. They date from the law of March, 1884, which permitted such bodies to be formed, and already they number seven hundred. They have done what they professed in securing to their members the increase and amelioration of their produce by buying cheaply and under protection against fraud what constitutes the elements of good agricultural produce."

In Italy the co-operative movement is making remarkable progress. Until within the last few years it had to meet with the determined opposition of the Government, who feared its political power. In Turin there is a society which owns seventeen general stores and two chemist stores, and in other parts of the country the movement is gaining a firm foothold.

CO-OPERATION IN DENMARK.

In no other part of the world has co-operation among the agricultural classes reached so complete a development as in the Kingdom of Denmark. The total population of Denmark is about 2,000,000, the adult male population is estimated at 580,000. There are 900 co-operative stores with a membership of about 140,000, and annual sales amounting to $7,000,000.

In addition to these stores there are 1,057 co-operative dairies with a membership about equal to the store membership. The extent of the co-operative dairying societies may be imagined when it is stated that over eight-tenths of all the cattle in Denmark are owned by the co-operative societies. It was estimated last October that in the whole country there was about one million cattle of which the co-operative dairying societies owned 850,000. The co-operative dairies in Denmark did not come into existence until 1882, and it will therefore be readily seen that their growth has been simply marvellous. In the year 1901 the co-operative dairies of Denmark sent to England 162,140,000 pounds of butter, or 12.2 per cent. of all the butter imported by England, and so great an effect has the co-operative movement had upon the quality of dairy products that the butter sent to England from Denmark brought an average of 1¾ pence per pound higher price than other butter sold in England. At the last World's Fair held in Paris, the first prize for dairy products was taken by Denmark, notwithstanding the fact that the butter sent from that country had been made several days before the date set for the judging, while it had to compete with fresh butter brought in by French peasants immediately before the test.

So marvellous had been the success of other co-operative enterprises that in 1888 the Danes set to work to establish co-operative slaughter houses. Their growth may be gauged by the fact that in 1888 the one co-operative slaughter house then existing did a business valued at about $250,000, while in 1901 their annual business had reached a total of nearly $10,000,000.

Another co-operative society in Denmark is the Danish Co-operative Egg Export Company, which last year sent to England alone nearly a million dollars worth of eggs.

The total membership of the co-operative societies of Denmark is estimated at 400,000, or within 180,000 of the total male adult population of the kingdom. Their total sales amount annually to nearly $50,000,000.

CO-OPERATION IN BELGIUM.

The growth of the co-operative movement in Belgium during the last twenty years has been very rapid. Two great trading concerns, the "Vooruit" of Ghent, and the "Maison du Peuple" of Brussels, had their beginning with a few hundred francs and in a cellar. To-day, less than twenty years after, these two co-operatives each possess real estate to the amount of more than $300,000. So poor were the people who started them that the membership fee of ten francs (1.93) was paid during a term of years, the candidates for membership not being able to pay it all down. It seems incredible that from such small beginnings such great enterprises should be built up but the dominant factor in co-operation is not the capital contributed by the members but their purchases.

On the 1st of January, 1901, there were in Belgium more than 1,800 co-operative societies of all classes. Unfortunately there are no complete statistics for these societies, but Mr. Louis Bertrand, who represents Brussels in the Belgian Chamber of Deputies, in a magazine article written in 1901, estimated their membership at 200,000, which on a basis of five persons to a family would represent a total of a million consumers or more than a seventh of the population of the country.

The same writer, speaking of the co-operative movement in his own country, says: "To-day the movement is indestructible; it has roots too deep for any crisis to overturn them. It makes an integral part of our national life, it has entered into our customs and nothing henceforth can arrest its forward march."

The widespread character of the co-operative movement in Belgium is shown by the divergent channels into which its energies are directed. Of the new societies founded during the three years ending with 1900 there were 116 savings and loan societies, 210 creameries, 191 trading societies, 65 breweries and distilleries, 48 manufactories, 31 insurance societies and 45 miscellaneous organizations. A. J.

CATALOGUES, BOOKLETS, ETC.

For the convenience of its readers HARDWARE AND METAL has opened its columns for the review of catalogues, booklets or other such publications issued by manufacturers or wholesale dealers selling to the hardware, plumbing, machinery or metal trades. Retailers desiring such publications may also have inserted a note to that effect. It is requested that when any of the trade write for any booklet mentioned in these columns that they credit HARDWARE AND METAL as the source of their information.

Light Locomotives.

We are in receipt of the handsome catalogue lately issued by the Baldwin Locomotive Works, Philadelphia, Pa., illustrating various types of locomotives of both broad and narrow gauges, adapted to logging, plantation, contractors and every variety of industrial service. The catalogue presents an attractive appearance, the binding and the paper being of good quality. Each style of locomotive is illustrated and technically described in tables. Users of locomotives should not fail to procure one of these catalogues.

Phoenix Engine.

The Phoenix Iron Works Co., Meadville, Pa., have issued an attractive catalogue describing and illustrating in detail the Phoenix Engine. In their introduction the firm claim that this engine is the latest and highest development of that particular class of engine which has so largely contributed to the successful development of electrical power transmission. The firm during the last 16 years have devoted their

WIRE NAILS
TACKS
WIRE
Prompt Shipment
The ONTARIO TACK CO.
Limited
HAMILTON, ONT.

energies entirely to this class of engines, and so have had the chance to design and build them to advantage. It might be to the advantage of buyers to send for this catalogue.

Pumping Machinery.

The Knowles Steam Pump Works, New York, have issued catalogue K—104, describing and illustrating various styles of pumping machinery for beet sugar factories. If buyers should be undecided as to the class of pump best adapted to the conditions under which it will have to be operated in their factory, the company will be pleased to confer with them concerning the problem, and will advance the apparatus best suited to their requirements. We have also received from this firm a special catalogue of their air pumps and condensing apparatus for stationary and marine engines.

Wheeler & Bain, Toronto.

Wheeler & Bain, Toronto, are manufacturers of galvanized iron eavetroughs, conductor pipes, corrugated roofing and siding, cornices, skylights, ventilators, ventilation pipes, solder, etc., as well as of "Success" hot air furnaces. This firm have been making their furnaces and several other lines for many years and have attained such a wide recognition for the real merit of their productions that they have determined to cover the trade in a larger way than ever before. Their 1904 catalogue gives full information, with illustrations, of the lines they are handling, so any of the trade interested in these lines are invited to write for this catalogue.

Ice Tools.

Wm. T. Wood & Co., Arlington, Mass., manufacturers of high grade ice tools, have issued a catalogue containing full information re their Summer ice tools, including hand plows, Summer bars, chisels, hand and hoisting tongs, axes, saws, ice breakers, scales, skids, etc. The eminence of this firm in their line makes this catalogue one that all hardwaremen should secure.

Fuse and Service Boxes.

The Canadian General Electric Co., 14 King street, Toronto, have issued a small folder describing their "Noark" fuse and service boxes for Sach's "Noark" fuses, also giving details of their branch block, which is a new departure. It is a compact device which at the same time is easily manipulated and installed by placing main wires in grooves in the porcelain base arranged between the terminals of the branch fuses. Cross connection between fuse contacts or terminals is prevented by porcelain separating partitions forming an integral part of the base and projecting above the highest point on the metallic contacts, so that each line is entirely isolated and insulated from accidental cross connection. Further information regarding these goods will be supplied on demand.

A Profit-Paying Paint Specialty

THE SHERWIN-WILLIAMS ALUMINUM PAINT

FOR A BRIGHT SILVER FINISH ON PIPES, BOILERS, RADIATORS, ETC., OR ANY IRON OR WOOD SURFACE

is one of the most adaptable paints on the market. The many ways in which it can be used, its durability, freedom from disagreeable odors, and soft, velvety finish, make it one of the best selling and most satisfactory money-making paint specialties on the market.

Aluminum Paint ranks among the best selling and best advertised of The Sherwin-Williams Full Line of Profit Paying Paint Specialties. It is moderate priced and put up in penny lever cans, sizes from ¼ pint to gallon.

Spring is excellent time to put in a stock of Aluminum Paint.

Write today for prices and further information.

THE SHERWIN-WILLIAMS CO.

Canadian Headquarters and Factories: 21 St. Antoine St., Montreal. 1161

Peerless Iceland Freezers.

Dana & Co., Cleveland, O., manufacturers of "Peerless Iceland Freezers," have issued a catalogue giving illustrations of their freezers for 1904, with sectional views showing the working parts. In their introduction the advantages of the "Peerless Iceland" are summed up as follows: Simplify machinery and you have lessened the chances of its getting out of order, particularly where so little care is taken of the machine as is usually the case with an ice cream freezer. The Peerless Iceland Freezer has the fewest parts and only one motion—all that is necessary for the effective freezing of smooth, delicious ice cream in three minutes. This is how it is done. Consider the can, the dasher and the crank. Turn the crank and the can revolves around the stationary dasher. That is all there is to it. It is the simplest freezer made. The reason this simple process turns out such smooth, delicious ice cream in three minutes and under, is accounted for by the peculiar construction of the dasher and the way it handles the cream which is set in motion by the constantly revolving can. Write for these catalogues.

Business Changes

ONTARIO.

B. MUNDELL, planing miller and builder, Erin, has advertised his business for sale.

D. E. Frisken, carriage maker, Napanee, has sold out.

C. J. Lancefield, carriage trimmer, Hamilton, is dead.

C. McEachern, hardware dealer, Stayner, has sold out to A. Watson.

J. Bowman, general merchant, Rossport, has sold out to J. P. Healy.

J. McPhee, brick manufacturer, West Lorne, has sold out to McMillan Bros.

H. A. Webber, hardware merchant, Hamilton, has sold out to G. Farwel.

C. W. Conn, hardware and stove merchant, Tillsonburg, has been burned out.

C. S. Rollins, general merchant, Coe Hill Mines, has sold out to Gunter Bros.

J. T. Robinson, general merchant, Bobcaygeon, has assigned to W. C. Moore.

The premises of W. A. Day, general merchant, Port Stanley, have been damaged by fire.

The property of the O'Neil Supply Co., general merchants, Elora, has been placed in charge of the sheriff.

QUEBEC.

R. Lee, foundry, Quebec, is dead.

A. J. Kelly, hardware merchant, Hull, has sold out.

D. Jalbert, general merchant, St. Jerome, is dead.

Small & Blais, general merchants, Ste. Agathe, have registered.

A. H. Hubert, sash and door factory, Marieville, has sold out.

G. F. Foss, machinist, Sherbrooke, is offering his business for sale.

The assets of the Montreal Silicate Brick Co., Montreal, have been sold.

Guertin & Cie., wire fence manufacturers, St. Charles, have dissolved.

Guerin & Frere, machinists, St. Hyacinthe, have dissolved partnership.

The assets of H. Pepin, general merchant, Stanfold, were sold on April 12.

The assets of J. Parent & Co., general merchants, Rimouski, have been sold.

Larue & Clotier, dealers in grocers' sundries, etc., Montreal, have registered.

The assets of N. Rivard, general merchant, St. Paschal, were sold on April 9th.

The assets of L. S. Plamondon, general merchant, South Durham, have been sold.

V. E. Paradis has been appointed curator to F. Galipeau, general merchant, Weedon.

IVER JOHNSON
AUTOMATIC
REVOLVERS

INVINCIBLE
IN SAFETY AND ACCURACY.

INSUPERABLE
AS TO QUALITY, WORKMANSHIP AND FINISH.

30 YEARS' EXPERIENCE
IN THE MANUFACTURE OF FIRE ARMS HAVE MADE THEM SO.

SEND FOR CATALOGUE, MAILED FREE UPON APPLICATION.

IVER JOHNSON'S ARMS & CYCLE WORKS,
New York Office, 99 Chambers Street. FITCHBURG, MASS.

The assets of T. E. Levesque, general merchant, St. Gedeon, were sold on April 12.

The assets of C. Garceau, general merchant, St. Barnabe, are advertised to be sold.

The assets of T. Fournier, general merchant, Cedar Hall, were sold on the 13th April.

The assets of Damiens & Co., general merchants, Fraserville, are advertised for sale.

O. Boiteau has been registered proprietor of the Lion Varnish, Oil & Paint Co., Quebec.

The stock of N. Trembly, general merchant, St. Irenee, has been sold at 83¾c on the dollar.

The stock of N. Rivard, general merchant, St. Paschal, has been sold at 58c on the dollar.

Kent and Turcotte have been appointed curators to E. Lemire, carriage maker, Pont De Maskinonge.

NOVA SCOTIA.

A. McLeod, general merchant, River Dennis Station, has assigned to G. O. Forsyth.

Dakin Bros., hardware dealers and tinsmiths, have dissolved partnership; C. A. Dakin continues in his own name.

MANITOBA AND N.W.T.

K. Shatilla & Co., general merchants, Somerset, have assigned.

McLeod & Bayley, general merchants, Elkhorn, are giving up business.

J. McDowell, harness maker, Dauphin, has sold out to Oliver & Eagle.

G. A. Leclair, harness maker, Strathcona, has sold out to J. C. Renton.

The Wetaskiwin Sash & Door Co., Wetaskiwin, have been incorporated.

E. C. Walton, general merchant, Medora, has assigned to C. H. Newton.

G. P. Smith, general merchant, Duhamel, has been succeeded by Smith Bros.

G. B. Johnston, general merchant, McKenzieville, has been succeeded by E. Downton.

BRITISH COLUMBIA.

R. C. Davis, general merchant, Dawson, is dead.

The Okanagan Harness Co., Vernon, have dissolved.

W. F. Wood, general merchant, Lumby, has sold out to W. R. Megaw.

J. Thompson, hardware dealer, formerly of Nanaimo, has removed to Ladysmith.

The assets of the hardware firm of H. Byers & Co., Nelson, B. C., are being sold by tender.

H. S. HOWLAND, SONS & CO.

WHOLESALE ONLY

37-39 West Front Street, **Toronto.**

LIMITED ONLY WHOLESALE

"Chicago" Flexible Shaft Sheep Shearing Machine.

1904 Model

"STEWART" HAND-POWER MACHINE.

Better than ever. Cheaper than ever.
Complete with four sets of knives.

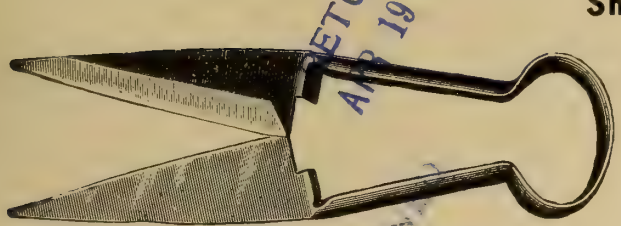
1904 Model

No owner of five sheep can now afford to have his sheep butchered and hacked.

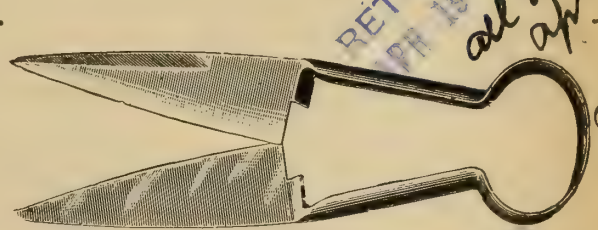
Machine saves wool, saves time, saves labor, and saves the sheep.

Write us for prices.

Sheep Shears.



No. 36. Boker's.



No. 25. Boker's.

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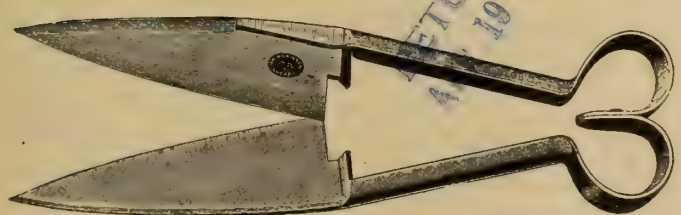
No. K20. Blades and Bow Polished.



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MACHINERY

THE MACHINERY MARKET.

Quebec.

Office of HARDWARE AND METAL,
232 McGill Street.
Montreal, April 15, 1904.

THE local machinery market continues to show a considerable improvement and the round of the machinery houses finds their managers in more optimistic mood than on any previous occasion this year. It is not that the volume of actual business is so very large—in a more prosperous year the week's machinery business would not attract much attention—but the improvement noted for several weeks back has continued and seems likely to continue. Everything seems to point to a renewal of confidence in the stability of the Canadian machinery market. Canadian machinery manufacturers never really lost confidence in the stability of the local market and a few months ago when there was most talk of Canada being made the dumping ground for slaughtered American machinery there was very little disposition among Canadian makers to shade prices. Of course it was done in a few instances, but upon the whole the general range of prices was firmly maintained. The result has justified this action for buyers are now pretty well convinced that no important concessions are to be made and they are now commencing to place their orders in a hurry.

There has been a continued activity in engines and boilers. A large boiler was shipped this week to a butter tub manufacturer in Foster, Province Quebec. An engine of 125 horse power was sold in Maisonneuve. Several sales, important in the aggregate, were made in the City of Montreal to manufacturing concerns. A complete saw mill outfit was sold early in the week to J. H. Raney, Arthabaska, Province Quebec.

The contents of the machine shop of Le Sleeper Engine Company, Montreal, now in liquidation, are to be sold by auction on April 22nd. This is an important sale and it is engaging the attention of a number of machinery buyers.

In machine tools, there is nothing of particular importance to note. There is very little activity and prospects are not very bright at present for any large sales. There are no very large buyers on the market at present.

Ontario.

Office of HARDWARE AND METAL,
10 Front street east.
Toronto, April 15, 1904.

THE machinery supply houses have not yet overcome the effects of the backwardness of Spring and the great difficulties of transportation.

The transportation trouble is still interfering greatly with business. One machinery firm sold in March a carload of saw-milling machinery to a firm in the Muskoka district slightly more than 200 miles from Toronto on the Grand Trunk. The buyer was so anxious to secure immediate delivery that he helped load the car and then went to the railway officials and explained that if the machinery was not to hand before the roads "broke up" he would be unable to get them in for the Summer's cutting. The railway officials were polite, even kind. The buyer thereupon went home and waited. His goods came to hand in three weeks—after the roads had become impassable. Consequently he will not be able to put them in his mill this Summer. This case is but one of many showing the difficulties made for the machinery supply houses by the railways.

The bad roads are still interfering with business, making travelling as well as delivery of goods difficult and uncomfortable.

There is, however, a steady improvement in the situation. The number of buyers in the market is considerably larger and their purchases have been eminently satisfactory. Iron-working machinery, particularly lathes, drills and planers, have been in good request, while power equipment, from boilers and engines to transmission supplies have all sold more freely than formerly. For electrical goods the demand has been moderately active.

Locomotives From Kingston.

The Canadian Locomotive Co., Kingston, Ont., have just completed an order for 20 simple consolidated locomotives for the Intercolonial Railway. These locomotives are the largest freight type on the system, their dimensions being as follows: Weight, in working order, 164,000 lbs., and on driving wheels, 147,000 lbs.; coal capacity of tender, 7 tons; cylinders, 20x28 in.; driving wheels, 56 in. in diameter; total wheel base of the engine, 23 ft. 6 in., and the the driving wheel base 15 ft. 3 in; total heating surface 2095.7 sq. ft., and fire grate area 32½ sq. ft. These engines are up-to-date in every particular, being equipped with Hancock inspirators, sight feed, lubricators and automatic bell ringers, and all other modern improvements.

In addition to the 20 locomotives just completed for the I. C. R., the Canadian Locomotive Co. have finished 2 engines intended for the Algoma Central Railway, but as the I. C. R. was much in need of motive power the Algoma Railway passed over their claim to them and they are being supplied to the I. C. R. One of these is a freight similar to the 20 others, and the other is a ten wheel passenger locomotive similar to the new engines turned out of the Moncton shop.

Frothingham & Workman.

READERS of Hardware and Metal will be interested to know that the old wholesale hardware firm of Frothingham & Workman, Montreal, have been incorporated with a capital of $550,000. The business will be carried on as before, the only change being in the method of organization. The present owners are the stock holders of the new company.

Frothingham & Workman are one of the oldest business houses in Canada. The business was founded in 1809 by James Frothingham, and about a generation later he was joined by Mr. Workman, the firm name then becoming Frothingham & Workman. The firm have in their possession now old invoices dated 1809.

Frothingham & Workman are well known to the Canadian hardware trade and wherever they are known they are most highly respected. Every hardware man has a good word for them as their honorable business methods have won them the respect of all with whom they have had business dealings. Hardware and Metal wishes the firm under its change of organization every possible success.

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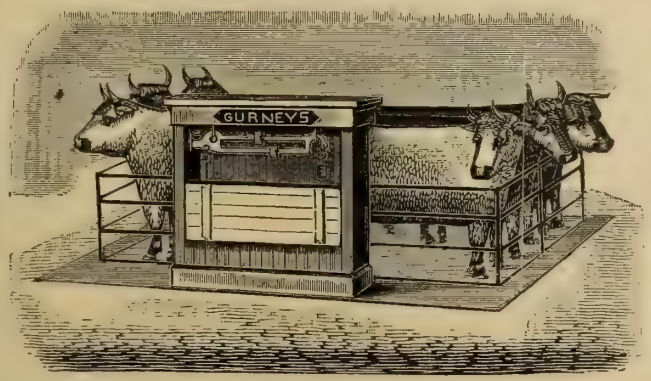

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MONTREAL. TORONTO. WINNIPEG. VANCOUVER.

MACHINERY AND ELECTRICAL NOTES.

FOR some time the Southern Pacific Railway have been converting the locomotives in use on their roads from coal burners into oil burners. During the past year nearly 300 locomotives which had burned coal were changed in the company's shops at Reno and Bakersfield, Neb., into modern oil-burning engines and were equipped with the necessary tanks. The company has just placed an order for some new locomotives, and they will be oil-burners.

L. G. Boyer, late with the Canada Foundry, Toronto, has leased a foundry in Markham, Ont.

W. J. Haire, of the United States Machinery Co., Montreal, died suddenly in that city last week.

H. W. Petrie is putting the finishing touches to a new plant for the Georgetown Electric Co., Georgetown, Ont.

The Petrie Mfg. Co., whose premises in Guelph were destroyed by fire, are looking for a suitable site in other towns.

The Knechtel Furniture Co., Hanover, Ont., have bought from H. W. Petrie a 300 horse-power "Erie" water tube boiler.

The Kilgour Mfg. Co., Hamilton, Ont., are installing through H. W. Petrie a thoroughly modern box-making plant.

A strike of the machinists of Carrier, Laine & Co., Levis, Que., is brewing on account of the discharge of some of their number.

The R. Bell Engine and Thresher Co., Seaforth, Ont., have bought an improved Cincinnati milling machine from H. W. Petrie.

The Gutta Percha Rubber Co., Toronto, are making extensions and have purchased a 24-inch Cincinnati shape and a heavy lathe to that end.

The Marble Swift Automobile Co., Woodstock, Ont., are enlarging their plant and have purchased through H. W. Petrie an equipment of modern machine tools.

James & Reid, hardware dealers, machinists, etc., Perth, Ont., are extending their machine shop and have installed a 6-spindle multiple drill, secured from H. W. Petrie, Toronto.

The Frost Wire Fence Co., who located in Welland, Ont., about four years ago, propose to build in Hamilton works considerably larger than those they are in at present. They expect to start building a 150x50 feet factory at once.

A company known as the Du Lievre and Ottawa Railway Co., is seeking a charter from the Dominion Government. The company propose to build a line of electric and steam railway from Ottawa and Hull down to Buckingham and thence up the Lievre River.

The Northwest Machinery and Iron Co. are starting the erection of a 70x30 feet warehouse adjacent to Louise bridge.

F. H. Hayhurst, who is retiring from the Galt Edge Tool Works, was presented with a gold-mounted cane by the employes of the firm, on the occasion of his departure from the firm.

In consequence of the breaking down of the dam of the Orillia municipal electric light and power plant at Ragged Rapids on the Severn River, the town is at present without electric light or power. The damage is in the vicinity of $10,000, and will take two or three months to repair. In the meanwhile the town will be supplied with light by fitting up the old steam plant.

The Goldie & CcCulloch Co., Limited, Galt, Ont., have decided to erect large new boiler shops at Hunter's Corners, Preston road. Building will commence at once. The shops will be over 300 feet long, will be built of structural steel and will be equipped with the most modern machinery in the world ior boiler manufacture. Their growing trade necessitates the erection of this new building.

The Auto Road, capitalization $95,000, are seeking incorporation from the New Brunswick Provincial Government. The objects of the company are to maintain in a line of automobiles or trackless trolleys from St. John to Hampton along the Kennebeccasis, and also from St. John to Gagetown by the west bank of the river. The company also ask for expropriation powers. The headquarters of the company is to be at Rothesay.

The employes of the Montreal Light, Heat and Power Co. held their third annual dinner on Saturday. Amongst those present were the various chiefs of departments, including Messrs. Wickham, S. Skinner, "Bert" Wilson, J. H. Robertson, W. P. Baird, K. B. Thornton, J. A. Beaudin, H. Fauteux. A pleasing incident of the evening was the presentation of gold signet rings to the members of the company's hockey team.

Charles Baillie, curator of Wm. Clendinneng & Son, foundrymen, Ste. Cunegonde, Que., offers for sale by tender until April 15 the assets of that firm, including stoves, finished and unfinished; repair parts of stoves, foundry plant and supplies, boiler and engine, machinery, furniture and fixtures, etc., contained in the premises, No. 119 Vinet street, Ste. Cunegonde, amounting to about $15,000; stock of patterns, $15,000, and book debts, $2,000. Also stock of stoves, stove repairs and house furnishing goods, contained in the store, corner of St. Peter and Craig streets, about $2,500.

The dam, flume and power house of the electrical works at St. Cesaire, N.B., owned by L. Mollem & Poulin, of St. John, have been washed away by the flooding of the Yamaska River. The machinery for the most part remains tact, but the loss exclusive of machinery is between $15,000 and $20,000. Owing to the high water in the river the works cannot be restored before midsummer, and it is doubtful whether another attempt will be made to renew the dam at this point. If the enterprise is entirely abandoned, the loss will probably run up to $50,000 or $60,000.

The Crocker-Wheeler Co., manufacturers of electric generators and motors, Ampere Station, N.J., are working up a plan of life insurance for the men in their employ. The company will assume the expense of the insurance and make the families of the insured the sole beneficiaries. Men who have been three years in the employ of the concern will receive policies for $500, the premiums for which will be paid by the company. It will be provided that the policy may be cancelled by the company for cause, such as violation of the regulations, resulting in the discharge of an employe, or if the employe goes on strike.

A. E. Welch, managing director of the Southwestern Traction Co., has returned from England, where he has made arrangements with an English syndicate for floating the bonds of the Southwestern Traction Co., and so the construction of the railway is assured. The company is to operate from Hamilton west to Strathroy and Glencoe, taking in its course Brantford, Woodstock, Ingersoll, London, Delaware and Melbourne, and south from London to St. Thomas and Porth Stanley, and east from St. Thomas to Aylmer. Under the terms of the arrangement the road is to be built south to Port Stanley and west to Delaware the first year and to be continued from year to year in blocks

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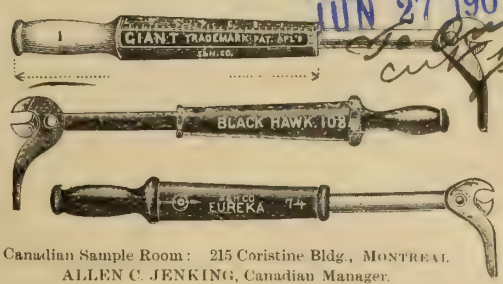

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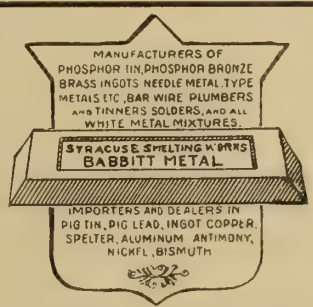

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of not less than thirty miles, until completed.

The annual meeting of the shareholders of the Henderson Roller Bearings Manufacturing Co., Limited, Toronto, was held in Toronto recently. The election of directors resulted as follows: Albert Ogden, Toronto; W. Vandusen, Toronto Junction; H. Waddell, Peterboro'; John L. Gibb, St. Catharines; A. D. Watson, Toronto; A. E. Henderson, Toronto; John J. Main, Toronto; John C. Eaton, Toronto; R. I. Henderson, Toronto; John Ferguson, Toronto; Senator Merner, Berlin; P. H. McKenzie, Lucknow. At a board meeting, immediately following the shareholders' meeting, the following officers were elected: President, Albert Ogden; Vice-President, A. D. Watson; Secretary-Treasurer, A. E. Henderson; Manager, R. I. Henderson.

Tenders are being called by the Counties' Clerk, Cobourg, Ont., for the construction of the superstructure of a bridge across the River Trent at Campbellford. The superstructure to be of the low truss type, with five spans (the full length of bridge being about 400 feet), the roadway to be 18 feet wide in the clear, to carry a live load of 100 lbs. to the square foot, on a factor of safety, steel joists and expanded metal, concrete floor six inches thick at centre and four and one-half at the outer sides of roadway, with a sidewalk on each side five feet wide in the clear, complete with same style of floor as the bridge, but to carry a load of 80 lbs. to the square foot on a factor of safety, and to be four and one-half inches thick.

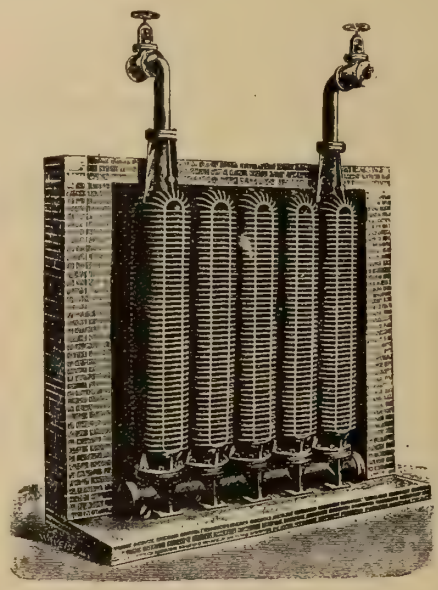
A Hockey Dinner.

THE winning of the championship of the Iron and Steel Hockey League of Montreal was duly celebrated by the Thos. Robertson & Co. hockey team at their annual dinner held at La Corena Hotel on Saturday, April 9th. The members and their guests discussed a sumptuous menu, after which an enjoyable evening was spent in sentiment and song. The guests of the evening were: L. Hartel, representing Drummond, McCall & Co.; W. F. Walsh, representing Williams & Wilson; and A. R. Wallance, representing "the old boys." S. R. Brewer, the capable and popular president of the team, acted as chairman and was ably assisted by the vice-president, John Letham. The following gentlemen contributed to the evening's enjoyment with speech or song: J. Letham, G. R. Muirhead, W. H. Tait, J. F. Lawrence, S. R. Brewer, C. Cornellier, and W. F. Walsh. T. V. Grant presided at the piano.

POSSIBILITIES OF SUPERHEATED STEAM.

(Continued from last issue)

The superheater consists of a number of large straight cast iron pipes connected by flanged return bends, the flanges being so arranged that they cannot be reached by the hot gases; the pipes are provided with a large number of external ribs to increase the heating surface. This type of superheater was designed and built by Schwoerer. It has been found that the cast iron type suffers less from the action of the steam because of the material it is constructed of and because of the thickness of the walls of the piping. However, the heating surface of the steel superheater is much more effective because the saturated steam is distributed to a large number of pipes, the walls of which are



quite thin compared with those of the cast iron pipes.

Now what effect has the superheated steam on the cylinder? There is now of course no difficulty with the lubrication since the introduction of the heavy lubricating cylinder oils. However, difficulty has been found with the expansion of the different parts of the cylinder, and the consequent leaking of the stuffing box and cracking of the cylinder. This difficulty also presented itself in the gas engine cylinder, but by the proper designing of the cylinder this was overcome. Such has been the case with the superheated steam cylinder. It can be readily seen therefore that before superheated steam, of a temperature to produce the most economic results, can be used, the ordinary saturated steam engine will have to undergo a number of changes in detail design. One advance in this direction is the designing of the Corliss valves so that they are adapted for the use of superheated steam.

There are nothing like figures to show the value of anything. "Figures cannot lie!" Already a summary of the results of tests made by Professor Schroeter of the Schmidt engine and boiler in 1895 has been given. At the last meeting of the American Society of Mechanical Engineers, Prof. D. S. Jacobus read an interesting paper on several tests which were made on a Rice & Sargent horizontal, cross-compound, condensing type of engine, especially adapted for the use of highly superheated steam. It was located at the Millbourne mills in Philadelphia. A Schmidt superheater was used for superheating the steam. The high pressure cylinder of the engine was furnished with double beat poppet valves, and the low pressure with corliss valves. The inlet and exhaust valves of each cylinder were operated by separate eccentricities. The inlet valves were closed by vacuum dash pots, and the exhaust by a positive motion. A portion of the highly superheated steam furnished to the engine passed through a coil in the receiver between the high and the low pressure cylinders. There was a lug-pass valve operated by the governor which regulated the amount of steam passing through the coil, a greater amount being made to pass through when the engine was heavily loaded than when lightly loaded. The bore of the cylinders, when measured hot were 16.07 and 28.03 inches; the length of stroke was 42 inches; and the diameter of piston rods were 3 and 3.5 inches.

The results of the tests may be summed up as follows: The water consumption per hour per indicated horse-power was 9.76 pounds at 474.8 horse-power, 9.56 pounds at 420.4 horse-power, and 9.70 pounds at 276.8 horse-power; the pressure of the steam at the engine throttle was slightly over 140 pounds per square inch, and the superheating from about 350 degrees to 400 degrees F., the heat consumption per minute per indicated horse-power, according to the standard recommended by the civil engineers of Great Britain, where the engine is charged with the heat in the

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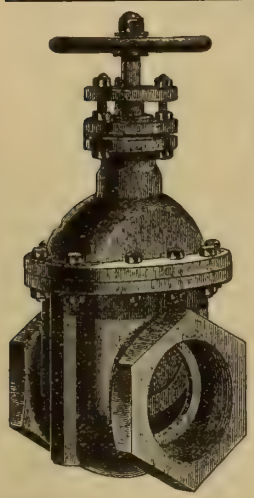

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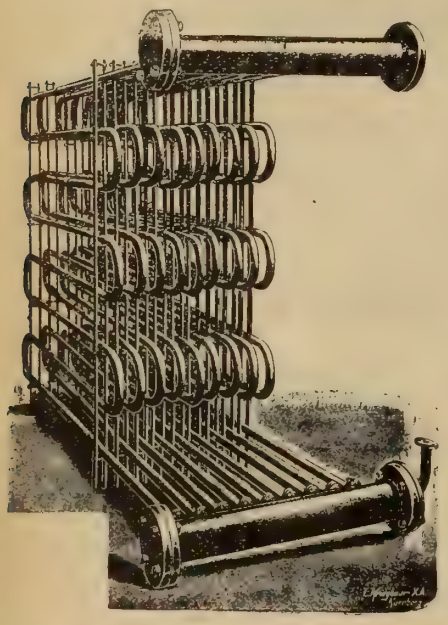
steam at the throttle valve and is credited with returning the feed water to the boiler at the maximum possible temperature that could be obtained by feed water in the exhaust pipe, was 205 British thermal units at 420.4 horse-power and 208.8 units at 276.8 horse-power, and the vacuum measure near the engine ranged from about 25 to 26 inches of mercury.

The coal consumption obtained directly from the heat consumption was 1.265 pounds per hour per indicated horse-power at 475.5 horse-power, 1.257 pounds at 420.4 horse-power, and 1.288 pounds at 276.8 horse-power.

The engine was also tested with saturated steam, but a close comparison of the results with those of the superheated steam would be scarcely fair for the reason that the engine was specially constructed for the use of superheated



steam. In the tests the water consumption was found to be 13.84 pounds per hour per indicated horse-power at 406.7 horse-power, and that the heat consumption was 248.2 British thermal units per minute per indicated horse-power. The vacuum was very poor, being only 24.5 inches of mercury. The coal consumption was 1.497 pounds per hour per indicated horse-power at 406.7 horse-power.

However, Prof. Jacobus made a separate test of an engine of the same general type, but built for saturated steam. This engine was of about twice the power. In this test the most economical heat consumption was 222.7 British thermal units per minute per indicated horse-power. The vacuum in this case was very high, being 28 inches. If the vacuum had been about 26 inches as it was in the test with superheated steam, the heat consumption would have been about 230 British thermal units per minute per indicated horse-power, and the coal consumption would have been 1.42 pounds per hour per horse-power. Comparing the coal consumption in this case with that in the tests of the superheated steam, the minimum consumption in which was 1.257 pounds per hour per horse-power, there is a gain in using superheated steam of .163 pounds of coal per hour per horse-power. This shows that the larger engine using saturated steam was about 13 per cent. less economical than the smaller one using superheated steam.

COMMERCIAL KOREA.

An interesting monograph has been issued by the Department of Commerce and Labor of the United States, discussing commercial conditions in Korea and including a statement of Korean imports and the countries from which they are drawn as well as of the exports and the countries to which they are sent.

The population of Korea is estimated at about 15,000,000 and the foreign commerce at $12,000,000, of which imports form about seven and a half millions.

Commercially the development of Korea begins with 1876, when two ports, Gensan and Fusan, were, upon the insistence of Japan, opened to trade with that country only. In 1882 Admiral Shufeldt, of the United States navy, visited Korea and secured a treaty of friendship between the United States and Korea by which American vessels were given access to its treaty ports and the safety of American vessels and citizens assured. This was followed by treaties with Germany and Great Britain in 1883, Rusria and Italy in 1884, France in 1886, Austria in 1892, and China in 1897.

From 1882 on Korea was opened to foreign trade and Western civilization, and the Korean Government established its legations among the various great commercial nations. With the opening of the treaty ports and the establishment of commerce an official record of Korean imports and exports began. This shows imports in 1884 amounting to about $800,000, and exports amounting to $475,000. By 1890 imports had grown to $3,850,000 and exports to $2,975,000 In 1894 imports and exports fell considerably below those of 1890, but in 1897 again increased, being for that year of imports about $5,000,000 and exports about $4,500,000. In 1902 the imports at the treaty ports amounted to about $7,000,000, and the exports of merchandise to about $4,200,000. In addition to this, exports of gold amounted to over $2,000,000, while the imports and exports at other than treaty ports are estimated as being sufficient to bring the total commerce of 1902 up to fully $15,000,000, exclusive of gold exports, which, as above indicated, amounted to about $2,000,000.

The most important articles in the export trade are rice, which shows an annual exportation of more than a million dollars; beans, a half million; ginseng, nearly a half million; and hides, about one hundred thousand dollars in value in the latest available year. Of the importations, cotton goods form the largest item, from three to three and a half million dollars per annum; silk piece goods imported from Japan and China amount to $600,000 per annum; kerosene oil, about $300,000; railway materials, about $250,000; mining supplies, about $200,000; and bags and ropes for packing, $150,000

CONDENSED OR "WANT" ADVERTISEMENTS.

Advertisements under this heading, 2c. a word first insertion; 1c. a word each subsequent insertion.

Contractions count as one word, but five figures (as $1.000) are allowed as one word.

Cash remittance to cover cost **must** accompany all advertisements. **In no case** can this rule be overlooked. Advertisements received without remittance cannot be acknowledged.

Where replies come to our care to be forwarded, five cents must be added to cost to cover postage, etc.

AGENCY WANTED.

AN established Manufacturers' Agent in Montreal representing several large American houses, with representatives covering all Canadian territory, wishes to secure a good Canadian manufacturer's line in Hardware or Specialties. Address Box 102, HARDWARE AND METAL, Montreal. (20)

A PARTY at present acting as assistant manager for an old-established English hardware importing house, would like to obtain agencies for English, Canadian and American firms. Address "Agent," c/o. The H. R. Ives Co., Limited, Montreal. (18)

BUSINESS FOR SALE.

HARDWARE BUSINESS—About $4,000, in largest mining town in New Ontario. For particulars address Horne & Hardy, Copper Cliff. (24)

SITUATION VACANT.

WANTED — First-class hardware and stove salesman with two or three years' experience. Apply, with reference, and state salary, to Boxall & Matthie, Lindsay, Ont. (18)

SITUATION WANTED.

AS HARDWARE CLERK—By young man of good character, with experience; references. Address Box 116, HARDWARE AND METAL, Montreal, Que.

FOR SALE.

TWO HARDWARE STOCKS in Manitoba; important implement agencies in connection; reason for selling, attention required to other lines; both good opportunities for money making; one stock will invoice about $5,500, other $2,500; good trade established and will bear investigation; write now. Marshall-Wells Company, Wholesale Hardware, Winnipeg, Man. (19)

The Sun is Shining on Your Windows.

Get an awning.

Send us measurements and we shall send quotations.

We also make tents, rent them, or sell them, as desired.

WM. BARTLETT & SON

16 Adelaide St. West, TORONTO.

ELECTRO PLATING

For Manufacturers, For the Retail Hardware Dealer's Customers.

I SERVE BOTH.

D. SUTHERLAND

Electro-Plater,

112 Church Street, - - TORONTO

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Page 46
Illus.

Enameled Meat Choppers

White inside, red outside.

Nos. 5, 10, 20, 12, 22, 32, and 32 with wheel.

Also the same in bright tinned.

F. W. Lamplough & Co.

MONTREAL.

WILCOX MFG. CO. OF ONTARIO, Limited

HEAD OFFICE **LONDON, ONT.**

Door Hangers of every description, Automatic Fire Door Equipments, Overhead Trolley Carrying Systems, Velox Ball-Bearing Grindstones, Velox Ball-Bearing Emery Grinders, Triumph Wire Stretchers, Sash Weights.

WRITE FOR PRICES.

FACTORIES:

AURORA, Ill.
ST. THOMAS, Ont.
HAMILTON, Ont.

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"Up-to-date Paint Brushes for Up-to-date Painters."

Boeckh's Flexible Bridled Brushes

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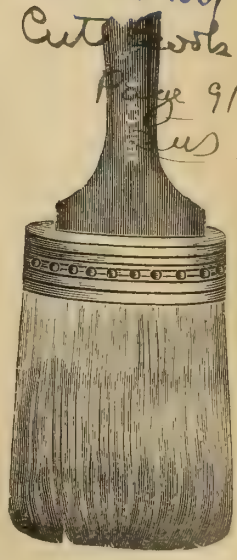


win the admiration of every practical painter because of their genuine merit, and are therefore the most profitable for the dealer to handle.

BECAUSE

The bridle can easily be removed and replaced.
The bridle is not affected by water, oil or paint.
The bridle works on a pivot and thus keeps the bristles elastic.

Merchants do well to remember that from the good of the goods comes the satisfaction of the purchase.

UNITED FACTORIES, LIMITED.

OPERATING:
Boeckh's Toronto Factories.
Bryan's London Factories.
Cane's Newmarket Factories.

Head Office: TORONTO, Ont.

MONTREAL BRANCH: 1 and 3 DeBresoles St.

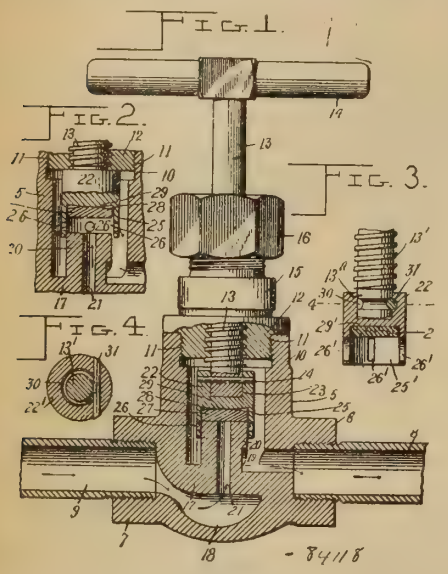
LONDON BRANCH: 71 Dundas St.

Patents Granted in Canada.

An authoritative report of patents granted by the Canadian Patent Office for recipes and devices of interest to HARDWARE AND METAL readers.

Hydraulic Valve.

GRANTED Peter Hall Cowper, Montreal. Claims: 1. A valve comprising a casing having a partition interiorly thereof, dividing it into inner and outer chambers, a cylindrical tubular nipple rising from said partition, a valve box having a cylindrical recess



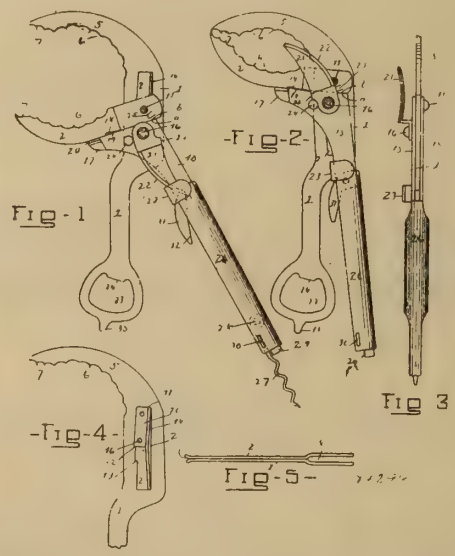
in the lower side adapted to telescope over said nipple, the bottom of said recess being formed convex, and said nipple having a planed upper surface perpendicular to the tube thereof, and a valve disc carried in said recess and having a planed lower surface adapted to be seated on the planed upper surface of the nipple and to be pressed thereon by said convex interior surface of the valve box.

2. A valve comprising a casing having a partition interiorly thereof, dividing it into inner and outer chambers, a tubular nipple rising from said partition and having its upper surface planed perpendicularly to the tube thereof to form a seat, a valve box having a recess in its bottom adapted to telescope over said nipple, a disc having a planed lower surface adapted to fit upon and close said seat, and a convex upper surface against which the bottom of the recess in the valve box is adapted to be pressed to close the valve.

3. A valve comprising a casing having a partition centrally thereof, dividing it into inner and outer chambers, a tubular nipple rising from said partition and having its upper surface planed square to form a seat, a valve box having a recess in its bottom adapted to telescope over said nipple, the bottom of said recess being formed slightly convex, and a valve disc within said recess having a slightly convex upper surface against which the bottom of the recess is pressed and a plane lower surface.

4. A valve comprising a casing having a partition interiorly thereof, a tubular cylindrical nipple rising therefrom, and having its upper surface planed square to form a seat, a valve stem mounted to reciprocate co-axially with said nipple, a valve box carried by the lower end of the stem, and having a recess in its lower side adapted to telescope over said nipple, and a valve disc between said nipple and the box adapted to close the seat of the valve, said disc and the bottom of said recess being formed slightly convex one to the other, whereby to form a single bearing point of the box against the disc, and to permit the disc to sit square upon its seat.

5. A valve comprising a casing having a partition interiorly thereof, a tubular cylindrical nipple rising therefrom, and having its upper surface planed square to form a seat, a valve stem mounted to reciprocate co-axially with said nipple, a valve box carried by the lower end of



the stem, and having a recess in its lower side adapted to telescope over said nipple, and a valve disc between said nipple and box adapted to close the seat of the valve, said disc and the bottom of said recess being formed slightly convex one to the other, whereby to form a single bearing point of the box against the disc and to permit the disc to sit square upon its seat, and the depending sides of the recess being formed with apertures therein to assist the outflow of the fluid.

A Combination Tool.

Granted John M. Clark and John C. Crume, Dayton, O., and George H. Swift, Cincinnati. Claims: 1. In a combination tool, a wrench consisting of adjustable and stationary members, the stationary member having a longitudinal slot therein, a fulcrum block in said slot, an adjustable member pivoted to said fulcrum block and adapted to actuate the adjustable member of the wrench, a can opener mounted on the adjustable member, and a cork screw sharpening device, and screw driver also mounted on said adjustable member, substantially as set forth.

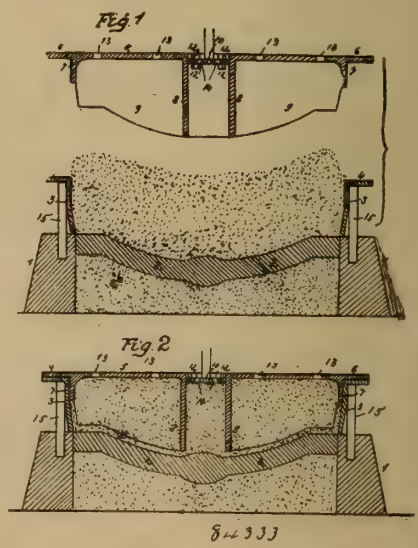
2. A combination tool comprising the following instrumentalities, a wrench consisting of a stationary member and an adjustable member, said members having connecting therewith means for opening metallic cans, means for sharpening or edging knives, means for drawing corks, means for removing sealing strips from cans, means for removing wire fasteners from bottles, means for removing metallic caps from bottles, means for cutting wire, said last-named means consisting of the movable parts of the wrench, and a screw driver, all arranged and associated in one implement, substantially as set forth.

Moulding Flask.

Granted James Mills, Wilmington, Delaware. Claims: 1. A moulding flask cope comprising an outer portion with straight upper part and inwardly inclined lower part, and an inner portion capable of sliding within said straight upper part of the outer portion of the cope, said sliding inner portion having a top plate and traverse ribs below the same, said ribs compressing the sand beneath them and the top plate compressing the sand between the ribs, substantially as specified.

2. A moulding flask cope having a top plate provided with an opening and with depending ribs separated by spaces which extend up to the top plate, said ribs terminating at their inner ends near the centre of the plate and forming a central passage communicating with the opening in the plate, whereby when the top plate is pressed upon the sand in the cope, said ribs will be thrust into the sand and the latter will be compressed by the top plate within the central passage and in the spaces between the ribs, substantially as specified.

3. A moulding flask cope having a top plate with depending ribs separated by spaces which extend up to the top plate,



and a depending tubular portion, whereby, when the top plate is pressed upon the sand in the cope, said ribs and the depending tube will be thrust into the sand and the latter will be compressed by the top plate within the tube and in the spaces between the ribs, substantially as specified.

METALS, THEIR ORIGIN AND NATURE.

By Geo. B. Frank.

No. 1.—Gold, Silver, Mercury.

THE peculiar qualities of metals render them capable of uniting with each other to form a series of bodies, having more or less the properties of their constituents. This quality and the knowledge thereof has been usefully applied from remote antiquity.

It is probably interesting to know that the ancients were acquainted with seven metals, viz.: gold silver, mercury, copper, iron, tin and lead. They knew and employed various compounds of antimony, arsenic and zinc, although we have no evidence that these metals were known to them in the metallic state.

Geo. B. Frank.

RETURNED AUG 14 1906

Mercury for a long time was not considered a metal, but when it was found that when frozen it became hard and malleable its metallic character was admitted.

Gold was regarded by the earlier chemists as the king of metals on account of its indistructability. It is a very heavy metal, its specific gravity being 19.34, and its fusing point about 2012 degrees F.

It is not acted on by moisture or the atmosphere, but is soluble in nitro- hydrochloric acid. It is found native sometimes, in crystalline forms of the isometric system, also in quartz veins, with pyrite, in slate, in metamorphic rocks, and in sand and alluvial soil resulting from the disintegration of such rocks. Geologically it occurs in all formations from the earliest rocks to deposits now forming. The original sources were Asia and Africa. Subsequently the mines in the Ural Mountains were worked. South America and Central America after their discovery became important sources of gold. And since its discovery in California in 1848, and Australia in 1851, these places have been the chief sources. It is interesting to note that gold was worth 13 1-3 times as much as silver in ancient Egypt, 10 times in Greece and Rome before the Christian era, and as low as 7½ times when Caesar returned to Rome.

Its ration of value to silver has been fixed at 15½ to 1 by the Latin Union and 16 to 1 in the United States.

In 1890 the gold product of the world was $116,008,900, of which the United States furnished $32,845,000, Australia $30,126,500, Russia $21,161,700, Africa $9,587,000, China $5,330,000, and other countries smaller amounts. Silver, which is classified as one of the precious metals, ranks next, although now one of the most common. Its specific gravity is about half that of gold, being 10.57. Fusing point 1904 degrees F.

It is a white, ductile metallic element sometimes found native, but more commonly in combination with sulphur, as black sulphide, and also in copper, in fact it is found in all variety of forms.

I may state here that in November, 1859, the news of the discovery of silver mines near Lake Washoe, in Nevada, was confirmed in San Francisco, and created such a furore in Europe that the French Minister of Finance and Commerce despatched a mining engineer to Nevada to made a close inspection of the Washoe mines. It seemed at that time as if the world were about to be innundated with silver, as it was with gold ten years previously.

Since then silver has been discovered in a great many localities, even in the waters of the ocean. In 1892 the world's production was $196,605,184, of which amount the United States, the largest silver producing country, yielded $74,989,900, mostly from argentiferous galena.

This metal is highly soluble in muriatic acid. Mercury (called colloquially quick silver) has the peculiarity of being liquid at ordinary temperatures. It also has the quality of dissolving most metals. Its specific gravity is 13.6, freezing at 39 degrees F., and boiling at 680 degrees F.

The first knowledge we have of this metal is when the Romans worked the mines of Spain prior to the Christian era. Its principal source is from a brilliant red ore called cinnabar.

Mercury is found native in Mexico in very small quantities, where the mines are said to have been discovered by a slave, who in climbing a mountain came to a very steep ascent. To aid him in surmounting this he tried to draw himself up by a bush which grew in a crevice above. The shrub however giving away, was torn up by the roots, and a tiny stream of what seemed silver trickeled down upon him.

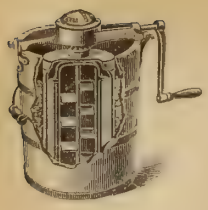
This metal forms an amalgam with gold or silver. Perhaps this is its most singular property. A gold leaf for instance dropped upon mercury disappears like a snow-flake in water. Particles of gold or silver too fine to be seen by the naked eye will be gathered by mercury from a mass of ore. An amusing story is told about an old lady who attended a lecture upon chemistry. The lecturer had occasion to purify some quicksilver by forcing it through chamois skin. The scrap of leather remained upon the table after the lecture and the old lady, thinking it would be very nice to wrap her gold spectacles in, accordingly appropriated it to this purpose. The next morning she came back in great alarm, stating that the gold had mysteriously disappeared, and nothing was left in the parcel but the glasses. Sure enough, it was found upon investigation that the mercury remaining in the pores of the leather had amalgamated with the gold, and entering had destroyed the spectacles. It was a mystery, however, which never could be explained to that old lady's satisfaction.

In ancient times mirrors were made of highly polished silver or steel. As they were very liable to rust, due to moisture in the atmosphere, a piece of sponge, sprinkled with pumice-stone, was suspended from the handle for rubbing the mirror before use. The old Roman philosopher, Seneca, in lamenting over the extravagance of his time, says: "Every young woman now-a-days must have a silver mirror."

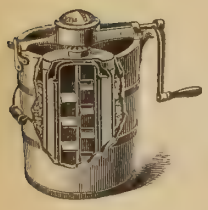
To-day the back of an ordinary looking-glass is made of tin-foil and mercury. The process is quite a complicated one and is attended with considerable danger to the workmen.

WELL THOUGHT OF AT HOME.

The firm of McKenzie & Howell, hardware dealers, has been dissolved, Mr. McKenzie retiring after a long and honorable business career. The business will be carried on by Mr. Howell in the same stand. Mr. Howell has been connected with this well-known business for over 10 years, first as clerk and for the last four years as partner. He is still a young man and combines with a thorough knowledge of his business the energy and push which contribute so greatly to success in commercial life. He possesses the confidence and goodwill of the community, and we are sure will fully maintain the honorable traditions of the firm with which he has been so long identified. Mr. McKenzie, who will take a well-earned rest from business life, is one of our oldest merchants and his name is known and respected throughout this whole district. We take this occasion to wish him many years in the enjoyment of the leisure which he seeks after so many years of activity. Goderich Signal.



"White Mountain" Ice Cream Freezers



Made in eleven sizes with crank, and five sizes with fly-wheel.

These freezers make the finest and smoothest ice-cream the quickest.

Are built with triple motion, duplex malleable iron beater and strong waterproof tub.

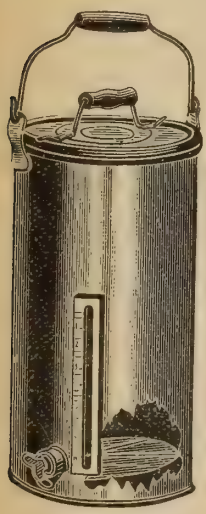
Bound with heavy galvanized iron hoops.

The best all-round freezers in the world.

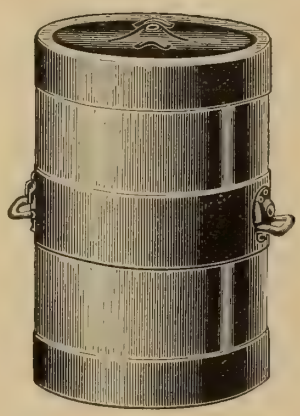
The McClary Manufacturing Co.

London, Toronto, Montreal, Winnipeg, Vancouver, St. John, N.B.

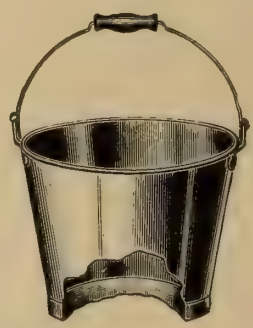
Sole Agents for Canada.



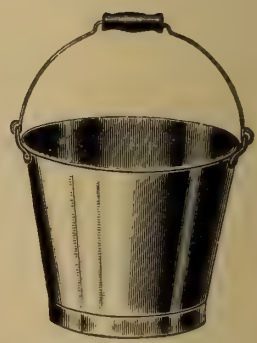
Creamery Cans



Milk Cans



Samson Dairy Pails



Dufferin Dairy Pails

The constantly increasing demand for these goods proves that they are of the very highest quality.

We can fill all orders promptly.

The McClary Manufacturing Co.

London, Toronto, Montreal, Winnipeg, Vancouver, St. John, N.B.

"Everything for the Tinshop."

HARDWARE AND METAL

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JOHN BAYNE MACLEAN,
Montreal.

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Limited

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THE ANGLO-FRENCH TREATY.

A GLANCE at the recently published summary of the provisions of the new Anglo-French treaty shows that the negotiations covered a wide field. At the present time the abolition of friction between the two countries is probably the most important result and will doubtless have a beneficial effect in the Province of Quebec where Mr. Bourassa and others have been trying to stir up race prejudices.

The chief interest in the treaty for Canada centres in the clause which affects the sister colony of Newfoundland. Under the old conditions there was a portion of the Newfoundland coast known as the "French shore." Along this shore Newfoundlanders were not permitted to fish, according to an arrangement existing between the British and French Governments. This prohibition was a source of annoyance and sometimes actual loss to the people of Newfoundland. Even a British lobster factory was not permitted on the shore in question.

In 1890 an amusing incident happened in this connection, when the commander of a British war ship compelled a French canning factory to close its doors. A law suit followed. It was carried to the Privy Council and the British Government were condemned to pay damages. Ever since, the British authorities have been endeavoring to relieve the situation.

By the treaty the Newfoundlanders are given the right to carry on whatever industries they please on the French shore, while the Frenchmen are still granted the privilege of fishing off the coast and buying bait from the Newfoundlanders. In addition Canadian fishermen have been given the same fishing and bait rights as the French fishermen.

The other portions of the treaty deal with Morocco, Egypt, Central and West Africa, Siam, Madagascar and Australasia. The friendliness of the arrangement between the two countries, France and Great Britain, and the removal of annoying conditions should be matters for public congratulation.

TRANSPORTATION NEEDS.

POLITICIANS and others are apt to lay too much stress on the tariff as a panacea for all commercial evils. Important as is the tariff, it must not be forgotten that it is merely an artificial contrivance. Of quite as much importance is the improvement of such natural means of development as are afforded, for instance, by better transportation facilities.

Larger and faster steamboats, improved harbors and waterways, better freight service on the railways, accompanied by reduced rates, will do quite as much to advance the commercial interests of the country as a fostering tariff.

The Transportation Commission, which has held sittings in many parts of Canada during the past month, should do much to improve facilities, and to the Railway Commission at Ottawa the eyes of shippers and others are turned for the solution of the problem of rates.

ALASKA vs. YUKON.

TOO much credit cannot be given the Canadian Government for its management of the affairs of the Yukon. It is true that instances of maladministration may be pointed out, but on the whole government in the Klondike has been creditable.

This fact may be emphasized and proved by an examination of the state of affairs across the border in the Territory of Alaska.

Though possessing a population of some 65,000 white men, Alaska has no representation in Congress. This in itself is a serious grievance, when it is remembered that the Yukon Territory of Canada has for some time enjoyed representation in the Dominion Parliament. The judiciary in Alaska is also complained of. There have been too frequent changes on the bench, a circumstance which has not tended to elevate the law. In the Yukon, on the other hand, the same judge has sat on the bench continuously ever since a court was established there.

Then, too, the inhabitants of Alaska look with envious eyes on the constabulary, which maintains peace and order in the Yukon. To the Northwest Mounted Police is due much of the credit for the law-abiding and peaceable nature of that settlement, and the Alaskans feel the lack of a similar body of men in their midst.

Dissatisfaction has also been expressed in Alaska at the methods of the members of the civil service, who act in an arbitrary manner, which does not give the country a good name. Contrasted with them, the Government officials in the Yukon are superior in every respect.

That these grievances of the people of Alaska are not unreal, is evidenced by the various measures which are at present being introduced into Congress to ameliorate the condition of affairs there. We believe, however, that little would be heard of these troubles were it not that the Alaskans had constantly before their eyes the spectacle of a country, similar to their own, yet enjoying greater advantages in the way of good government than they themselves do. In the dissatisfaction of the people of Alaska lies the best proof of the excellence of Canadian institutions.

CANADA'S UNDERPAID JUDICIARY.

FROM time to time, out of as well as in Parliament, public attention is called to the meagre salaries paid in Canada to the judiciary, and the bad results which are the inevitable consequence of such misplaced economy.

Canada has become a great and wealthy nation, her industrial and commercial interests are expanding with exceptional rapidity. So matters litigated in our superior courts are often of great magnitude, involving very large sums of money. It is becoming more and more imperative, in the interest of Canadian industry and commerce, that they should have for their determination the best legal talent our country can produce.

No feature of British institutions has been more universally recognized than the importance of having, as the expounders of the law, those who in their day have been the most brilliant members of the British bar. This fact, more than any other, has induced that profound respect for the law which has always characterized the English nation.

Most of the British self-governing colonies have recognized how important it is that the highest legal excellence should be attracted to the bench, and have followed the English precedent as far as possible by making the salaries commensurate with the importance of the office. Consequently, we find that whereas in England the lord justices have salaries of $25,000, correspondingly adequate salaries have been provided by statute in most British colonies. For example: In Victoria, with a population of 1,200,000, the chief justice receives $17,000, and each of the puisne judges $15,000. In Queensland, with a population of only half a million, the chief justice receives $17,500, and each of the puisne judges $10,000. In Cape Colony, with a European population of 400,000, the salary of the chief justice is $15,000, the puisne judges $10,000. And even in little Tasmania, with a population of only 175,000, the chief justice receives $7,500, and each of the puisne judges $6,000, and most recently of all, in the new Commonwealth of Australia, the salaries of the supreme court judges were, at the last session of Parliament, fixed for the chief justice at $17,500 and the puisne judges $15,000. In Ireland, with a population considerably less than Canada's, the salaries are fixed as follows: Lord chancellor, $40,000; master of the rolls, $20,000; vice-chancellor, $20,000; land judge, $19,500; lord chief justice, $25,000; chief baron, $23,000; eight puisne judges, each $17,500. The lord chancellor may be eliminated as not offering any comparison, but the salaries of the other judges, and especially those of the puisne judges, are fair matters for comparison.

In Canada alone do we find this English precedent not followed, and the judiciary treated with the utmost parsimony. The average salary of our superior court judges is but little above $4,000, and the salary of the chief justice of the supreme court of Canada is only $8,000, and the puisne judges $7,000, a sum little more than that given to the corresponding judges in Tasmania, notwithstanding the fact that we have in Canada a population of nearly six millions, and a wealth per capita higher than many of the leading nations of the world.

When the salaries of the supreme court of Canada were fixed the standard adopted by the then prime minister, Hon. Alexander Mackenzie, and his minister of justice, was the salaries paid to the ministers of the crown. At first sight that looks eminently fair. But when it is remembered that these salaries of ministers were fixed at a time when the cost of living in Ottawa was certainly not two-thirds of what it is to-day, and further that the ministers receive $1,500 a year for sessional allowance in addition to their salaries, and enjoy with their families the privilege of travelling free over all the great railway lines of Canada, it will at once be seen how unfair to the judges the standard taken is. No one contends the ministers are overpaid. On the contrary, the opinion of all those whose opinion is worth anything is that they are under paid. Still they receive a good deal more than $2,000 per year beyond the salaries paid to the judges of the highest appeal court in Canada.

Here is a court, comparing smaller things with greater, ranking in Canada on a par with the supreme court of the United States and the appeal court of Great Britain in those countries, and from which is demanded a comprehensive knowledge of both the civil and the common law, who sit in appeal upon cases from the Yukon to Halifax, who by their judgments settle the judicial foundations on which the future of this great country will be raised up, and we pay them about between one-third and one-half of what men in similar positions in other parts of the empire with equal responsibilities or lesser ones receive.

Heretofore mere politicians have succeeded in defeating every proposition to remedy this wrong. A judge, to them, is a judge and no more, whether sitting in a county court or a superior court, settling disputes between their neighbors or sitting as the highest Canadian court of appeal and determining the meaning of the constitution of the country or matters involving millions in money and property to its Government or its people.

We do not desire to under-rate the importance of the duties discharged by the county or superior court judges. But we do maintain that if a general levelling up of the salaries of the judges cannot at present be attained, there can be no question that the time has arrived when at any rate the supreme court of Canada, the appellate tribunal to which cases are carried from the highest appellate courts of every province, should have paid to its judges salaries in some respects commensurate with the importance of the office, and which will avail to attract the best legal talent of our country.

We desire to express in the strongest terms at our command our view that the first step at any rate should at once be taken to remedy this evil, by a substantial increase being voted by parliament for the salaries of the judges of the supreme court of Canada. And we are convinced that in doing so we are voicing the sentiments of the business men of Canada generally.

The absurd answer which from time to time we find made to this state of affairs, and at the last session of Parliament we regret to say expounded by members on the floor of the House, is that there is no difficulty in getting judges at the present salaries. This is quite true, but the question is not can you get lawyers to fill the judicial positions, as to which there can be no doubt, but the important question is, can you get the best lawyers in Canada to go on the bench with the meagre salaries at present paid to the judiciary? We are convinced to the contrary.

It is indeed lamentable that politicians, merely desirous of the approval of the unthinking, should be permitted to obstruct the carrying out of a national duty by declaring that unless the complicated and difficult question of county court and superior court salaries be considered those of the higher courts must not be touched.

Such a position is unwarrantable, indefensible, and it is to be hoped that the

present House of Commons will have sufficient regard for the industrial and commercial interests of the Dominion to bear down such petty obstructions and to do justice to the judiciary, beginning where the need is most vital by dealing with the appeal courts, where injustice in the shape of inadequate salaries for the responsibilities and duties appertaining to the judges has too long prevailed.

No business man would allow such a relationship between himself and a valued, trusted employe. Why should the Dominion of Canada treat her most trusted and honored servants as no business man would his employe? The remedy is simple. Increase the salaries to an equitable figure.

This important subject is at present receiving more than ordinary attention from the more thoughtful business men of Canada. It is felt by them to be a matter of supreme importance, not only that the services of the best men should be obtained for our appeal courts, but that when secured they should be paid salaries commensurate with the dignity and responsibilities of their position, and which would ensure the devotion of all their time to the study and decision of the cases before them.

It is a matter of public notoriety that in some, at least, of our principal cities this is not so and that the members of the court have found themselves compelled to accept outside positions of emolument, acceptance of which, while perhaps not absolutely inconsistent with their position as judges, at least gives a great shock to the traditions which Canadians have inherited and maintained with respect to the judiciary. For our own part we have no hesitation in saying that a system which not only tolerates but in the cases of those judges who have large families compels a resort to these methods of eking out an insufficient income is an intolerable one.

C. I. F. TERMS.

REOPENING the c. i. f. terms discussion the following belated item from our B. C. representative, which was delayed in transmission, gives Colin F. Jackson's reply to Mr. St. Arnaud in the last February issue of Hardware and Metal. In an interview Mr. Jackson says:

"I am making inquiries through my English agents for details of any cases which have been decided in England regarding c. i. f. terms. I may say, however, that I have been engaged both as seller and buyer of goods on these terms for shipment between various ports of the world for sixteen years. The matter of the legal meaning of the term c. i. f. and the responsibility attaching to shippers, has often engaged my attention.

"I recall the question coming up acutely in connection with a shipment of jute goods from Calcutta to points in the North Pacific. I found that all the large Calcutta houses engaged in this trade were in the habit of selling San Francisco and other points on c. i. f. terms. As I knew salt water damage was not uncommon in this trade, I insisted on goods being insured against all risks. I found, however, that ordinary c. i. f. terms carried no such obligation on the shippers. I was informed by large operators in trade that the courts had decided against purchasers on this point.

"In this instance the goods could be insured all risks, if specially packed in waterproof covering. As a result of my inquiries we paid extra for this insurance, adding a clause to the ordinary c. i. f. contract to cover it.

"This only applies to jute goods, which can be insured against all risks at a reasonable rate. But in spite of Mr. St. Arnaud's statement that such goods as galvanized wire are being insured against all risk every day, I know perfectly well that in practice it cannot be done. My firm in Liverpool, Colin F. Jackson & Co., as intermediaries between my correspondents in the Hawaiian Islands, who are agents for the B. & F. Marine Insurance Co., and in connection with my business here, where we hold the agency of the Union Marine Insurance Co., of Liverpool, have had long experience in contracting large amounts of marine insurance, which they have placed in all parts of the world.

"The question of insuring such goods as galvanized iron, galvanized wire, raw materials for the engine ring trade, cement and all such rough goods against all risks has been constantly before them. But never, in spite of our close touch with the insurance world, have they been able to effect such insurance.

"On seeing the decision of the case of the Canadian Hardware Co., I at once wrote our Liverpool house to ascertain the present position in this matter of terms. They write me as follows:

Re c. i. f.

You will gather how unusual it is to insure anything but dry goods against all risks when we tell you that the Liverpool underwriters REFUSE TO QUOTE.

"The date of that letter is Feb. 3, 1904. In a later communication, dated Feb. 10, 1904, they say:

We have been in communication with London insurance brokers who do a very large business at Lloyds. They say they have not been able to get any quotation.

"Now," continued Mr. Jackson, after reading to your representative the above extracts from his business correspondence, "this, we think, proves that Mr. St. Arnaud is mistaken when he says this insurance is done every day. I refer, of course, to reputable companies and underwriters. There are men who will accept any kind of risk, and the insurer operating through them shares the risk.

"As soon as I can get any definite information regarding precedents," said Mr. Jackson, "I will be pleased to place such proof as I have at the disposal of your readers. But I mad add, that the reason such decisions in a legal court of Great Britain are so rare, is that English merchants have learned by long experience the folly of carrying trade disputes before a judge whose training has been such (as a rule) as to cause him to attach more importance to a legal technicality than to the more important consideration of trade custom and practical justice.

"For a long while past all such disputes as these have as a rule been referred to an arbitration board consisting of merchants familiar with the trade in which the dispute occurs. This method is infinitely quicker and more economical, and it is more just than any results which can be obtained through the ordinary procedure of the courts. I think it would be a great advantage to the commercial community of Canada if this mode of settling disputes were more largely adopted. Here in Vancouver we have to appoint an arbitration board to settle such disputes, comprising twelve members of the council of the board of trade. I have not heard of their ever being called on to act. They certainly did nothing last year, that, too, in the face of the fact that the courts have been overloaded with petty cases which could be settled by such a method."

PERSONAL MENTION.

Vandusen & McDonald, Tara, Ont., writes: "I find Hardware and Metal too useful to do without it."

Mr. J. R. Wells, advertising manager for the Fairbanks Company, Montreal, was in New York early in the week.

Mr. A. Westman, hardware merchant, London, Ont., is confined to his house through an accident, in which he had three ribs broken.

Mr. H. J. Fuller, manager of the Fairbanks Company, Montreal, returned to that city a week ago from a trip to Winnipeg and Vancouver. Mr. Fuller inspected the company's branches in those cities.

Mr. Geo. D. Wood, of the Geo. D. Wood Co., Winnipeg, has been seriously indisposed of late and is now confined to his home with a severe attack of la grippe.

MARKETS AND MARKET NOTES

QUEBEC MARKETS.

Office of HARDWARE AND METAL,
232 McGill Street.
Montreal, April 15, 1904.

Hardware.

WHOLESALERS and manufacturers are anxiously waiting for the opening of river and lake navigation as it is very difficult at present to get goods through to various points which in a few weeks can easily be reached by water. The opening of navigation will give a much needed impetus to deliveries of metals and hardware. Since the reduction of freight rates for the Summer—which went into effect on the first of the month—there has been a big increase in shipments of hardware from this city. Wholesalers are still complaining, however, of the difficulty in getting supplies through from American manufacturers. One of the local jobbing houses reports that several cars which were sent from Pittsburg on the 2nd of March have not yet arrived. Vexatious delays of this character have hindered trade to a very considerable extent during the last month.

General conditions in the hardware trade show some improvement however. The jobbing houses are now very busy with their Spring shipments and they report the arrival of large orders every day for Spring and Summer delivery. Business this month has been brisk, but it is not thought that the increased trade will be sufficient to compensate for the slackness of the early part of the season.

Price changes this week are neither numerous nor important. The meeting of the Wholesale Hardware Association last week did not result in any important changes. Values throughout seem fairly steady although the market is probably not so firm as it was a year ago. Agricultural wrenches are sold a little cheaper, the new discount being 25 per cent. off list. Hose reels are selling at higher prices. It is almost impossible to quote these goods as there are many makes and there is no standard price. It is safe to say, however, that the general range of prices has been advanced from 15 to 25 per cent over prices of last year. Cotton goods continue very firm. Mason lines, chalk lines, fish lines and similar goods have been marked up about 10 per cent. Wire hat and coat hooks have been slightly reduced in price; the 3-inch make is selling now at 75 cents per gross. Prices of American ice cream freezers are about 10 per cent. in advance of those of last year.

Lawn Mowers—There is a fairly active demand this week and some deliveries are now being made. Prices continue steady at figures formely quoted, which were: With 8-inch wheel, sizes 12, 14 and 16 inch, $2.65 each; with 9-inch wheel, size 12, $3; size 14, $3.12 1-2; size 16, $3.25 each; Philadelphia pattern, size 12, $3.25, size 14, $3.50; size 16, $3.75 each; High Wheel, size 12, $4; 14, $4.25; 16. $4.50; 18 $4.75; 20, $5.25 each.

Garden Hose—Still in steady demand at firm and unchanged prices. We quote again the following discounts: Trade, 75 per cent.; Western, 65 and 10 per cent.; White, 40 and 10 per cent.; Maroon, 40 and 10 per cent.; cotton, 60 per cent.

Hose Reels—Prices are from 15 to 25 per cent. higher than last year. It is impossible to give any satisfactory quotations on this line as there are so many makes and no standard price. It is safe to state, however, that there has been an advance of from 15 to 25 per cent.

Ice Cream Freezers—The American makes are about 10 per cent. dearer than last year. Trade is now commencing to be quite active. We quote the following prices which apply to the leading brands on the market: One quart, $1.50 to $1.60 each; 2 quart, $1.70 to $1.80 each; 3 quart, $1.95 to $2.25 each; 4 quart, $2.35 to $2.60 each; 6 quart, $2.95 to $3.25 each; 8 quart, $3.70 to $4.10 each; 10 quart, $4.75 to $5.50 each; 12 quart, $5.75 to $6.50 each; 14 quart, $6.75 to $7.50 each.

Agricultural Wrenches—In steady demand. The discount is now 25 per cent. off list, which means a slight reduction in price.

Harvest Tools—Orders are now being booked in large quantities and shipments will soon be made. The discount is 60 per cent.

Spring Hinges—The demand continues good and prices are steady. We again quote as follows: No. 5, $17.25 per gross; No. 10 $18 per gross; No. 20, $10.50; No. 120, $20; No. 51, $9.25; No. 50, $27.50.

Heavy Screw Hooks and Hinges—These are selling well at unchanged prices. Sizes 12 inches and upwards are selling at $3.25 per 100 lbs; the price of the 6, 8 and 10-inch sizes is $4.25.

Wire Hat and Coat Hooks—These have been slightly reduced in price. The 3-inch size is selling at 75 cents per gross.

Churns—There is a good demand at unchanged prices. The discounts are 40 and 15 per cent. f.o.b. Montreal and 30 and 30 per cent. f.o.b. factory.

Sap Spouts—The maple sugar season being now in full swing, there is a good demand for sap spouts. The price is $6.75 per 1,000. Cook's sugar bits are selling at 50 per cent off list.

Poultry Netting—Some orders are still coming in, but the greater part of the season's business has been already booked. Deliveries are now being made. Discounts for 2-inch 19-gauge standard extras are 60 and 5; for 2-inch 16-gauge, the discounts are 55 and 5 per cent.

Galvanized Poultry Netting Staples—In steady request at former prices which were as follows: Sizes 5-8, 3-4, 1, 1 1-8, 10-lb boxes, $12.50 list; 25 and 50-lb boxes, $12.25 list; 100-lb boxes, $12 list. Less 57 1-2 per cent.

Bed Staples—The discount on the Montreal Rolling Mills Company's and the B. Greening Wire Company's lists is 57 1-2 per cent. The discounts on the Dominion Wire Company's list are 25 and 2 1-2 per cent.

Blind Staples—The discount is 40 per cent.

Boxwood Rules—Discounts range from 52 1-2 to 50 per cent. off list.

Shot Guns—These can be obtained at very low prices owing to the severe competition of the American manufacturers.

Wire Nails—Trade has been slack this week, but an active trade is expected to commence with the opening of navigation. Prices are very firm at former quotations which were as follows: $2.40 per keg carlots and $2.45 per keg in small lots f.o.b. Gananoque, Montreal, London, Hamilton, Toronto, Brantford and St. John.

Cut Nails—Business has been quiet this week. Prices continue steady at former quotations, which were: $2.30 per keg f.o.b. Montreal, Toronto, Hamilton and St. John.

Fence Staples—Prices continue as follows: $3 per 100-lb keg for galvanized, and $2.80 for bright; 25 to 50-lb packages, 25c extra.

Pressed Spikes—The discount is 25 per cent.

Horseshoes—There is some little improvement in business since the first of the month, but the volume of business is not yet very large. Prices continue steady at former figures. Our quotations are as follows: Iron shoes, light and medium pattern, No. 2 and larger, $3.65; No. 1 and smaller, $3.90; snow pattern, No. 2 and larger, $3.90; No. 1 and smaller, $4.15; light steel shoes, No. 2 and larger, $3.80; No. 1 and smaller, $4.05; featherweight, all sizes, 0 to 4, $5.35; toe weight, all sizes, 1 to 4, $6.60. Shoes more than one size in a keg, 10c per keg extra f.o.b. Montreal only.

Horsenails—Trade has been improving since the first of the month. We

quote: C brand, 40, 10 and 7 1-2 per cent. off list; other brands 55 to 57 1-2 per cent. off.

Screen Wire Cloth—The price is $1.50 per 100 square feet.

Galvanized Coil Spring Wire—Trade is showing considerable improvement. We again quote the following prices, which are being well maintained: Nos. 6, 7 and 8, $3.20; No. 9, $2.70; No 10, $3.30; No. 11, $3.35; No. 12, $2.95; No. 13, $3.10. Carlots 5 cents less. Freight prepaid in less than car lots to extent of 25 cents and in carlots to extent of 20 cents. For following factory points freight is equalized: Montreal, Hamilton, London, Welland, Windsor, Stratford.

Galvanized Wire—The demand continues steady. We again quote as follows: No. 5, $3.65; Nos. 6, 7 and 8, $3.10; No. 9, $2.45; No. 10, $3.15; No. 11, $3.20; No. 12, $2.60; No. 13, $2.70; No. 14, $3.70. In carlots f.o.b. Cleveland, No. 5, $2.15; Nos. 6, 7, 8 and 9, $2.10; No. 10, $2.15; No. 11 $2.20; No. 12, $2.25; No. 13, $2.35; No. 14, $2.45. In less than carlots 12 1-2c extra per 100 lbs will be charged.

Barb Wire—The market is quiet and without new feature. Most retailers have bought from the independent company and are waiting. for deliveries. Prices continue at former quotations, which were: $2.75 per 100 lbs f.o.b. Montreal, and $2.50 f.o.b. Cleveland. Carlots of 15 tons $2.40 f.o.b. Cleveland.

Smooth Steel Wire—There is a fair trade passing at unchanged prices: Bright and annealed, $2.50 per 100 lb f.o.b. Montreal, Toronto, Halifax, London, Hamilton and St. John. Net extras per 100 lb are now as follows: Coppered wire, 60c; tinned wire. $2; oiling, 10c; spring wire, $1.25; best steel wire, 75c; bright soft-drawn, 15c; hay-baling wire, 20 to 25c.

Annealed Hay Wire—Annealed hay wire and annealed and oiled wire are now sold at list prices plus the usual extras.

Fine Steel Wire—There is a quiet trade doing at steady prices. The discount is 25 per cent. with net extras as follows: 1 and 2-lb hanks, 25c per 100-lbs; 1-2-lb hanks, 37 1-2c; 1-4-lb hanks, 50c.

Brass Wire—The market is quiet. The discount is 60 per cent.

Copper Wire—There is very little doing. The discount is 60 per cent.

Rivets and Burrs—Trade is brisk. Discounts are as follows: Best iron rivets, section carriage and wagon box, black rivets, tinned do., coopers' rivets and tinned swede rivets, 60 and 10 per cent.; swedes iron burrs are quoted at 55 per cent. off; copper rivets with the usual proportion of burrs, 45 per cent. off and coppered iron rivets and burrs, in 5-lb carton boxes are quoted at 60 and 10 per cent. off list.

Bolts and Nuts—Business is very active at present. Many "rush" orders are reported, but manufacturers are able to attend to them promptly. Prospects are bright for an active trade this season. Discounts continue as follows: Carriage bolts common, ($1.00) list 3-16 and 1-4 diameter, 60 per cent.; carriage bolts, common ($1) list, 5-16 and 3-8 diameter, 55 and 5 per cent.; carriage bolts, common ($1) list, 7-16 diameter and up, 55 per cent.; carriage bolts, full square ($2.40) list, 60 per cent.; carriage bolts, Norway iron ($3) list, 60 per cent.; machine bolts, 3-8 diameter and under, 60 per cent.; machine bolts, 7-16 diameter and larger, 55 and 5 per cent.; plow bolts, 55 and 5 per cent.; blank bolts, 55 and 5 per cent.; bolt ends, 55 and 5 per cent.; sleigh shoe bolts, 70 per cent.; coach screws, cone point, 70 per cent.; nuts, square, all sizes 4c per lb off; nuts, hexagon, all sizes, 4 1-4c per lb off.

Washers, 45 per cent. off.

Screws—It is feared that there will be some difficulty this Summer as there was last in filling orders for some sizes. Already there is a shortage in some sizes but it is thought that conditions will not be so bad as last year. During the freight blockade, manufacturers were unable to get their raw material and this is in great measure responsible for the present difficulties. Discounts continue as before: Round head, bright, 82 1-2 per cent.; flat head bright, 87 1-2 per cent.; brass, round head, 75 per cent.; brass, flat head 80 per cent.

Cordage—There is a satisfactory trade in all lines of cordage. The rope market is steady and the volume of business very large. All cotton goods are firm. Mason lines, chalk lines, fish lines, etc., have been advanced about 10 per cent. We quote the following prices: Pure manila, 15c; British pure manila, 12 1-2c; sisal, 12c; double lathyarn, 11c; single lathyarn, 10 1-2c; Russian tarred spunyarn, 13 1-2c; jute rope, 3-8-in in diameter and upwards, 9c; cotto nrope, 21c; cotton twine, 24c for 3 and 4 ply. Cotton bedcord, 90c to $1.70, according to length. Sash cord 30 to 31 1-2c; cotton candle wick, 22 to 24c.

Building Paper—There is a further improvement in the demand. Our quotations continue as follows: Tarred felt, $1.85 per 100 lb; 2-ply ready roofing, 90c per roll; 3-ply, $1.15 per roll; carpet felt, $2.25 per 100 lb; dry sheathing, 40c per roll; tar sheathing, 50c per roll; dry fibre, 55c per roll; tarred fibre, 65c per roll O.K. and I.X.L., 70c per roll; heavy straw and sheathing, $35 per ton; slaters' felt, 65c per roll.

Cement—Business is now commencing to pick up and orders are being received for shipment at the opening of navigation. German cements are unchanged in price as large stocks were accumulated last Fall before the surtax went into effect and the German manufacturers are now offering concessions almost equivalent to the amount of the surtax. Prices continue as before. Our quotations are as follows: Canadian cement, $1.90 to $2.25; German, $2.25 to $2.40; English, $2.15 to $2.25; Belgian, $1.70 to $1.95 per barrel, ex store, and American, $2.20 to $2.40 ex-cars.

Firebricks—These are now moving in large quantities and it is doubtful whether supplies on hand are sufficient to last until the opening of navigation. English are selling at $16 to $22 per 1,000; Scotch, $17 to $22.

PLUMBING GOODS.

In all lines of plumbing goods there has been an active trade, and orders are still arriving freely. Jobbers have still a lot of goods to ship when navigation opens, and the backwardness of the season in this respect is interfering somewhat with the trade. (Last year the river was clear about March 24.) Forward orders are consequently accumulating, and with a clear waterway there will be a big rush of shipments. Both lead and iron pipe are in good demand. Soil pipe and fittings, as usual at this season of the year, are in active demand and shipments are going forward rapidly.

Lead Pipe—The market is active. Prices are well maintained, on a basis of 8c for composition and 7c for ordinary. The discount is 35 per cent.

Soil Pipe and Fittings—The market is without any new feature. Business continues brisk and prices stationary. Our quotations are as follows: Light soil pipe, 3 to 6-in, 50 and 10 per cent.; medium and extra heavy soil pipe, 2 to 6-in. 60 per cent.; extra heavy soil pipe, 8-in, 45 per cent. Light fittings, 2 to 6-in, 50 and 10 per cent.; medium and extra heavy fittings, 2 to 6-in, 60 and 5 per cent.; extra heavy fittings 8-in, 45 per cent.

Iron Pipe—Trade in iron pipe is active this week though there is nothing new of importance to note. Prices have not changed. We again quote: Standard pipe, per 100 feet, in length under 19 feet—black, 1-8-in, $2.30; 1-4-in, $2.30; 3-8-in, $2.55; 1-2-in, $2.85; 3-4-in, $3.65; 1-in, $5.20; 1 1-4-in, $7.35; 1 1-2-in, $8.95; 2-in, $12.55. Galvanized—1-4-in, $3.20; 3-8-in, $3.45; 1-2-in, $3.90; 3-4-in, $5; 1-in. $7.20; 1 1-4in, $10.05; 1 1-2-in, $12.20; 2-in, $16.85. In the above the discount on 1-8, 1-4 and 3-8 in black and 1-4 and 3-8 in galvanized is 12 1-2 per cent.; and on 1-2 to 2, inclusive, in black and galvanized is 15 per cent. Extra heavy pipe, plain ends, are quoted per 100 feet as follows: Black, 1-2-in, $4.20; 3-4-in, $5.25; 1-in, $7.55; 1 1-4-in, $10.55; 1 1-2-in, $12.75; 2-in. $17.60. Galvanized—1-2-in, $5.25; 3-4-in, $6.65; 1-in, $9.55; 1 1-4-in. $13.25; 1 1-2-in, $16; 2-in, $21.90. The discount on all sizes of extra heavy pipe is 12-12 per cent.

Solder—There has been some easing off in tin but it has not been of sufficient account to make any change in solder, which continues active at 18c for bar solder and 18 1-2c for wire solder.

METALS.

The metal market is active, though the volume of business is not as great as it would be were river navigation not so unusually delayed. Still there is a very

satisfactory trade passing, and speaking generally, prices have been pretty stationary. Ingot tin has weakened a little. Copper, on the other hand, is very firm, and if anything, higher. There has also been great strength shown on the New York copper market and spot metal has sold higher. It is said that the cost of the production of copper is increasing on account of the greater depth to which mines are being worked. The average of mining, smelting and marketing is placed at 9c per lb. The lead market is also very high and firm. Iron and steel show little change. Steel plates and all structural materials continue to move briskly. There is said to be some scarcity on this market in large tin sheets, 4 feet wide, 22 to 24 gauge, only one or two jobbers appearing to have any.

Pig Iron—There is no change in the local iron market. A good demand is reported. Prices are well maintained, and all indications point to an improvement in the conditions of the market. We quote: Summerlee, $20.25 to $20.75; Gartsherrie, $20; Londonderry $18.50 to $19; Carnbroe, $18.50; No. 1 Middlesboro, $16.50; No. 2, $15.50; Ferrona iron, delivered in Montreal in car lots is quoted as follows: No. 1, $18; No. 2, $17.50; No. 3, $16.50; No. 4, $16.

Bar Iron—There was a meeting of the manufacturers last week in Montreal, but it is not learned that any change of importance was made. A fairly good trade is doing, on a basis of $1.75 for merchants' bar; horseshoe iron, $2; forged iron, $1.95.

Black Sheets—The market is moderately active. Prices unchanged. We quote: 28-gauge, $2.35; 26-gauge, $2.30; 22 to 24-gauge, $2.25; 19 to 20-gauge, $2.30, and 8 to 10-gauge, $2.40.

Steel—There is nothing new to report in this. The demand is good. We quote: Sleighshoe, $1.90; tire, $1.95 to $2.10; spring, $2.75 to $2.95; toe calk, $2.55; machinery (iron finish), $2.45; square harrow, $2.45.

Tool Steel—The usual steady demand is experienced for tool steel. There is no quotable change and prices are: Black Diamond, 8 to 9c; Sanderson's, 8 to 9c, according to the grade; Jessop's, 13c; Jonas & Colver's, 10 to 20c; "Air Hardening," 65c per lb; Conqueror, 7 1-4c.

Sheet Zinc—A moderate trade is doing at $6.15 to $6.25 in cask lots, and $6.50 in smaller.

Galvanized Iron—A large quantity of this is now being disposed of at steady prices. We quote as follows: 28-gauge, Queen's Head, $4.30; Gorbal's "Best Best," $4.30; Apollo, 10 3-4 oz, $4.30; Fleur-de-Lis, $4; Comet, $4; Bell brand, $4. In less than case lots 25c extra.

Tinplates—The price is yet unchanged. A fair trade is doing at $3.75 for cokes and $4 for charcoals.

Terne Plates—We quote $6.75.

Ingot Tin—The price this week is lower, and the market, following conditions in England, is easier in tone. We now quote 32 to 32 1-2c, 1-2c below last week's quotation.

Ingot Copper—During the past few days copper has been advancing on the New York market, and locally the feeling is very firm at 13 3-4 to 14c per lb. The former price would be for large quantities only.

Antimony—No change. Price 8c per pound.

Coil Chain—There is an active demand for chain. No quotable change is reported. Our quotations are as follows: No. 6, 10c; No. 5, 9c; No. 4, 8 1-2c; No. 3, 7c; 1-4-in, $6.10; 5-16-in, $4.70; 3-8-in, $4; 7-16-in, $3.80; 1-2-in, $3.70; 9-16-in, $3.55; 5-8-in, $3.35; 3-4-in, $3.30; 7-8-in, $3.25; and 1-in, $3.20 with 10c allowance on carlots.

Canada Plates—There is a good demand. Canadas would perhaps be a little lower for import, but very little; 60 and 75 sheets are quoted lower this week, bringing them to the same basis as the 52s. We quote: 52s, $2.30; 60s, $2.40; 75s, $2.55; full polished, $3.60 and galvanized, $4 to $4.10; galvanized 60s, $4.25 to $4.35.

Pig Lead—Lead has been going steadily up since our last report, and further advances are predicted in some quarters. Though no quotable change is given, it should be understood that $3.40 is the rock bottom price for large quantities. We quote: $3.40 to $3.50.

Zinc Spelter—This is unchanged at 6c.

Scrap Metals—Trade is fairly good this week, and prices are maintained on all lines. Prices on heavy copper and wire are a little better, but the figures given below are about correct. Copper is firm and expected to go higher. Machinery cast and stoveplate are in good demand, thought some scarcity is reported in the former. The market for No. 1 wrought iron is still dull. It was expected that there would have been some advance in this before now, but no change has taken place. We quote: Heavy copper and wire, 10 1-2 to 11c per lb; light copper, 10c; heavy red brass, 10 to 10 1-4c; heavy yellow brass, 8 1-2c; light brass, 5 1-2c; lead, 2 3-4c; zinc, 2 3-4 to 3c; iron, No. 1 wrought, $10 to $12; machinery scrap, $15 to $16; stove plate, $12; mixed country rags, 65 to 75c per 100 lbs; old rubbers 5 1-2 to 6c per lb.

HIDES.

There has been no change in hides. We quote:

No. 1 beef hides	0 08 0 08½
No. 2 "	0 07 0 07½
No. 3 "	0 06 0 06½
Lambskins	0 75
No. 1 calfskins	0 11

Mr. C. W. Clarke, of Hilliard & Clarke, Burke's Falls, was in Toronto this week. Burke's Falls has decided to put in a waterworks system and Mr. Clarke was examining the latest fixtures and supplies.

ONTARIO MARKETS.

Office of HARDWARE AND METAL.
10 Front Street, East
Toronto, April 15, 1904

Hardware.

A MATERIAL improvement in business over former weeks is reported though business is still far from being what it is expected it will be towards the end of the month, by which time roads should be well dried up and business at the retail stores more active. Trade is particularly active in Spring lines, notably Spring shelf hardware, wire, manure forks, rope, chain, plow lines, trace chains, spades and shovels, garden rakes, nails, bolts and nuts, rivets and burrs, building paper, cordage, etc. It seems evident that owing to the transportation difficulties retailers have allowed their stocks to become depleted and now have to buy fairly generously. Where possible, however, they are waiting for delivery by water on the opening of navigation. All branches of trade are, in fact, looking to the opening of navigation for relief from the present trouble in securing prompt delivery. Prices throughout are steady, the only changes in our quotations being a reduction in track door hangers and an advance in cotton cordage.

Steel Track Door Hangers—A reduction has been made by Canadian manufacturers, to meet the competition of imported hangers. The quotations now are: Steel track, 1x3-16 inches, $3.75; 1 1-4x3-16 inches, $4.75. At least one house is, however, quoting as low as $3.50 for 1-inch hangers.

Chain—Buying continues fairly liberal. The advance is well maintained. Prices are still as follows: 1-4-inch, $5.60; 5-16-inch, $4.45; 3-8-inch, $3.85; 7-16-inch, $3.70; 1-2-inch, $3.55; 9-16-inch, $3.45; 5-8-inch, $3.35; 3-4-inch, $3.25. A good business is reported.

Step Ladders—There is a good demand for pine ladders on this market at 10c per foot for 3 to 6 feet, and 11c per foot for 7 to 10 feet ladders.

Lawn Mowers—The retail trade being well booked up and not selling yet orders are not frequent. Prices are steady as follows: Woodyatt, 10 1-2 inch wheel, $8.50; Star, 9 inch, $7; Daisy, 8 inch, $5.75; Philadelphia, 7 1-2 inch, $7; Ontario, 7 1-2 inch, $15.80; King Edward, 12 inch, $9.50 (14-inch cut in aboce). D. Maxwell & Sons, 10 1-2 inch, $7.50 to $10; 9 inch, $5.50 to $6.25; 8 inch, $4.90 to $5.50. Discount 50 per cent.

Screen Doors—An improvement in the demand is noted. Prices are unchanged as follows: Common, two or three panel, walnut, 4 inch, $6.50; yellow and green stained, $6.75; in natural colors oil finish, $8.75, with 20c less for 3-inch style.

Screen Wire Cloth—Prices are steady at $1.50.

Spring Hinges—An improved trade is reported with prices steady as follows:

PORTLAND CEMENT

CANADIAN, ENGLISH, GERMAN and BELGIAN.

FIRE BRICKS, FIRE CLAY, ENAMELLED BRICKS, all colors. BUILDING BRICKS.

SEWER PIPES, CULVERT PIPES, WHEELBARROWS, FOUNDERS' and CONTRACTORS' SUPPLIES.

F. HYDE & CO.

WELLINGTON ST., MONTREAL

Deseronto Iron Co.

LIMITED

DESERONTO, ONT.

Manufacturers of

CHARCOAL PIG IRON

BRAND "DESERONTO."

Especially adapted for Car Wheels, Malleable Castings, Boiler Tubes, Engine Cylinders, Hydraulic and other Machinery where great strength is required; Strong, High Silicon Iron, for Foundry Purposes.

"MIDLAND"

BRAND

Foundry Pig Iron.

Made from carefully selected Lake Superior Ores, with Connellsville Coke as Fuel, "Midland" will rival in quality and grading the very best of the imported brands.

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Steel Rails

BAR IRON, PIG IRON GALVANIZED IRON, CANADA PLATES, TINPLATES, WIRE ROPE (W. B. BROWN & CO.), CEMENT, FIRE BRICKS, ORE BAGS, GRAIN BAGS, ETC.

C.F. JACKSON & CO., Limited

Importers and Commission Merchants

151 Hastings St. W., VANCOUVER, B.C., and LIVERPOOL, ENGLAND.

No. 5, $17.25 per gross; No. 10, $18 per gross; No. 20, $10.50; No. 120, $20; No. 51, $9.25; No. 50, $27.50.

Galvanized Wire—Sorting orders are coming in fairly generously. Prices are steady. We again quote: No. 5, $3.65; Nos. 6, 7 and 8, $3.10; No. 9, $2.45; No. 10, $3.15; No. 11, $3.20; No. 12, $2.60; No. 13, $2.70; No. 14, $3.70. In carlots f.o.b. Cleveland, No. 5, $2.15; Nos. 6, 7, 8 and 9, $2.10; No. 10, $2.15; No. 11, $2.20; No. 12, $2.25; No. 13, $2.35; No. 14, $2.45. In less than carlots, 12 1-2c per 100 lbs extra charged.

Barb Wire—A fairly good business is doing. Our quotations are steady as follows: $2.75 per 100 lbs f.o.b. Toronto and $2.50 f.o.b. Cleveland. Carlots of 15 tons, $2.40 f.o.b. Cleveland.

Coiled Spring Wire—The business in this line continues to be larger than last season. The market is steady. We quote: No. 9, $2.70 per 100 lbs, freights equalized with factory points at Montreal, Hamilton, London, Welland or Walkerville and allowance to other points up to 25c; carlots, $2.65, freight allowance to 20c.

Wire Nails—There is a good trade doing. Wholesale houses have agreed to allow dating orders ahead to June 30 instead of May 31 as at present at $2.45 per keg, f.o.b. Toronto, with carlots $2.40.

Cut Nails—There is a fair trade, with prices steady at $2.30 per keg f.o.b. Toronto and Hamilton.

Horseshoes—A moderate trade is reported. Prices show no change. We quote as follows: Iron shoes, light and medium pattern, No. 2 and larger, $3.80; No. 1 and smaller, $4.05; snow pattern, No. 2 and larger, $4.05; No. 1 and smaller, $4.30; light steel shoes, No. 2 and larger, $3.95; No. 1 and smaller, $4.20; featherweight, all sizes, 0 to 4, $5.50; toe weight, all sizes, 1 to 4, $6.75. If shipped from factory 15c less.

Horsenails—Orders are coming in somewhat more liberally. We still quote discounts as follows: "C" brand, 40, 10 and 7 1-2 per cent.; other brands, 55 to 57 1-2 per cent.

Screws—A good movement in this line is recorded. Prices are steady. We quote: Flat head bright, 87 1-2 per cent. discount; round head bright, 82 1-2 per cent.; flat head brass, 80 per cent.; round head brass, 75 per cent.; round head bronze, 70 per cent.; flat head bronze, 75 per cent.

Rivets and Burrs—Practically every order that comes to hand calls for rivets and burrs. Prices are firm. We again quote as follows: Iron rivets, 60 and 10 per cent. discounts; iron burrs, 55 per cent.; copper rivets, with usual proportion of burrs, 45 per cent.

Bolts and Nuts—Sorting business is quite active. Prices are steady: We quote: Carriage bolts, common ($1 list), 3-16 and 1-4-inch, 60 per cent.; 5-16 and 3-8-inch, 55 and 5 per cent.; 7-16 and up, 55 per cent.; carriage bolts, full square ($2.40 list), 60 per cent.; carriage bolts, Norway iron ($3 list),

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for Tools of all kinds.

"B.C." Miners' Drill Steel

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NEW GLASGOW, N.S.

Manufacturers of

Ferrona Pig Iron

And SIEMENS MARTIN

OPEN HEARTH STEEL

60 per cent.; machine bolts, 3-8 and less, 60 per cent.; 7-16 and up, 55 and 5 per cent.; coach screws, cone points, 66 2-3 and 10 per cent.

Cordage—Cotton twine, sashcord and waste are all higher. Binder twine is steady. A fairly good trade is reported. Our quotations are as follows: Pure manila, 15c; British pure manila, 12 1-2c; sisal, 12c; double lathyarn, 11c; single lathyarn, 10 1-2c; double shingleyarn, 11c; single shingleyarn, 10 1-2c; sashcord 'Hercules,' 32 to 35c; 'Star,' 36 to 38c; cotton rope, 3-16-inch and up, 20 1-2 to 22c; 5 32-inch, 25 to 27c; 1-8-inch, 25 to 28c; cotton twine, 3-ply 25 to 28c; 4-ply 32 to 34c; calking cotton, 16 1-2 to 17c; cotton waste, colored, 6 3-4c; white, 11 to 13c.

Building Paper—The demand continues exceedingly good. Prices are steady throughout. We quote as follows: Tarred felt, $1.85 per 100 lbs; 2-ply ready roofing, 90c per roll; 3-ply, $1.15 per roll; carpet felt, $2.25 per 100 lb; dry seathing, 40c per roll; tar sheathing, 50c per roll; dry fibre, 55c per roll; tarred fibre, 65c per roll; O.K. and I.X.L., 70c per roll; heavy straw and sheathing, $35 per ton; slaters' felt, 60c per roll.

Firebricks—Prices are steady, the demand active. We quote English and Scotch at 28 to 35c.

Cement—The market is keenly active and prices firm as below: Canadian Portland, $1.90 to $2.25; American Portland, $2 to $2.10 f.o.b. Toronto.

PLUMBING GOODS.

A general increase in the demand for plumbing goods is reported. Building operations are still curtailed by the backwardness of Spring and labor difficulties. A feature of the business is the rapid manner in which galvanized iron pipe is taking the place of lead pipe in plumbing operations. There is a particularly good demand for enamelled, copper and brass lines. Prices are steady throughout.

Lead Pipe—Business is slow at steady prices. We quote: Lead, 7c; lead waste pipe, 8c; discount 35 per cent.

Soil Pipe and Fittings—An improvement in the demand continues. Prices are steady. We quote: Medium and extra heavy pipe and fittings, 60 per cent.; 7 and 8-inch pipe 40 and 5 per cent.

Iron Pipe Fittings—Business is larger than last week. We quote: Malleable fittings, 20 per cent.; cast iron (standard), 57 1-2 per cent.; headers, 52 1-2 per cent.; flanged unions, 60 per cent.; malleable bushings and plugs, 57 1-2 per cent.; nipples up to 6-inch inclusive, 67 1-2 per cent.

Copper Range Boilers—A fair trade has been done since the new prices were issued. Discounts at 15 per cent. continue.

Iron Pipe—The demand from outside is improving while trade in Toronto continues active. We quote f.o.b. Toronto: Black pipe, 1-8-inch, $3.25; 1-4-inch, $2.07; 3-8-inch, $2.25; 1-2-inch, $2.50; 3-4-inch, $3.22; 1-inch, $4.58; 1 1-4-inch, $6.47; 1 1-2-inch, $7.85; 2-inch, $11.05; 2 1-2-inch, $19.25; 3-inch, $22.75; 3 1-2-inch, $28.75; 4-inch, $35.25. Galvanized pipe, 1-4-inch, $2.88; 3-8-inch, $3.11; 1-2-inch, $3.42; 3-4-inch, $4.40; 1-inch, $6.35; 1 1-4-inch, $8.80; 1 1-2-inch, $10.75; 2-inch, $14.80.

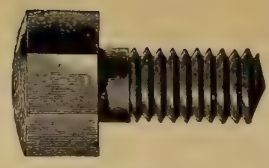
Enameled Ware—There is a brisk movement at the lower prices. We quote: "Standard" 5 1-2 feet rolled rim, first quality, at $21.60; second quality, $17.85. There is no change in closet quotations.

Brass Goods—Business has improved since the increasing of the discounts, which are given in detail on page 62 of this issue.

METALS.

Business continues of large volume, manufacturers coming into the market with good orders both from stock and for import. Prices are fairly steady. The United States pig iron is not as stiff as last week, but is still strong enough to give a comparatively firm tone to the Canadian market. Bar iron is also firm. Some complaints of dumping of United States steel are heard, yet the steel situation is considerably stronger than it was during March. Copper and tin are steady.

Pig Iron—The local situation continues fairly strong. Prices are nominally unchanged. The bulk of the business is done in Canadian iron, but considerable English iron is coming in. The



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Manufacturers of
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This design a guarantee of quality.
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SMOOTH, TOUGH, BRIGHT, CLEAN ALL SIZES AND WEIGHTS
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THE TOUGHEST of the TOUGH ALMOST WATERPROOF
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Superior in Design, Workmanship and Finish, and the most popular Gun on the Market.
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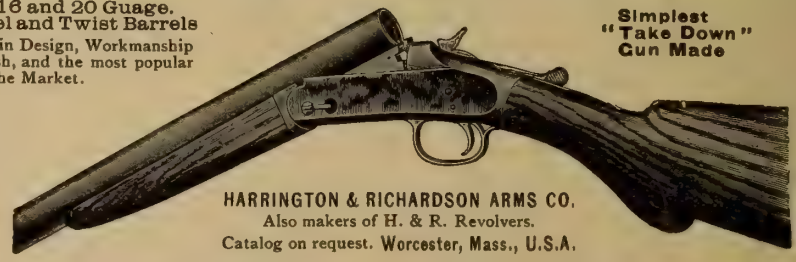

HARRINGTON & RICHARDSON ARMS CO.
Also makers of H. & R. Revolvers.
Catalog on request. Worcester, Mass., U.S.A.

quotations are: Middlesboro, $19.50; Canadian $18.50 to $19 for No. 1 and $18 to $18.50 for No. 2, f.o.b. Toronto; Midland, $1.50 lower.

Bar Iron—The market continues firm. Stocks are large but there is a big demand. Prices are steady at $1.80 f.o.b. Toronto. For extras as cut to length while rolling, 2 feet and over, 10c per 100 lb; 1 foot and under 2 feet, 15c; under 1 foot, 20c; over 20 feet by special agreement according to length and size.

Steel—Complaints are made that steel is being dumped on this market at lower prices than those now prevailing at Pittsburg. There is a good demand. Our quotations are as follows: Jessop's high speed, 60c; Jessop's "Standard" tool, 14c; "Chas. Leonard," 8 to 9c; Jessop's best crucible sheet steel, 14c; Crucible Steel Co.'s "Black Diamond," 10 to 11c; "Silver," 13c; "Special," 17c; "Rex" high speed, 65 to 75c; "Self Hardening," 45 to 50c; Morton's tool steel, 14c.

Black Sheets—Orders for both import and stock are excellent. Prices are steady.

Canada Plates—Business is increasing in volume. Prices are unchanged, though firm. We quote as below: All dull, $2.50; half-polished, $2.60; and all-bright, $3.50.

Tin—A large trade is doing. Quotations locally are firm but unchanged at 30 to 30 1-2c.

Galvanized Sheets—There is an excellent demand from stock. Import trade is also brisk. Prices are steady throughout. Our quotations are as follows: Queen's Head, $4.25 for 28 gauge; American, $.4 for 28 gauge; Bell brand, $4.25 for 28 guage; Gordon Crown, $4.25 for 28 gauge.

Tinplates—Prices are unchanged. A good business from stock and for import is reported. Import business is also satisfactory. We quote: Coke plates, bright, 14x20, $3.50; charcoal plates, $4.25.

Copper—There is no change in prices. We quote: Ingot copper, $13.75, and sheet copper, $20 per 100 lbs.

Brass—There is a fair trade, with the discount steady at 15 per cent.

Lead—The market is firm, a good trade being reported. We quote $3.30 per 100 lbs for pig lead and $3.65 for bar lead.

Zinc Spelter—A fair demand at 6 to 6 1-2c per lb.

Zinc Sheets—The market is firm and a fair business doing in small lots. We quote: Cask lots, $6.70 to $7, and part casks $7 to $7.25.

Solder—Good trade doing. Prices are still stiffening. We quote: Guaranteed half-and-half at 18c, and wiping 17c.

Antimony—8c per lb.

Old Material—The general aspect of the market is inclined to be a little shaky. The drop in No. 2 wrought iron the probability of which we spoke of last week, has taken place, the price now paid being $1 lower than last quotations. No. 1 wrought is also down 50c, while heavy copper and wire and heavy red brass are 1-2c easier. We quote: Heavy copper and wire, 10 1-4c per pound; light copper, 9 1-4c per pound; heavy red brass, 9 1-4c per lb; heavy yellow brass, 8 to 9c per lb; light brass 5 to 5 1-2c per lb; lead, $2.50 per cwt; scrap zinc, 3c per lb; iron, No. 1 wrought, $10; No. 2 wrought, $3; machinery cast scrap, $14; stoveplate, $10; malleable and steel, $4; old rubbers, 5 1-2 to 6c per lb; country mixed rags, 50c per 100 pounds.

Newest Artistic Ideas

Are embodied in the decorations found in our METALLIC ceilings and walls.

They make a most beautiful interior finish and in addition are so practically durable and sanitary that it is easy to understand their immense popularity.

Equally suited for use in new or old buildings.

There's big business in these lines for you.

The Metallic Roofing Co., Limited

TORONTO MONTREAL WINNIPEG

TRADE CONDITIONS IN MARITIME PROVINCES.

From the Regular Correspondent of HARDWARE AND METAL

Halifax, April 11, 1904.

WHOLESALE houses are well satisfied with the way April business has opened up and all report an active trade. The only complaint heard is regarding collections in some districts, but this it is believed is only a temporary feature. Fishing has again become remunerative and the ocean gives signs of yielding up its wealth much more liberally than last season. Nearby bankers have secured excellent fares for which good prices were obtained, so that with the high price of lobsters, money again will be in circulation in the shore counties and store bills will be more promptly met. The Lunenburg codfishing fleet has cleared for the Grand Banks at an unusually early date and every ship is showing a determination to make up the shortage from last season's operations.

* * *

Some months ago the Imperial military authorities at this city discovered that large quantities of cement had been stolen from the docks here. A teamster was arrested on the charge of stealing cement and sentenced to six months' imprisonment. At the time of trial he made a statement implicating three contractors, one of whom was last week arrested on the charge of receiving stolen property. The incident has aroused a good deal of interest in hardware circles, on account of the standing of the parties supposed to be implicated in the affair.

Mr. James Pender, the St. John wire nail manufacturer, returned last week from Montreal where a meeting of Canadian nail makers was held for the purpose of considering the renewal of the agreement between these parties and the United States Steel Trust, whereby the latter undertakes to sell no nails on the Canadian market on the condition that domestic factories purchase all their wire rods of the above corporation. Mr. Pender, who was a party to the agreement in other years, refused to sign on this occasion, and gives as his reasons, the completion of the rod mill at Sydney and a patriotic desire to be free to patronize the local industry. He also states that the United States concern has failed to live up to its agreement to sell rods as cheaply as they can be bought for elsewhere, having for the past year or two been charging four to five dollars a ton more for rods than they could be bought for in Europe. Owing to the fire in the Maritime Nail Works, the supply of rods on hand has been turned over to the Pender concern, so the latter will have ample material to keep running until supplies can be received from the Dominion Iron and Steel Company. The duty on nails is 60 cents per 100 lbs. so the United States Steel Co. will have to sell nails at the price they formerly obtained for rods in order to demoralize the Canadian market.

BUSINESS CONDITIONS IN BRITISH COLUMBIA.

By Regular Correspondent of HARDWARE AND METAL.

Vancouver, B. C., April 9.

THE announcement made at Winnipeg this week by Mr. Wm. Whyte, second vice-president of the C. P. R., that the "lumber combine," as he calls it, has been broken in the Northwest Territories and Manitoba and that in future lumber would be sold in an open market, created no disturbance here. It is merely saying in another way that the retail lumber association of the Northwest is now an open body so far as membership is concerned. Any person applying for membership and agreeing to conform to the rules of the association can become a member. Formerly it was a close corporation like a club, and the applications for membership were considered carefully. Refusals were made where the applicant wished to open a yard in a district which would conflict with that of another member.

The most interesting part of Mr. Whyte's announcement is that the railway company are actually reducing their rates on lumber from British Columbia to Manitoba and the Northwest Territories. When the arrangement was first proposed that the millmen should reduce their list price $1 per M. if the C. P. R. would reduce the freight rates 2 cents per hundred pounds, which would equal the millmen's reduction, Mr. Peters, general freight agent, while here said the C. P. R. were not going to make any reductions. In fact he rather asserted that there were no favors coming to this province. Now that Mr. Peters' superior officer makes the statement, it can be taken for settled that the joint understanding is to be put into effect.

* * *

The Blue Funnel steamer Agamemnon arrived in port this week with cargo from Liverpool via the Orient for British Columbia ports. She first discharged 700 tons of general cargo at Victoria and then came on here where she discharged a similar amount. The principal items included in the hardware shipments were about as usual, ship chandlers' stores, anchors, wire cables, chain, tin plates, galvanized sheets, pig lead, tin and iron, bar steel and bar iron, etc. It is rather odd that pig lead should be imported into British Columbia, but it is said that the quality is better than the Canadian article and it is therefore preferred for some purposes. The Agamemnon took out from this port 125,000 ft. of lumber shipped by the Hastings saw mill and 50 tons of canned salmon, about the last held in stock by the packers.

* * *

The progress of the Vancouver Power Co.'s scheme of supplying electricity, generated by water power, is marked this week by the shutting down of the steam plant at Burnaby, used to drive the inter-urban line between Vancouver and New Westminster and the New Westminster line as well. Early in the year the first unit of the water power plant was utilized for the electric lighting system of Vancouver, and now that the inter-urban line is also put on the water power plant, it reduces greatly the steam-generated electric energy. In less than a year the steam plant will be closed entirely.

* * *

The International Coal and Coke Co., which is a subsidiary company to the Granby Smelting and Mining Co., of Grand Forks, are making rapid progress in opening their coal measures in the Crow's Nest District, or rather in Alberta, just east of the Crow's Nest Pass country. They are having a $150,000 plant installed by Elliott & Baton, consulting coal mining engineers of Pittsburg, Pa., who secured that contract last Fall. A plant is being installed with a capacity of 2,000 tons daily, and the opening of the mines for the supply is being carried on with all speed. The first battery of coke ovens will be erected as soon as the frost is out of the ground. The Granby people propose to supply their own coke for the big smelter at Grand Forks, where they handle all the ore from their mines in the Phoenix camp. It is the intention of the company also to enlarge the capacity of the smelter.

* * *

In the development of the oil district of Southwest Alberta, just under the shadow of the Rockies, there is every chance of a big strike before long. At Cardston, in the Mormon colony, there was some excitement this week because one of the wells being bored had yielded about 15 bbls. of crude oil. The upper part of the well had not been piped and it caved in and stopped the flow temporarily. The company owning this well claim to have struck oil first last Fall. They have every confidence that they will be producing largely in a short time. The depth at which the oil has been found, 700 ft., is the shallowest at which it has ever been found except in Alaska.

* * *

The output of the Boundary District mines so far this year is over 200,000 tons, valued at $1,000,000. The Granby mines at Phoenix, shipping to Granby smelter at Grand Forks, the Mother Lode shipping to Greenwood smelter, the Emma and the Oro Denore are the principal shippers. From Rossland comes the news of a temporary shutdown of the Northport smelter, to which the Le Roi and other Rossland mines usually ship. The mines are also temporarily shutting down.

* * *

In local markets, quotations have not changed since last report. English advices show that the steel market is stiffening up generally, especially rails. The very best English pale boiled linseed oil is now selling on the local market at 55 cents per imperial gallon, f. o. b. cars Vancouver. This is quite a change from two or three years ago, when the price went up to $1.10 and $1.15. The Canadian article has been dominating the market here for over a year, though there is some of the English article on sale.

PITTSBURG METAL MARKET.

From The Iron Trade Review, April 13, 1904.

THE option on 45,000 tons of Bessemer iron for May delivery which the United States Steel Corporation had with Valley merchant furnaces expired this week. The option was to have been exercised on April 10, but by agreement the matter is in abeyance for the present. This action was a surprise to the trade, as it was confidently expected the options would be taken up. It is believed in some quarters that pending ore questions have a bearing on the Steel Corporation's decision regarding pig iron. The meeting of Lake Superior ore producers was again postponed last week until Tuesday, April 19, and as the opening of the navigation season is not far off, it is not believed that there will be any further postponements. In the meantime a number of furnace companies are negotiating for their ore supply for long terms, while others are figuring on an interest in ore properties in the Lake Superior region. Thus the tonnage to be purchased from year to year will be greatly reduced, and ore prices will no longer be the factor in the iron and steel trade which they are to-day.

Meetings of the plate, billet and structural associations were held in New York last week and prices were reaffirmed. There was no general meeting of billet interests, the executive committee transacting all the business, and as prices are being well maintained by all members of the association little business came before the board. Representatives of the plate and structural associations which met on Thursday reported that while the volume of business for early shipments is fairly satisfactory, being larger in structural steel than in plates, the amount of future tonnage is not heavy. A meeting of the shafting manufacturers is being held in New York to-day, but no change in prices is anticipated.

The lull in the pig iron market continues, while the new orders in finished lines are not very heavy. Mills, however, are working pretty full and specifications on nearly all lines except plates are being freely received. The demand for tin plate is reported heavy, while the sheet trade is improving. The future of the sheet and tin plate markets will depend much upon the action of the special convention of the Amalgamated Association. No arrangement has yet been made that is acceptable to the Amalgamated Association and the manufacturers, and unless an agreement is reached a strike cannot be averted. The convention has been in session since last Wednesday and the delegates from the sheet and tin plate lodges are opposed to the acceptance of reductions of 20 per cent. in both trades.

The tremendous improvement in the iron and steel trade since the first of the year is indicated by the operation of blast furnaces tributary to the Lake Superior ore region on April 1. On that

date out of a total of 159 furnaces reporting, 125 were in operation and 34 idle. The operative capacity was 85.5 per cent., while only 14.5 per cent. was idle. On January 1 only 31 per cent. of the capacity in this territory was active. On March 1, out of a total of 163 furnaces, 113 with 72 per cent. of the capacity were operative and 59 out, showing a gain of 12 furnaces during the month, due to a large extent to the resumption of idle merchant furnaces in the Valleys that received orders for Bessemer iron from the Steel Corporation. On April 1 the Steel Corporation had 92 per cent. of its furnace capacity in blast, while the Republic Iron & Steel Co. had all its furnaces in operation. The operative capacity of the merchant furnaces also increased from 58 to 72 per cent. The present month will show an increase, but it will of course be not nearly as great as that of the previous months. The settlement of the strike at the plant of the Wheeling Steel and Iron Co., Wheeling, W. Va., has resulted in the blowing in of one idle stack, and the second furnace is to go in this week.

During the past week the chain manufacturers succeeded in forming a strong association, only a few small interests being outside. A new list of prices was adopted which on the whole is much the same as the previous list. The nut manufacturers are also together again and have issued a new list of prices to the trade.

Bars—Demand for iron and steel bars is heavy and consumers are specifying freely. The market is very firm, but there is no indication that prices will be advanced in the immediate future. We quote: Bar iron, 1.40c to 1.45c, Pittsburg, for local delivery, while for Western shipment quotations are based on 1.35c, Pittsburg.

Structural Material—Specifications for structural shapes are heavy and considerable new business is being placed. The tonnage in the aggregate is far below that of the first quarter of last year. At a meeting of the structural manufacturers held last week prevailing prices were reaffirmed. We quote: Beams and channels, 3 to 15 inches, 1.60c; 18 to 24 inches, 1.70c; tees, 1.65c; zees, 1.60c; angles, from 3 to 16 inches, 1.60c; universal mill plates, 1.60c.

Wire and Wire Nails—While the new business that is being placed is not heavy, mills are operating full on orders placed some time ago and the outlook continues excellent. Wire nails, carload lots to jobbers, f.o.b. cars Pittsburg, are quoted $1.90 base; plain wire, carload lots, $1.80 base; barb wire, carload lots, $2.20 base; staples, carload lots, $2.05 keg. Galvanized, 30 cents extra. Carload lots to retailers are held at 5 cents advance in all lines, and on less than carload lots a further advance of 10 cents is charged.

Coke—Demand for both furnace and foundry coke continues heavy and furnace coke for early shipment is selling at $1.60 to $1.65, while foundry is quoted at $2.15 to $2.50. During the week ending Saturday, April 2, the production of the upper region amounted to 209,345 tons and the lower region 54,608 tons. Little trouble is being experienced on account of shortage of cars and shipments are being made more freely.

THE WHITTEN-DRUMMOND CO.

BY the organization of the Whitten-Drummond Co., Limited, Toronto, who have taken over the business of the late W. J. Whitten, the continuation of a business that has long borne an enviable reputation among Toronto retail hardware concerns is assured, and an interesting chapter is added to the story of a progressive young man's business career.

The late W. J. Whitten was known to practically everybody interested in Toronto hardware circles and was considered by all to be one of the "whitest" business men in the city.

W. A. Drummond.

In the new firm the estate of deceased will hold a financial interest equivalent to that held by him. W. A. Drummond, who has been admitted to partnership in the concern, is a young man who learned the hardware business under Mr. Whitten and who has, during the thirteen years he has been at the business, had a varied experience of large responsibilities.

After his first six years with Mr. Whitten, during which time he got a deep insight into hardware retailing, Mr. Drummond engaged with "Russill's-in-the-Market." The firm had primarily been interested in the fancy goods trade, but about the time of his employment with them they went into the hardware business so extensively and with such success that they eventually went into that line exclusively.

Some time later Mr. Drummond accepted the position of manager of the hardware and house furnishings department of the Robert Simpson Co., which he held for four years. While here he made a thorough study of departmental store methods and aided materially in building up the hardware department of that concern.

About three years ago he accepted a position with J. C. Woods, wholesale and retail fancy goods dealers, who have nine stores in London and other Western Ontario centres, as travelling manager of the various branches. While here he introduced many improvements, having charge of the overhauling of most of the stores, and doing, at the same time, much of the buying for the company. He remained with this company until leaving to go into the present partnership.

It is the intention of the new company to make the store one of the most attractive in the city. The offices have already been removed to the back of the store and the shelving re-arranged materially. A new front will be put in, and great attention paid to window display. The interior will be painted and shelf boxes installed; in short, everything done to make the store bright and attractive.

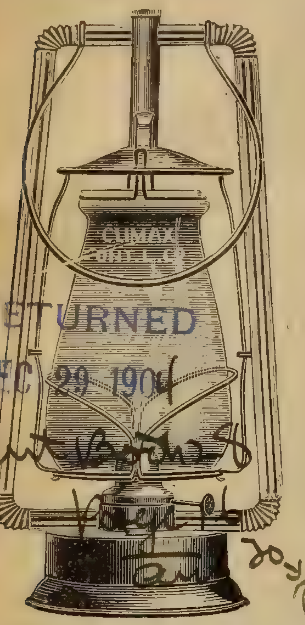
COTTON LINES IN HALIFAX.

There is no prospect of cotton lines going down in price so as to be of any advantage to our fishermen this Summer. The selling price is six to eight cents a pound higher than last Spring. The run on hemp fishing gear is consequently much heavier than usual this season. The lobster season east of Halifax is now open and a large number of traps are out. The demand for fishing and canners' supplies has been excellent during the past month and this branch of business has absorbed a large portion of the attention of wholesale hardware houses.

DESIRE CANADIAN AGENT.

The Grove Chemical Co., Appley Bridge, Lancashire, are manufacturers of glue, size, etc. They intend to push the sale of their product in Canada and would like to secure a Canadian representative. Further particulars will be given on request.

Standard Light Producers



Banner Cold Blast Lanterns
Climax Safety Lanterns
Banner Lamp Burners
Shelby Electric Lamps
Brilliant Electric Lamps

For sale by all prominent dealers throughout the Dominion.

Manufactured by

ONTARIO LANTERN & LAMP COMPANY,
Hamilton. Ont.

Write for prices to Walter Grose, Montreal.

RETURNED DEC 29 1904

Memorial Windows

UNEXCELLED
DOMESTIC ART GLASS

H. E. St. George, London, Ont.

R. E. THORNE, 768 Craig St., MONTREAL

Wholesale Agent and Importer

Dry Colors, Ochres, Bronze Powders, Aluminum Powder, Schlag Metal, Bronze Liquids and Varnishes.

Toronto Office—29 Melinda St.

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Counseller at Law U.S. Supreme Court.
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U S. and Foreign Patents, Caveats, Copyrights and Trade Marks. Military and Naval Inventions a specialty. Address,

Box 264, Station G., Washington, D. C.

GUN SHOP and MODEL SHOP,
Warren White Sulphur Springs,
Totten P. O. Virginia.

To Manufacturers' Agents

HARDWARE AND METAL has inquiries from time to time from manufacturers and others wanting representatives in the leading business centres here and abroad.

Firms or individuals open for agencies in Canada or abroad may have their names and addresses placed on a special list kept for the information of inquirers in our various offices throughout Canada and in Great Britain without charge.

Address
Business Manager
HARDWARE AND METAL
Montreal and Toronto

HARDWARE CONDITIONS IN MANITOBA.

Office of HARDWARE AND METAL
Room 308 McIntyre Block,
Winnipeg, April 13, 1904.

THE business situation for the past week has been bright and trade shows much improvement over the week before. The snow is rapidly disappearing throughout the country and in some parts of Southern Manitoba it is reported that seeding has already commenced. The market is steady and there is practically no change in prices of any note. We quote prices as below :

Barbed wire, 100 lb	$3 15
Plain galvanized, 6 to 8	3 39
" 9	2 50
Plain galvanized, 10	3 50
" 12	3 10
" 13	3 20
" 14	3 90
" 15	4 45
" 16	4 60
Plain twist	3 15
Staples	3 65
Oiled annealed wire, 10	3 42
" 11	3 48
" 12	3 56
" 13	3 66
" 14	3 76
" 15	3 91
Annealed wires (unoiled) 10c. less.	
Horsenails, 40 per cent. discount.	
Horseshoes, iron, No. 0 to No 1	$4 75
No. 2 and larger	4 45
Snow shoes, No. 0 to No. 1	4 60
No. 2 and larger	4 45
Steel, No. 0 to No. 1	4 45
No. 2 and larger	4 20

Cut Nails—		Wire Nails—	
2d 1 in.	$4 10	1 in.	4 15
3d Fin. 1⅛ in.	4 10	1⅛ in.	4 10
3d 1¼ in.	3 75	1¼ "	3 70
4d 1½ in.	3 50	1½ "	3 50
5d 1¾ in.	3 50	1¾ "	3 50
6d 2 in.	3 40	2 "	3 40
8d 2½ in.	3 25	2½ "	3 25
10d 3 in.	3 20	3 "	3 20
20d 4 in.	3 15	3½ "	3 15
30d 4½ in.	3 10	4 "	3 10
40d 5 in.	3 10	4½ "	3 10
50d 5½ in.	3 10	5 "	3 10
60d 6 in.	3 10	5½ "	3 10
		6 "	3 10

Bar iron (basis)	2 50
Swedish iron (basis)	4 75
Sleigh shoe steel	2 85
Spring steel	3 25
Machinery steel	3 50
Tool steel, Black Diamond, 100 lb	8 50
Jessop	13 00
Sheet iron, black, 10 to 16 gauge, 100 lb.	3 50
18 to 22 gauge	3 75
24 gauge	3 90
26 gauge	4 00
28 gauge	4 10
Galvanized Iron, Apollo, 16 gauge	4 00
18 and 20 gauge	4 00
22 and 24 gauge	4 25
26 gauge	4 25
28 gauge	4 50
30 gauge or 10¾ oz	4 75
Extra sheets, 36 in. wide an advance of 25 p.c. per 100 lb.	
Queen's Head, 24 gauge	4 25
26 gauge	4 50
28 "	4 75
Extra sheets, 36-in. wide, an advance of 25 p.c. per 100 lb.	
Genuine Russian, per lb	11
Imitation " "	07 to 08
Tinned, 24 gauge, 100 lb	8 00
26 gauge	8 50
Tinplate, IC charcoal, 20 x 28, box	9 50
" IX "	11 50
" IXX "	13 50
Ingot tin	35
Canada plate, 18 x 21, 18 x 24 and 20 x 28.	3 00
Canada plate, full polished	3 15

Sheet zinc, cask lots, 100 lb	7 00
Broken lots	7 50
Pig lead, 100 lb	5 50
Black iron pipe, ⅛ inch	3 30
" ¼ "	3 30
" ⅜ "	3 40
" ½ "	3 75
Black iron pipe, ¾ inch	4 30
" 1 "	6 25
" 1¼ "	8 75
" 1½ "	10 50
" 2 "	14 50
Rope, sisal, 7-16 and larger, basis	11 75
Manila, 7-16 and larger, basis	15 25
Lathyarn	11 25
Solder	20
Axes, chopping	$ 6 75 to 12 00
" double bitts	12 00 to 18 00
Bluestone	5 25
Screws, flat head, iron, bright	85 and 10 p.c.
Round " "	80 p.c.
Flat " brass	75 and 10 p.c.
Round " "	70 and 10 p.c.
Coach	70 p.c.
Bolts, carriage, 3-16 and ¼	60 p.c.
" 5-16 and ⅜	55 and 5 p.c.
" 7-16 and up	55 p.c.
Bolts, machine, ⅜ and under	50 and 5 p.c.
" 7-16 and over	55 and 5 p.c.
Bolts, tire	60 and 5 p.c.
Bolt ends	55 and 5 p.c.
Sleigh shoe bolts	70 p.c.
Machine screws	70 p.c.
Plough bolts	55 and 5 p.c.
Square nuts, case lots	3c. discount.
" " small lots	2½c. "
Hex " case lots	3c. "
" " smaller lots	2½c. "
Rivets, iron	50 and 10 p.c.
Copper, No. 8	32
" No. 12	36
Coil chain, 3-16 inch	9½
" ¼ inch	7⅞
" 5-16 inch	5¾
" ⅜ inch	5¼
" 7-16 inch	4¾
" ½ inch	4½
" ⅝ and ¾ inch	4
Spades and shovels	40 and 5 p.c.
Harvest tools	60 p.c.
Axe handles, turned, s. g. hickory, doz.	$3 15
No. 1	1 90
No. 2	1 60
Octagon extra	2 30
No. 1	1 60
Files common	70 and 10 p.c.
Diamond	60 p.c.
Building paper :	
Anchor, plain	65c.
" tarred	70c.
Pure fibre, plain	67½c.
" " tarred	80c.
Ammunition, cartridges, Dominion R.F.	50 p.c.
Dominion, C.F., pistol	30 p.c.
" military	15 p.c.
American R.F.	30 p.c.
C.F. pistol	5 p.c.
C.F. military	10 p.c. advance.
Loaded shells :	
Eley's soft, 12 gauge black	15 00
chilled, 12 gauge	16 00
soft, 10 gauge	18 00
chilled, 10 gauge	19 00
Shot, Ordinary, per 100 lb	6 00
Chilled	6 50
Powder, F.F., keg	4 75
F.F.G.	5 00
Tinware, pressed, retinned.	70 and 10 p.c.
" " plain	75 and 2½ p.c.
" pieced	
Japanned ware	37½ p.c.
Enamelled ware, white	45 p.c.
" Famous	50 and 10 p.c.
" Imperial	50 and 10 p.c.
Green Wire Cloth	1 55

PETROLEUM.

Water white American	27½c.
Prime white American	25½c.
Water white Canadian	25½c.
Prime white Canadian	24½c.

SCRAP.

No. 1 cast iron	$14 to 15
No. 2 "	7
Wrought iron scrap	5
Copper (heavy)	8½c. per lb.
Yellow brass (heavy)	7¾c. "
Light brass	5c. to 6c. "
Lead pipe, or tea lead	2c. to 2½c. "
Zinc scrap	1c. "

PAINTS, OILS AND GLASS.

White lead	$6 00 to $6 50
Putty in bladder, 2¼ lb., in keg of 100 lbs.	0 02¾
Turpentine, pure, in barrels	$ 0 97
Less than barrel lots	1 02
Linseed oil, raw	0 57
Boiled	0 60

WINDOW GLASS.

Single 1st break, up to 25 miled inches, $3.50; 26 to 40, $3.75; 41 to 50, $3.25; 51 to 60, $4.50; 61 to 70, $5, in 100-ft. boxes.

Lubricating oils, heavy castor machine	0 29
" " extra engine	0 27
" " dynamo	0 35
" " black	0 22
" " cylinder	$0 50 to 0 75
(as to quality)	
Harness oil	0 50 to 0 60
Neatsfoot oil	1 00
Vegetable oil, 1st pressure	1 00½
" " 2nd pressure	1 09½

ALABASTINE WORKS DESTROYED.

The Canadian hardware trade will regret to learn that the works of the Alabastine Co., Paris, Ont., were completely destroyed by fire on Thursday. The fire broke out in the packing room of the works when the employes were away at dinner, and got such headway that nothing could be done to save the works. The loss is estimated at nearly $20,000, with an insurance of $8,000. A fireman was killed and two others were injured by the fall of the large iron smoke stack.

CONTRACTS AWARDED.

The Temiskaming & Northern Ontario Railway Commission has awarded the contract for the steel bridge over the Montreal River to the Dominion Bridge Company. Contracts have also been awarded the Crossin Car Co. for passenger equipment, and O'Boyle Bros., of Sault Ste. Marie for six 40,000 gallon water tanks.

THE SECRET OF SUCCESS.

"What is the secret of success?" asked the Sphinx.

"Push," said the button.

"Never be lead," said the pencil.

"Take pains," said the window.

"Always keep cool," said the ice.

"Be up-to-date," said the calendar.

"Never lose your head," said the barrel.

"Make light of everything," said the fire.

"Do a driving business," said the hammer.

"Aspire to greater things," said the nutmeg.

"Be sharp in your dealings," said the knife.

"Find a good thing and stick to it," said the glue.

CROWN JEWEL, STYLE "F."

The Crown Jewel Steel Range

Is indeed the Housewife's "JEWEL," made in Canada by the makers of the celebrated **Grand Jewel Cook Stove,** of which **over 30,000** have already been sold.

In view of the increased demand for Steel Stoves and Ranges, the makers are now giving their attention largely to this branch of the business, with highly successful results.

The Crown Jewel Steel Range has **Interchangeable Linings,** and will burn hard or soft coal, and when fitted with wood linings will burn wood 26 inches long. Six 8 or 9-inch Pot Holes with interchangeable key plates and large oven.

WRITE FOR DETAILS

The Burrow, Stewart & Milne Co., Limited,
HAMILTON.

NORTHWEST DISTRIBUTORS

MERRICK, ANDERSON & CO., Winnipeg.

MANUFACTURED BY
G. F. STEPHENS & CO., LIMITED
WINNIPEG, CANADA.

PAINT, OIL AND BRUSH TRADES

Conditions in the Paint Trade.

COMPARED with the first three months of 1903, January, February and March of this year do not compare very favorably as regards the volume of business in paints and oils. The month of March in 1903 saw the opening of Spring, and the weather was so fine that painting was commenced very early in the season and the paint trade received a great impulse. March, 1903, was in consequence an exceptionally busy month. Transportation a year ago was not hindered by storms and snow blockades, and hence business for January and February was in excess of the trade done this year, when the railways were unable to make deliveries and retail trade was so utterly demoralized that merchants were in no hurry to place their orders.

January this year opened out well and prospects seemed bright for a trade quite as large as that of the corresponding month in 1903. But during the latter part of the month and all of February business was below the average. March was quite up to the average, trade being as large as in the corresponding month of 1902, and not quite as large as in 1903. The first two weeks of April show a big improvement but it is doubtful whether it will be sufficient to compensate for the decline in the earlier part of the season. Some of the western houses are said to have laid off men and to have run less than full time during the blockade and hence the output will not be so large as last year.

Grinders are still selling white lead at cost and there does not seem to be any immediate prospect of an agreement to maintain prices at a profitable level. It would be some time before any such agreement could have any appreciable effect on the market as the manufacturers have contracted to deliver in Spring and Summer at the present low prices. No change could go into effect before September or October. Present conditions are very unsatisfactory to all branches of the trade for no one is making any profit. The retailer is feeling the result of competition in the same degree as the grinder.

The Future Flaxseed Supply.

That the seeding throughout the Northwest this Spring will be largely to wheat, owing to the high price of that cereal, goes without saying. If follows that the flax area will be reduced, farmers' prices for flaxseed of late having been anything but attractive. Speaking from the standpoint of probability, as now seen, the next crop of flaxseed in this country will be considerably reduced, and possibly so much reduced that the market will feel the effect of the shortage and respond with higher prices. But of this we must not be too sure, for the import possibilities are large. India and the Argentine are quite likely to be prepared to supply at low prices any deficiency we may have here.

The seed situation in this country is that of a vanishing quantity. Flaxseed is so largely sown on new soil in the Northwest that it has ceased to be grown in the older states where once it was a profitable crop. Sooner or later it will be crowded into the Pacific Ocean with the steady movement westward. One of two things must happen. Either the older states must take up anew the growing of flax, or imports of seed must be made by our crushers. Bear in mind that the demand for linseed oil is increasing, while the tendency of the native seed supply is to decrease. On the face of it there would seem to be no other way than to import seed when our own production shall have ceased to be sufficient. And, indeed, imports are likely to be available at low prices in comparison with the demands of the American farmer for seed which he must grow on old soil at some trouble and expense and without the maximum of yield.—Paint, Oil and Drug Review, April 13.

"Orolite" Oil Finish

is designed for all surfaces where a quick hardening varnish, or a rubbed or polished surface is required.

It is for interior use only, except where an outside undercoating is desired, over which a wearing or outside varnish is to be placed.

The color is quite pale, and will not discolor the lightest natural woods.

It brushes and works easily, has the necessary flowing, good lustre, dries hard to rub in 36 to 48 hours, and will polish in from three to five days. It will not check, crack, peel nor turn white.

Put up only in the following sizes with our brass seal; Gallons; ½ gallons; ¼ gallons; pints; ½ pints.

Imperial Varnish & Color Co. LIMITED

TORONTO, - - CANADA.

LINSEED OIL

Raw and Boiled

"GUARANTEED PURE"

MANUFACTURED BY

Canada Linseed Oil Mills, LIMITED,

MONTREAL.

☞ **BARRELS WANTED!!**

We are open to **buy good, sound, oak** Linseed Oil, Turpentine, Varnish, and Machine Oil Barrels.

If You Buy

Varnishes **Paints**
Japans **Colors**
Lacquers **Glues**
Stains **Bronzes**
Fillers **Chamois**
Sponges

WRITE TO

R. C. JAMIESON & CO.

LIMITED

MONTREAL

AGENTS FOR ASPINALL'S ENAMEL.

The Proof of Paint

is time and wear. If a paint will stand this test it is good. "ARK" Brand Paints have stood the test—the severest tests—and they have never been known to fail. Here's one dealer's word on this point:—

St. Pierre les Becquets, Que.

Messrs. The Francis-Frost Co., Limited, Toronto.

Gentlemen,—I have been selling your paint for two years and same has given me entire satisfaction and my customers prefer this paint a good deal to that of ——— which I was selling before.

I expect to sell a great deal more this year and I won't keep in stock any other than the "ARK" Brand, as I never had one complaint and it is the only paint my customers are asking for. Yours very truly,

T. J. DEMERS.

We stand ready to help every dealer to sell "ARK" Brand Paints—help him hard. Write us to inquire what we are ready to do.

The Francis-Frost Co., Limited

TORONTO, ONT.

Canadian Distributing Agents for Grippin's Crack Filler and "Muresco" Wall Finish.

Paint and Oil Markets

Quebec.

Office of HARDWARE AND METAL,
232 McGill Street.
Montreal, April 15, 1904.

BUSINESS for the first two weeks in April has been of average volume. The general opinion seems to be that a certain amount of business has been permanently lost this Winter owing to the general paralysis of trade caused by the snow blockade. A continued improvement is expected during the next two or three months, but it is scarcely expected that it will be sufficient to compensate for the loss of trade earlier in the season.

Prices throughout show little change this week. White lead is still being sold at cost, but there is little new business at present as most retailers have bought for Spring and Summer requirements. Turpentine shows a further reduction of 1-2 cent per gallon for immediate delivery; shipments to arrive in May are being quoted at a reduction of 4 to 5 cents per gallon on present prices. The general opinion seems to be that the prices quoted now for May delivery will be maintained until June or July. There has been some severe competition this season in Paris green. Linseed oil has been reduced 1 cent per gallon. We quote:

Ground White Lead—Best brands, Government standard, $4.50; No. 1 $4.25 to $4.40; No. 2, $4 to $4.10; No. 3, $3.67 1-2 to $3.77 1-2; No. 4, $3.30 to $3.40, all f.o.b. Montreal.

Dry White Lead—$4.25 in casks, and in kegs $4.50.

Dry White Zinc—Pure dry, in casks, 6 1-4c; in 100-lb kegs, 6 3-4c; No. 1, zinc, in casks, 5 1-4c; in 100-lb kegs, 5 3-4c.

White Zinc—(ground in oil)—Pure, 25-lb irons, 8c; No. 1, 7c; No. 2, 6c.

Putty—Bulk, in barrels, $1.50; in 25-lb tins and irons, $1.80; bladdered putty in barrels, $1.75.

Orange Mineral—Casks, 7c; 100-lb kegs, 7 1-4c; smaller quantities, 8 1-4c.

Red Leads—Genuine red lead, in casks, $4.25; in 100-lb kegs, $4.50; in less quantities, $5.50 per 100 lb. No. 1 red lead, casks, $3; kegs, $4.25, and smaller quantities, $5.25.

Litharge—Ground, casks, 5c; in less quantities, 5 1-2c; flake litharge, casks, $5; smalls, $5.50 per 100 lb.

Linseed Oil—Raw, 1 to 4 barrels, 46c; 5 to 9 barrels, 45c; boiled, 1 to 4 barrels, 49c; 5 to 9 barrels, 48c. Delivered in Ontario between Montreal and Oshawa at 2c per gallon advance.

Turpentine—Single barrels 86 1-2c; 2 to 4 barrels, 85 1-2c. Standard gallon of 8.6 pounds. See remarks above.

Shellac Varnish—Pure white, $2.85 to $3.50; pure orange, $2.75 to $3.40; No. 1 orange shellac, $2.45 to $2.60.

Mixed Paints—$1.20 to $1.40 per gallon.

Castor Oil—8 3-4 to 9 1-4c in wholesale lots, and 1-2c additional for small lots.

Canadian Paris Green — Barrels, 14 1-4c; arsenic kegs, 14 1-2c; 50 and 100 lb drums, 15c; 25-lb drums, 15 1-4c; 1-lb packages, 16c; 1-2-lb packages, 18c; 1-lb tins, 17c. Terms 2 per cent. discount for cash in 30 days or 90 days net.

English Paris Green—Barrels, 14 1-4c; arsenic kegs, 14 1-2c; 50 and 100 lb drums, 15c per lb; 25 lb drums, 15 1-2c; 1-lb paper boxes, 16c; 1-lb tin boxes, 17c. Terms, 2 per cent. 30 days; 90 days net.

Ontario.

Office of HARDWARE AND METAL,
10 Front street east,
Toronto, April 15, 1904.

TURPENTINE still holds the centre of the stage as far as the paint and oil trade is concerned. Reports of various ups and downs on the Savannah market are heard from day to day. On the local market competition is keen and an all-round decline of 3c is noted this week. Other lines manifest an inertness approaching almost to dulness. Trade is also slow as compared with what has been expected of April. The continued unfavorable weather has deterred Spring painting so long that it is a question if much of what would likely have been done will ever be done.

White Lead—Ex-Toronto, pure white lead, $4.65; No. 1, $4.20; No. 2, $3.90; No. 3, $3.50; No. 4, $3.25 in packages of 25 lb and upwards; 1-2c per lb extra will be charged for 12 1-2-lb packages; genuine dry white lead, in casks, $4.50.

Red Lead—Genuine in casks of 560 lb, $4.25; ditto, in kegs of 100 lb, $4.50; No. 1, in casks of 560 lb, $3.75 to $4; ditto, in kegs of 100 lb, $4.25.

White Zinc—Genuine, French V.M., in casks, $6 to $6.25; Lehigh, in casks, $6 to $6.25.

Shingle Stain—In 5-gallon lots, 60 to 85c per gallon.

Paris White—90c to $1 per 100 lb.

Whiting—60 to 65c per 100 lb; Gilders' whiting, 75c.

BRANDRAM'S B.B. GENUINE WHITE LEAD

has long been known as the best white lead the world produces. It is unequalled for whiteness, fineness and body, and will cover more than any other white lead manufactured. It is the only white lead used in the manufacture of

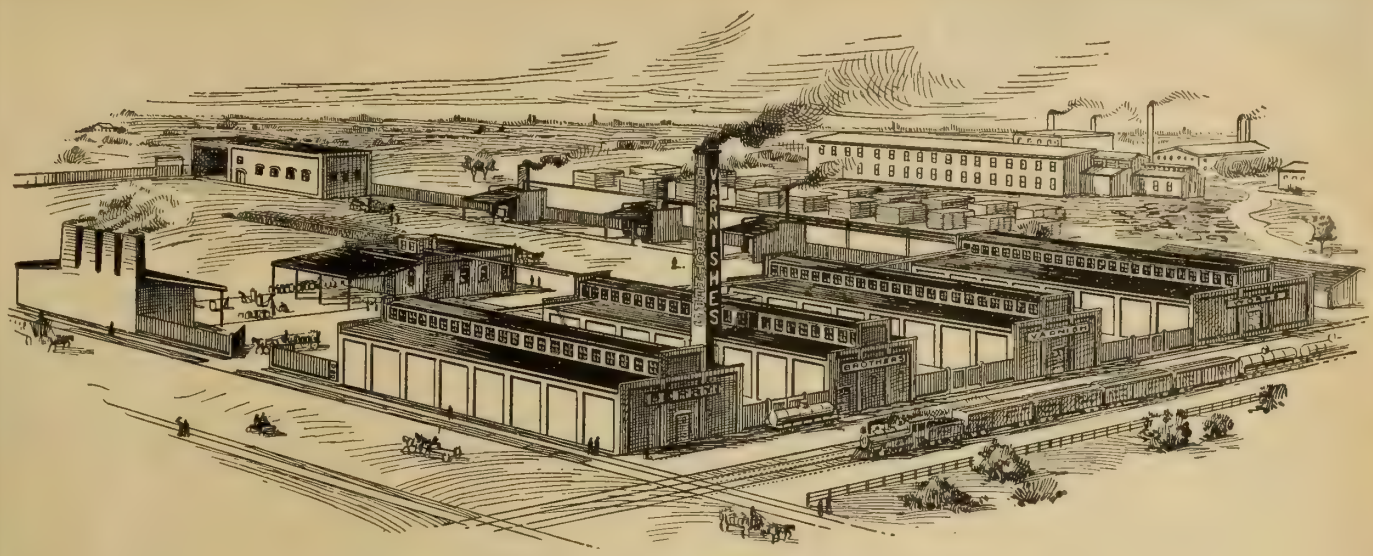
Anchor and English Liquid Paints.

TRADE MARK

This, together with the most permanent pigments known and the finest grinding in genuine Linseed Oil, Turpentine and Dryers, combine to make a paint that is unapproachable.

Send us a post card and let us tell you all about it.

HENDERSON & POTTS, Limited, Halifax.
HENDERSON & POTTS CO., Limited, Montreal.



IT IS NEARLY

HALF A CENTURY

since we commenced to make Varnish. During this period we have acquired a knowledge not only of Varnish, but of the varied needs of varnish consumers that nothing but time can impart, and have also learned how to cater successfully to every varnish want.

Our experience belongs to those who use and sell Berry Brothers' Varnishes.

Safest goods to handle, surest and most reliable goods to use.

WRITE FOR CATALOGUE.

Berry Brothers
LIMITED

WALKERVILLE, ONT.

MANUFACTURERS OF EVERY GRADE OF VARNISH FOR EVERY USE KNOWN

Capricious April!

"Capricious April, shy and bold,
"Dame Nature's gay deceiver;
"Blows hot, then rains and then blows cold,
"And brings the **Painting Fever!**"
—SPOKESHAVE.

The month of April is a good one to lay in a stock of the

"SUN" FLOOR FINISH.

A thoroughly reliable floor finish: Extremely hard drying and very durable.

FOR PINE, HARD WOOD OR STAINED FLOORS

It gives an excellent finish. May also be applied on stairs, halls, and wherever there is much traffic.

PLEASE SEE THE DIRECTIONS UPON THE BACK OF EACH SEALED CAN.

NOT SOLD IN BULK.

☞ Write for illustrated booklet. It will be mailed free.

THE CANADA PAINT COMPANY LTD

Shellac—Pure orange, in barrels, $2.50 to $3; white, $2.50 per gallon; No. 1, $2.37 1-2, including price of can.

Linseed Oil—Raw, 1 to 2 bbls, 48c; boiled, 51c; 3 to 5 bbls, raw, 47c; boiled, 50c; 6 to 9 bbls, raw, 46c; boiled, 49c; delivered, Toronto, Hamilton, London and Guelph. One firm is quoting raw, 1 to 4 bbls, 47c; boiled, 50c; 5 to 9 bbls, raw, 46c; boiled 49c; 10 bbls and over, open; ex-Toronto, 2 per cent. off 30 days.

Turpentine—Single bbls, 85c; 2 to 4 bbls, 84c; 5 bbls and over, open, Toronto, Hamilton, London and Guelph, with 2c extra for delivery outside. One firm quotes: Single bbls, 84 1-2c; 2 to 4 bbls, 83 1-2c, delivered; 5 bbls and over, open, ex-Toronto with 2 per cent. off 30 days. For less quantities than barrels, 5c per gallon extra will be added, and for 5-gallon packages, 50c and 10-gallon packages, 80c will be charged.

Glues—Broken sheet, in 200-lb bbls, 8 to 8 1-2c per lb; cabinet glue, in bbls, 11 1-2 to 12c; emery glue, in bbls, 17c; bookbinders', ground, 10 1-2c; finest American, white, 19c; No. 1 American white, 15c per lb.

Putty—Common, $1.65; pure (linseed oil) bladders in barrels, $2; bladders, in 100-lb kegs, $2.25; bulk in barrels, $1.75; bulk, less than barrels and up to 100-lb, $2.

Plaster Paris—New Brunswick, $2 per bbl.

Liquid Paints—Pure, $1.20 to $1.40 per gallon; No. 1, $1.10 per gallon.

Barn Paints—65 to 70c per gallon.

Castor Oil—English, in cases, 7 1-2 to 8c per pound, and 8 1-2 to 9c for single tins.

English Paris Green — Petroleum bbls, 13 1-4c; arsenic kegs, 13 1-2c; 50 to 100-lb drums, 14c; 1-lb packages, 15c; 1-lb tins, 16c; 1-2-lb tins, 18c.

Canadian Paris Green (present delivery)—Petroleum bbls, 13 1-4c; arsenic kegs, 13 1-2c; 50 and 100-lb drums, 14c; 1-2-lb tins, 18c.

St. John.

This is the beginning of the quiet season for handlers of burning oil. The wholesale trade are little interested, however, as the trade, particularly in the city, are supplied by the two oil companies located here. Lubricating oils have much attention. Competition is keen. In paint oils stock is now moving quite freely. Linseeds continue low, with turpentine firm at full figures.

Window Glass.

MONTREAL.

There is a steady improvement in the demand and a better movement from stock. Orders for import also show an increase. Although there has been no actual change in quotations, prices are considerably stronger. We again quote: First break, 50 feet, $1.70; second break, $1.80 for 50 feet. First break, 100 feet, $3.25; second break, $3.45; third break, $3.95; fourth break, $4.20.

TORONTO.

There is not as much doing as was anticipated, but business is improving over former weeks. We quote: Star, first break at $3.30 per 100 feet and Double Diamond, first break, at $5.10. Discount 15 and 20 per cent.

"Hello, Halifax!"

Few firms are more widely known in the Maritime Provinces, and, indeed, in the Dominion of Canada than Black Bros. & Company, wholesale hardware merchants, Halifax. In an announcement to the trade they have the following to say with reference to the "Elephant" brand of ready mixed paints made by the Canada Paint Company, Limited. "Then we have a large stock of our own special brand of floor and house paints known to the trade as the "Elephant" brand, and the man who handles them will find that "Elephant" white paint is not a "white elephant" so far as sales are concerned. This is true of all colors of this favorite brand, which we never hesitate to recommend when occasion offers."

Will Erect Modern Paint Works.

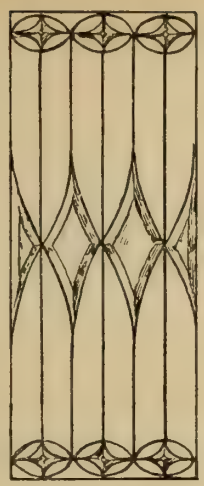
The Standard Paint and Varnish Co., Windsor, Ont., have decided to erect and equip a new factory at a cost of over $40,000. They write concerning it: "We will, when settled in our new quarters, have a plant for the manufacture of all kinds of paints and varnishes which will be second to none in Canada.

E. McCarthy & Co., general merchants, Regina, have been succeeded by the McCarthy Supply Co.

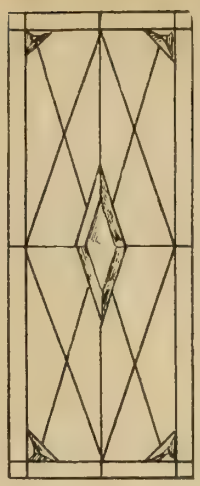
P. Gagnon, general merchant, Ste. Flavie Station, is offering to compromise at 75c on the dollar.

Show These to Your Customers.

BEVEL PLATE DOOR AND WINDOW PANELS



102.



103.

LUXFER WINDOW PRISMS

LUXFER SIDEWALK PRISMS

3 feet Square } STANDARD SIDEWALK PRISMS
4 feet Square } IN STOCK.

LUXFER PRISM CO.,
100 King St. W., TORONTO.

WANT A PROFIT MAKER?

—'TIS—

LUCAS
IMPERIAL FRENCH GREEN

(DRY AND IN OIL)

¶ Its imitation has been attempted in Canada as well as in other countries.
¶ But with poor success.
¶ See that you get the real article, and you will have a "special" that will build business.

Correspondence Solicited.

JOHN LUCAS & CO.
PAINT MAKERS
NEW YORK PHILADELPHIA CHICAGO
ESTABLISHED 1848.

Spring is at hand.

STERLING FOR INSIDE WORK
PURE PREPARED FOR OUTSIDE WORK
PAINTS

With its coming, comes the season for painting—houses, factories, fences.

Sell Buyers
Sterling Paint

The paint that is honest from beginning to end—the paint that sends new buyers to your store—the paint that makes good customers for you.

Write us for our plans to help the retailer sell Sterling Paints.

THE GRANT-HAMILTON OIL CO.
LIMITED.
MAKERS OF STERLING PAINTS — TORONTO.

DEPARTMENT OF ADVERTISING SUGGESTION AND CRITICISM

Edited by John C. Kirkwood, TORONTO.

NOTE—Herein are discussed the principles and practice of advertising. Subscribers are invited to send Mr. Kirkwood specimens of their newspaper and other advertising, for the purpose of review in this department. Address care of Department of Advertising, HARDWARE AND METAL.

CAUSES OF ADVERTISING DEATH.

Adapted from Printer's Ink.

IN a widely circulated and high-priced advertising medium in the United States there were upwards of 600 firms advertising to a greater or less extent one year who failed to make any use whatever of the same medium the succeeding year. An investigation into the reasons for this wholesale dropping out from a medium of tested excellence disclosed some interesting and instructive facts, facts which apply to the present day quite as forcefully as they did a dozen years ago, when this inquiry was made.

After exhaustive correspondence and study it was found that the three chief causes of advertising death were as follows:

First—The single insertion. A large percentage of business men who had been persuaded to begin advertising went no farther than one insertion as a "trial" of advertising. Many of the little moral stories of advertising success were tales of wonderful results secured from single advertisements by men who had starved themselves to pay for the space. Some of these stories were true, perhaps. All of them were pretty. They were popular, and had created the impression that the single insertion was a decisive test. But it was discovered upon investigation that advertising did not begin to pull until several insertions had been made and the idea had become well fixed in readers' minds. Size of space made little difference. Single insertion of a page advertisement only made a more expensive failure than that of an inch.

Second—Too small space. Tabulations of the spaces used by successful and unsuccessful advertisers showed that the latter, nine times in ten, attempted to create an initial impression with less than one-half the space used by successful advertisers to maintain an impression already created. Some advertisers attempted to market new articles with skimpy space. Another prime cause of advertising failure was imitation of successful advertising, the imitator attempting to compete with established successful advertisers on a third the space they had found necessary. Too small space was as fatal in continuous advertising as single insertions.

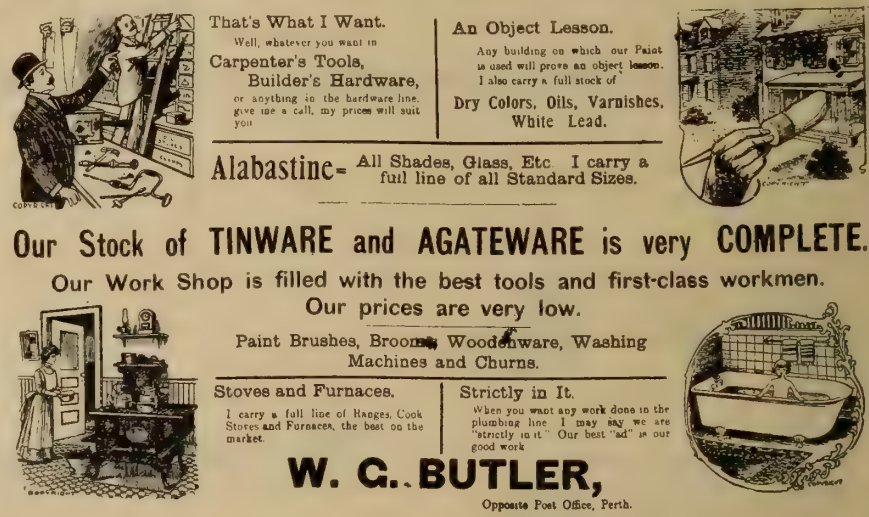
Third—Lack of follow-up facilities. Nobody seemed to know much about taking care of results. Advertisements were seldom keyed. The advertiser with a small appropriation gave least attention to follow-up, whereas he should have given the most, of necessity.

Any one of these defects was sufficient in itself to bring disaster to the advertiser, and had done so in many of the cases diagnosed. Then what chance of success did an advertiser stand where two or all three were present in his campaign? Nothing better than the chances of great good luck, or about the chance that makes for the recovery of a patient with tuberculosis, typhoid and appendicitis in conjunction. To apply the results of these discoveries to individual advertisers was not easy or reassuring. There was, for example, the successful business man who said he had managed his business thus far without advertising and could get along without it; and there was the man who "would advertise his own business in his own way."

To what extent a man should advertise—how much money to spend, what mediums to use, what pamphlets, catalogues, circulars, etc., to issue, how to tell one's story effectively are matters capable of a fairly definite statement. At any rate, the element of doubt, of conjecture, can be largely eliminated. But it requires patient and thorough study—a study that will pay for itself in money saved. A man will consider with full deliberation the purchase of merchandise, machinery or equipment, reckoning the cost from the view point of an investment, but when it comes to buying space in a magazine, newspaper or trade journal, he too often neglects to make the same searching inquiries.

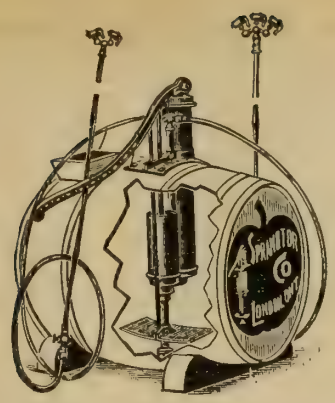
A Good Spring Advertisement.

In the announcement published herewith Mr. Butler has developed an excellent plan for advertising at this season. The advertisement as it appeared in the local paper was a quarter of a column deep, four columns wide and as will be seen by the reproduction was well set up.



The four lines covered by the illustrations are all ones that are needed by the prospective builder, consequently the arrangement of the advertisement is such as to make it a particularly strong one for the purpose for which it is intended—to emphasize the full stock of building materials and supplies and of house furnishings carried by Mr. Butler.

It is, everything considered, one of the best examples of advertising done by the hardwaremen who make a specialty of technical work such as plumbing, tinsmithing, etc., that has been seen by Hardware and Metal for some time.



THE SPRAMOTOR

is recognized by the users as the most durable and efficient apparatus yet invented, for the

Prevention of blight and bugs on fruit and potatoes.

For the destruction of wild mustard in the grain crops without injury to the grain, and for

The painting of buildings.

Has been awarded First Place by the Canadian Government in actual contest, and

The Gold Medal at the Pan-American.

The Trade fully protected.

Write for particulars and discounts. Terms liberal.

THE SPRAMOTOR CO.,

68-70 King St., - - LONDON, CAN.

McCaskill, Dougall & Co.

Manufacturers

RAILWAY, CARRIAGE AND BOAT **VARNISHES.**
HIGH-GRADE FURNITURE and HOUSE VARNISHES.

MONTREAL.

Genuine Pratts Astral Lamp Oil

Sold in all countries and recognized as the highest grade oil manufactured.

WHOLESALE ONLY

THE QUEEN CITY OIL COMPANY, Limited, - TORONTO, ONT.

All hail, Northwest !

We have installed at Winnipeg a thoroughly modern **Glass Bevelling and Silvering Plant,** and are ready to turn out promptly all orders for bevelled plates; British mirrors, bevelled and plain, ground and polished edges, etc.; German mirrors, plain and bevelled.

QUICKER DELIVERIES. LESS RISK OF DAMAGE.

INQUIRIES SOLICITED.

The Consolidated Plate Glass Co., of Canada, Limited

TORONTO MONTREAL LONDON
OTTAWA WINNIPEG.

"Island City" Paint and Varnish Works

Our "Island City" Enamel Paints are the best in the market—17 artistic shades.

Our "Island City" Aluminum, Gold and Silver Paints can be used with great satisfaction on Furnaces, Radiators, all sorts of Furniture and Ornaments that require renovating.

P. D. DODS & CO., Proprietors, Montreal, Toronto, Vancouver.

Wagner's Carriage Paints

Many imitations of them. Retains its old friends. Makes new ones. The standard for quality and general excellence. A prime favorite with the trade. Perfectly adapted to anything inside or outside requiring a double gloss finish.

Send for Quotations. **Quarts, Pints, Half-Pints.**

THE STANDARD PAINT AND VARNISH WORKS CO., Limited

Manufacturers of Colors, Paints and Varnishes.

WINDSOR - - CANADA.

STOVES AND TINWARE.

Time Taken to Heat a Building.

A CORRESPONDENT of the Metal Worker asks for "a simple rule for determining the number of hours it will take to heat a school, church or other public building. For example: How long would it take to heat a church from zero to 70 degrees that contained 150,000 cubic feet of space with a heat outlet of 14 square feet? I would prefer some simple rule without algebraic equations."

"Plodder," Cincinnati, O., answers as follows: "I have read the inquiry of 'H. R.' in the issue of April 2 with some interest and sympathize with him in his search for information. At one time I was thoroughly mystified by some of the problems and methods of solving them that received attention at the hands of the experts in our excellent medium of trade information. I am afraid that 'H. R.' will have to do exactly the same as I have done, and that is to apply himself closely and study the methods that have been used by the experts, when he will have less horror of the algebraic equations, and can handle them as readily as he does his 2-foot rule to measure the things that he desires to know about. Long since, the mystery of the heat unit has been solved to my mind, and in the absence of any information, except his very broad question, the heat unit is the only thing that can be brought to bear on his proposition. Ordinarily, the heat unit will raise 60 cubic feet of air 1 degree. 'H. R.' desires to raise each cubic foot of air 70 degrees. If he divides 150,000 by 60, he will know how many heat units will be required to raise this air 1 degree. If he will then multiply this amount, which he will find to be 2,500, by 70, he will find that he needs 175,000 heat units. Now, the next question is, where he is going to get the heat units from—a steam coil, a hot water radiator, an indirect steam or indirect hot water radiator, a hot air furnace or a blower system of heating? Any of the engineers' handbooks will give the amount of heat that will be given per square foot of surface per hour with any one of these systems. I think that by this time 'H. R.' can readily see for himself that the time required is governed by the capacity of the apparatus. If he puts in a big apparatus, it will take half as long to heat the church as if he put in a smaller one. It is more economical to use a small apparatus that would take at least five or six hours to raise the temperature from zero to 70 degrees. In fact, in many churches the desired change in temperature is only effected when the apparatus is fired all night.

"'H. R.' has not completed his question. He should have asked how long it would take to heat the church with a given apparatus, or asked how large an apparatus would be required to heat the church in a given time? I would recommend that he purchase 'The Heating of Buildings,' by Prof. R. C. Carpenter, and study it carefully. He is in the same position as the 'cub' in the tin shop. He has many discouraging hours before he reaches the point where he can cut a pattern for a double Y. The man who instals heating systems cannot put up the apparatus the same as he does a stove, then collect his bill and be done with the whole thing. He must study the first principles and be familiar with their application to all kinds of heating work before he can correctly ask the question he wants to have answered."

HAS BUILT A NEW STORE.

Samuel Hobbs, hardware merchant, King street west, Toronto, has completed the erection of his new store. He is now fairly well settled in his new premises and when he has his stock arranged just as he desires he will have one of the most attractive stores in that city.

BURGLARS IN A HARDWARE STORE.

Burglars secured entrance into the hardware store of Bradfield Bros. & Co. by a rear window. The burglars succeeded in blowing off the vault door and also the outside door of the safe, but stopped in their work, probably fearing detection, as they had made considerable noise setting off four charges. There was only a small amount of money in the safe, although it contained many valuable papers. An adze and sledge hammer, the property of the G. T. R., were left in the store. The only articles missing are two revolvers.

A meeting of the creditors of Z. Forget, general merchant, North Temiscamingue, will be held on April 9th.

$5 CHEQUE PERFORATOR

perforates and indelibly inks the amount. Five dollars only. Express paid. Sent on approval.

Canadian General Purchasing Agency
MONTREAL.

Wire-Cone Incandescent Toaster

Only perfect bread toaster for Gas or Gasoline Stoves. No smoky taste to bread toasted on this toaster. Write for prices.

H.O.Edy, Montreal. E.T.Wright & Co., Hamilton
HARKINS & WILLIS,
Manufacturers and Inventors - ANN HARBOR, Mich

COVERT MFG. CO.
West Troy, N.Y
Auto Screw Jack
Harness Snaps, Chain, Rope and Web Goods, etc.
FOR SALE BY JOBBERS AT MFRS. PRICE.

PRIEST'S CLIPPERS

BALL BEARINGS
Largest Variety, Toilet, Hand, Electric Power
ARE THE BEST.
Highest Quality Grooming and Sheep-Shearing Machines.
WE MAKE THEM.
SEND FOR CATALOGUE TO
American Shearer Mfg. Co., Nashua, N.H., USA

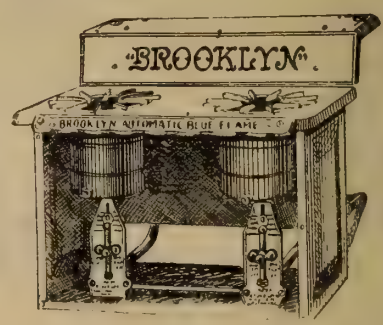
The FAIRGRIEVE GAS TOASTER

Retails at 25c. The only Toaster guaranteed to toast on gas, gasoline or blue flame oil stoves without taste or smell. Write for prices.

THE FAIRGRIEVE MAN'FG. CO.,
295 COLLEGE ST., TORONTO.

U. S. Branch: 289 Jefferson Ave., DETROIT
Agents for Great Britain: Heine, Solly & Co., Sutton House, 2 Old Street, London, E.C.

BROOKLYN
BLUE FLAME WICKLESS OIL COOK STOVES



Two or Three Burners.

Prices and Booklet, showing full line of these goods, on application.

Our new illustrated catalogue is now ready.

E. T. Wright & Co., Hamilton, Canada.

Have you tried it?

Tried what?

SELLING MANTELS.

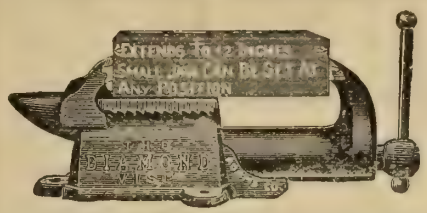
This is in your line of business, and it will pay you.

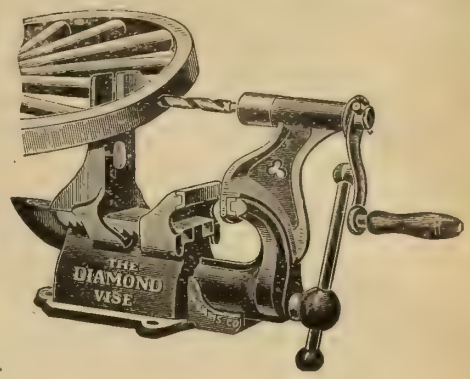
The Batty Stove & Hardware Co

76 YORK ST., TORONTO.

DIAMOND VISE AND DRILLING ATTACHMENT

U. S. Patent Jan. 15, '95. Canadian Patent July 22, '95





JAWS are faced with steel ⅞ inch wide, 4 inches long, firmly fastened to jaw, checked and hardened.
VISE weighs 38 pounds. DRILL weighs 13 pounds.
For Sale by Jobbers of Hardware.

Made by—
The Adams Company, Dubuque, Iowa, U.S.A.
Made by **Taylor-Forbes Co.**, Limited, Guelph, Ont.

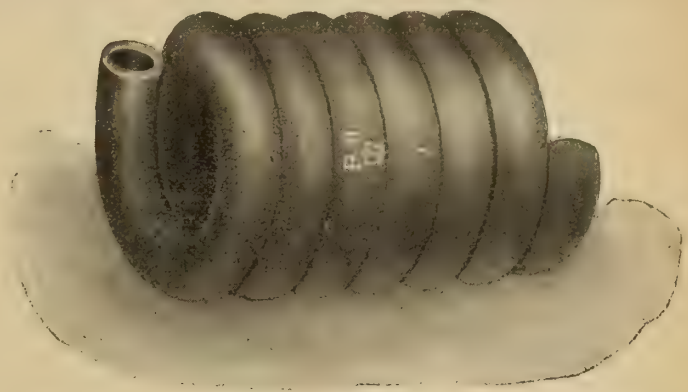
P-H

Pipe is not All Alike.

PIPE THAT IS PIPE.

The celebrated P-H brand is quite unlike the common run of wrought iron pipe. It is made without the faults of common pipe.

Write for circular and quotations.



Page-Hersey Iron & Tube Co., Limited, **Guelph, Can.**

RETURNED
AUG 27 1904
Cut Book 22
Page 96

Standard Wickless Blue Flame Oil Stoves

FOR

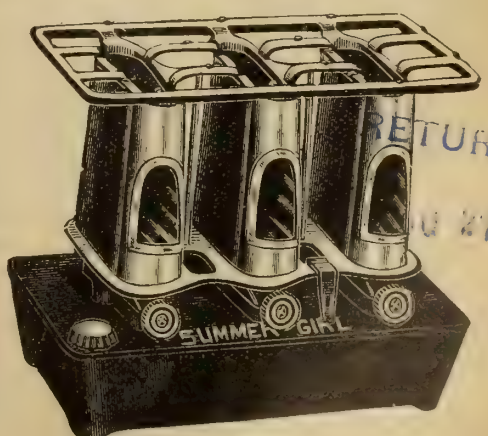
COAL OIL or GASOLINE.

SIMPLEST, SAFEST and BEST.

"Lights Like Gas."

(Simply turn on the oil and apply the match.)

Prices and Catalogue, showing a full line of these goods, on application.



RETURNED
AUG 27 190

"Summer Girl" Oil Stove 1 2 or 3 Burners.

WIDTH OF FLAME—4 INCHES.

A good serviceable Oil Stove at a cheap price.

Al o in stock :—EAGLE AND GERMAN OIL STOVES, EXTENSION TOPS, WICKS, ETC.

WRITE FOR PRICES.

The THOS. DAVIDSON MFG. CO. Limited. ...MONTREAL

HEATING AND PLUMBING

STRIKE PROSPECTS IN MONTREAL.

IT is much to be regretted that the indications seem to point to a tie-up of building operations in Montreal this season by strikes. Active operations have been hindered by the lateness of the season and a great deal of work which should now be well under way has not yet been commenced. It is deplorable that some of the union men seem determined to select this season to go on strike.

A strike in one department of the building trades is quite sufficient to tie up the other departments, or at least to seriously inconvenience them. Perhaps with the idea of beginning at the foundation the Stone Cutters' Union has been the first to make trouble. The cause of the trouble is the refusal of the Granite Cutters' Employers' Association to recognize the union demands for shorter hours, increase of wages, and limitation of the quantity of work to be done in a day. Apparently the union seek to restrict the amount of work to be done and also to exercise a strict control of the apprenticeship system. The employers have refused to be dictated to in this manner and have announced their intention of maintaining open shops. They refuse to recognize the union in any way and assert their right to engage non-union men. It is the old, old struggle of the union to exclude non-union men from employment. To the outsider, it seems that the union has been unfortunate in its choice of an issue, for unquestionably the weight of public opinion is in favor of the maintenance of the "open shop." The public do not take kindly to the idea that in order to get employment a man must be compelled to join a certain society.

This one strike is sufficient in itself to inconvenience seriously the building trades, but it is feared that it is but the commencement of a wider struggle between capital and labor in Montreal, which will put a complete stop to building operations this season. The sheet metal workers and roofers are pressing their demands for a nine-hour day and payment at the rate of 25 cents per hour; the carpenters are clamoring for the same concessions.

The trouble between the master plumbers and the journeymen's association has been referred to before. The master plumbers are determined that they will not recognize the union, but will deal with their men individually. Some of them are reported to be willing to grant the demand for 25 cents per hour and an eight-hour day, but all are united in their determination in no way to recognize the union. They have signed an agreement to that effect which was published in these columns some time ago. The bricklayers also seem determined to make trouble, as they have given their employers notice that after May 1st they will require 45 cents per hour and a nine-hour day.

The Builders' Exchange, which includes all the contractors and employers in the building trades, has refused to recognize any of these demands, and it seems likely that the first of May will see trouble

Contractors are placed in a very hard position. Many of them have bargained to do certain work calculating that wages would be as before. To pay a higher rate means serious financial loss and in some cases ruin. Many of them prefer to default the contract and pay a forfeit rather than go ahead and pay ruinously high wages.

The men are really cutting their own throats, although most of them fail to see it. There is no doubt that the cost of living has increased enormously in Montreal and some of them are in serious straits. But the principal increase has been in house rents, and this increase is due to the scarcity of houses caused by the tie-up of building operations in former years. To hinder building during 1904 is still further to aggravate the present difficulties, to say nothing of the loss of wages which few of them can afford to lose. The great majority of the building permits issued in Montreal in the last year have been for houses for the workingmen, and while the rent of these houses is so excessively high, it is surely suicidal policy to prevent the erection of more.

Building Notes.

Quite a number of new buildings are going up in Crowland, Ont.

Tenders are being asked for additions to the drill hall, Brantford, Ont.

A new ten room school building is to be erected on Grafton street, Halifax.

It is understood that the Montreal postoffice is to be enlarged in the near future.

The Government is considering the erection of a new central postoffice in Montreal.

Stobart, Sons & Co., Winnipeg, are going to construct a factory on Cumberland avenue.

John Galt is planning the erection of a $25,000 residence on Roslyn Road, Winnipeg.

D. McBride, Hamilton, will erect 18 modern brick dwellings on John and Simcoe streets.

stores underneath and three floors of offices above. It will be 105x45 feet and will be of white brick.

Foster & Clark, architects, are asking for tenders for erection of a brick residence in Owen Sound.

Tenders are being asked by James Fowley, North Bay, for the erection of a new Methodist church.

The Nova Scotia Telephone Co. are about to erect a two storey addition to their building in Halifax.

H. L. Willson, Winnipeg, intends putting up a four-storey block on the corner of McDermot and Albert streets, having

The Seamen's Mission, St. John, N. B., have in contemplation the erection of a new and up-to-date mission in St. John.

D. F. Allman, Winnipeg, is contemplating the erection of a three-storey block on Main street. It will be 28x122 feet, with 2 floors of offices.

Arrangements have been completed to go ahead with the construction of the new Manitoba Club, Winnipeg. The new building will be on the southeast corner of Broadway and Fort street.

The Presbyterian church in Charleston, Ont., are erecting a manse in connection with the church, and tenders are now being called for by Rev. S. R. Robinson, secretary of committee.

Geo. Persechini is building a $20,000 dwelling on Cumberland avenue, Winnipeg. D. Bruce & Co., and Waller & Howell have the contract. The plans call for electric lighting and steam heating.

G. A. Gordon has the contract for a residence for the principal of Pickering, Ont., Ladies' College. It will be a four

DOES YOUR TRADE CLIMB ?

If not, you should make it. Nearly every trade is climbing these days. Ours is—and we want you with us. We can help your business climb if you will let us.

Take for a leader

RAMSAYS PAINTS.

It goes into your store as an established fact, well advertised, well liked, reasonably priced, nicely labelled.

Lots of people making money out of it because they use the helps we give them.

Lots making money out of it because they do a little climbing themselves.

More than any making money out of it because it's right paint to paint right. It sells at the right price. It pleases everybody. It helps your trade.

We have other good lines for a climbing business, too !

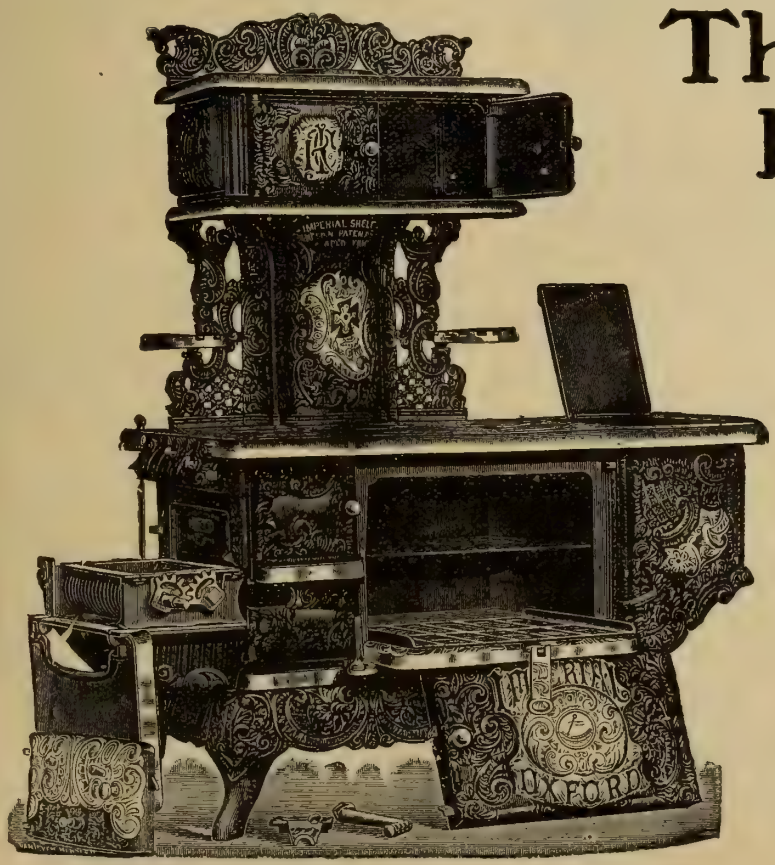
A. RAMSAY & SON **EST'D** **THE PAINT**
MONTREAL **1842** **MAKERS**

The New Century Ball-Bearing Washing Machine.

Not the cheapest but decidedly the best Washing Machine made.

Five to seven minutes only required for a tubful.
The operator need not stand when using it, and there is practically no wear on garments.
Full information given on application.

THE DOWSWELL MANUFACTURING CO., Limited.
Hamilton, Ont.
W. L. HALDIMAND & SON, Montreal, - Eastern Agents.



This is Stove-buying time.

There are probably more stoves bought in the Spring than any other time of the year.

Are you getting your share of the trade ?

The dealers who handle the

Imperial Oxford Range

were never busier. Each year this range becomes more popular. It is merit that does it—every user of an Imperial Oxford starts advertising its goodness to her friends. That means good business for Imperial Oxford dealers. Are you one ?

The Gurney Foundry Co., Limited,
TORONTO WINNIPEG VANCOUVER

The Gurney-Massey Co., Limited,
MONTREAL.

storey addition to the college building.

The Toronto city architect recommends a new pavilion at Allan Gardens, at a cost of $60,000.

Building operations are fairly active in Victoria, as stores and dwellings are at a premium. P. B. Brown & Co. will build a 60x60 ft, three storey block, at a cost of $15,000, on Fort street. Many new permanent sidewalks will be put down.

The Home Mission Board of the Baptist Church have decided to build new chapels at the following places: Milberta, Hudson and Harley, in the Temiskaming District; Barwick, in Rainy River District; Thornbury, in the Owen Sound District; and at Haliburton. At Hespeler the chapel will be enlarged at a cost of $2,000.

Among the large buildings to be erected at Guelph this season are: The block at the corner of Cumberland avenue and Carlton street, facing Central park. The structure will be three storeys high and will contain seventeen five-room apartments, every room of which will have direct light. There will be a central court with a balcony running around each flat and stairways leading to the basement laundries. The plans have been prepared and tenders for construction work will shortly be invited. It will cost $40,000.

Mr. W. L. Matthews, manager of the C. P. R. hotels at Banff, is in Montreal engaging help. He states that an exceptional amount of building is being done this Spring at Banff. The boom is on and over $400,000 will be put in construction this season. This includes a bath house which the Dominion Government is erecting at a cost of $16,000.

THE JAMES MORRISON CO. HOCKEY TEAM.

J. T. Peacock, Sec.-Treas. Walter Philips, Mascot. R. A. Morrison, President. S. T. Hadley, Manager.
Wm. Hewitt, Cover. W. H. Morrison, Centre. J. E. Crough, Point Herb Turner, Left Wing.
F. G. Morrison (Capt) Rover. J. S. Cann, Goal. Harry Granner, Right Wing.

wood working plant of C. Kloepfer, collegiate institute extension, Guelph foundry, Murton's mill, European hotel.

The Sovereign Bank will, about May 1, begin the erection of a ten storey office building on the lot recently purchased by it on St. James' street.

It is expected that there will be a boom in building dwelling houses this Summer in Hamilton. The Eastern Building Co. intend to put up 100 houses in the eastern part of the city. D. Kelly will put up five brick houses on Ashley street. Crawford Bros. are erecting three houses on King street. Poag Bros. are going to build two brick houses on Westworth street, and N. Havill has prepared plans for two stores on Barton street.

Smith & Sharpe, contractors, Winnipeg, will this year erect an apartment

Notes of the Plumbing Trade.

A. R. Wilson & Co., plumbers, Sherbrooke, are offering their business for sale.

Robert Paterson, plumber, Toronto Junction, has started excavation work for a new store.

Joseph Wright, of the Bennett & Wright Co., and the Dominion Radiator Co., has bought two "Winton" automobiles, one a runabout, the other a touring car.

Toronto master plumbers state that the possibility af a strike in that city is as great to-day as it has been at any time this season, and that is saying a great deal.

Building Permits.

TORONTO.

Mrs. E. A. Mosher, a two-storey roughcast dwelling on Salem avenue, to cost $1,300.

Thos. H. Eagan, a two-storey and attic brick residence, on Delcware avenue, to cost $4,000.

W. R. Glasby, a two-storey and attic brick dwelling on Lindsay avenue, to cost $1,400.

Dr. Allan Shore, a two and one-half-storey brick dwelling on Bloor street, near College street, to cost $6,000.

Jas. Tindala, alterations to store and erection of a new one-storey workshop on York street, to cost $4,000.

I. M. Mayell, a two-storey pair of semi-detached brick dwellings on Pembroke street, near Gerrard street, to cost $6,600.

Wm. Halls, a two-storey brick and stone dwelling on Beatrice street, to cost $2,200.

A. E. Peglar, a two-storey dwelling on Pape avenue, to cost $1,400; also a pair of semi-detached two-storey dwellings on Simpson avenue, to cost $3,000.

QUEBEC.

Ed. Pelletier, contractor, for building on Queen street; J. A. Dube, proprietor; cost $1,400

E. St. Pierre, contractor, for extension on Boisseau and Derocher streets; Rev. Ladies of the Congregation, proprietors; cost, $7,500.

MONTREAL.

F. Tremblay, to erect on Sherbrooke street, a second-class house, to cost $6,000.

F. X. Charbonneau, 263 Panet, to erect on St. Catherine, two dwellings, to cost $6,000 each.

H. Poirier, 1194 Ontario street, to erect on Mount Royal avenue, three houses, to cost $6,000 each. James Sawyer, architect.

Trustees of St. Michael the Archangel, 1602 St. Denis, to erect on the

TRADE MARK J REGISTERED

Jardine Patent Pipe Die.

One man can easily thread a two-inch pipe at one cut. Write for circular.

A. B. JARDINE & CO.

Mfrs. TAPS and DIES.

HESPELER, ONT.

Our Friends Advertise Us

plumbing, well rented.

$4,250 — OVERLOOKING Gardens, solid brick, ten rooms, Pease heating; plans at office. Williams, 10 Victoria.

exposed plumbing, laundry tubs, wide lot.

$6,000 — NEAR Yonge and Bloor, semi-detached, corner, nine rooms, bathroom. Pease heating, furnished throughout, easy terms.

$5,500 — JARVIS, detached corner, eight rooms, Pease heating, verandah in front, wide lot.

$5,500 — JARVIS, side entrance, eight rooms and bathroom, Pease heating, well rented. Williams, 10 Victoria.

— CORNER house, 5 min.

$3,200 — O'HARA AVE., solid brick, 9 rooms, cross halls, concrete cellar, exposed plumbing, Pease furnace, will exchange for vacant land

— DU — near H

$2,375 — SOLID brick, ten rooms, four on ground floor, Pease furnace, open plumbing, three minutes from corner Bloor and Avenue road, possession May 1st. Owner, Box 221 Telegram.

nice, splendid location for doctor.

$3,500 — NEAR Jarvis and Charles, solid brick, nine rooms, exposed plumbing, Pease furnace, hot water boiler.

— below Col

$9,000 — GOOD business corner, College st., store and 7 rooms dwelling, bathroom, Pease furnace, well rented, easy terms.

— Yonge — Col

plumbing, bath, wide lot.

$3,500 — ST. CLARENS, near College, almost new, slate roof, stone foundation, nine rooms, best exposed plumbing, gas and electric light, Pease furnace, square hall, china cabinet built in, beautifully finished throughout, decided bargain.

$3,500 — M

— Bloor

$26,000 — CLOSE to King and Yonge, solid brick store and nine rooms, Pease heating, double show window.

— Yonge

$3,850 — QUEEN ST., Balmy Beach, new, detached, brick foundation, eight rooms and bath, separate w.c., Pease furnace, concrete cellar, full size, laundry tubs, beautifully decorated. Sinclair & Sinclair, 75 Victoria street.

— at Gilbert

$5,000 — BEST part Spadina av., semi-detached, ten rooms, bathroom, Pease heating, laundry tu

— Bloor — hou

$3,000 — CENTRAL Brick houses, stone foundation, 9 rooms, [illegible], back stairs, Pease furnaces. Hime & Co.

— Hime & Co.

$2,700 — CZAR ST., solid brick, 7 rooms, modern Pease furnace, very cheap property for immediate sale.

— LOMBARD ST. — 16 foo

$1,600 — ALGONQUIN, Kingston road and Queen st., detached solid brick, side entrance, six large rooms, full sized cellar, Pease furnace, current taxes twelve dollars per annum, bargain.

— only

$2,200 — DUPONT, solid brick, 8 rooms, exposed plumbing, Pease furnace, hot water boiler, three overmantels, first-class repair throughout.

— cash.

$5,000 — ST. JAMES' SQ. — splendid residence, 12 large rooms, every convenience, new Pease furnace.

$4,000 — WEST west of Parliament

$2,000 — BIRCH AVE., near Yonge, very choice semi-detached, stone foundation, seven large rooms and bath, new Pease furnace, large lot. Sinclair & Sinclair.

— 140 —

terms easy.

$4,000 — ROSEDALE section, an elegant two-storey solid brick, semi-detached house, 8 rooms, bath, two side entrances, Pease furnace, decorated, owner leaving city, bargain for quick purchaser.

— Williams

$3,400 — ADELAIDE, near Spadina, detached, ten roomed brick, divided concrete cellar, exposed plumbing, Pease combination heating, laundry, $300 cash, $75 half yearly.

— 1st April

$3,500 — NEW detached residence, solid brick, best of plumbing, separate toilet, Pease furnace, grates, gas and electric lighting, possession at once. Chenevix, 5 Vermont avenue.

— Yonge

$2,700 — MAJOR ST., near College, semi-detached, stone foundation, eight rooms, new Pease furnace.

— Sherbourne and

$2,5 — NINE rooms, Pease furnace, vacant early in April, 136 Yorkville ave.

— 318 Co

Here's a list of twenty-three houses and stores advertised for sale or rent in The Toronto Evening Telegram of March 19th, 1904.

We do not need to blow our own horn.

We are advertised by those who know that Pease Heating adds value.

Pease Foundry Co., Limited.
TORONTO

Makers of Hot Water and Steam Boilers, Warm Air Furnaces and Combination Heaters.

Write for Booklets.

RETURNED MAY 3 1904

corner of Boucher and Drolet, a church, to cost $14,398. W. E. Doran, architect; Jos. Senecal, contractor.

Laing Packing Company, to erect on Mill street, a warehouse, dimensions 48 1-2x145, to cost $22,000.

A. Allan, Commissioners street and Youville, for alterations to building on same corner, to cost $12,000.

Estate H. B. Smith, Queen street, to erect on Queen street a factory, to cost $8,000. Hutchison & Ward, architects, and A. Canau, contractor.

John S. Prince, 33 St. Laurence, to erect on the corner of St. Catherine and St. Chas. Borromee, a house, to cost $18,000. W. E. Doran, architect; John Quinlan & Co., contractors.

DEVELOPING FURNACE TRADE.

IT is not necessary to suggest to many hardwaremen the possibilities of the furnace trade. They have devoted considerable energy to this phase of their business and have found it an excellent one in many ways. This applies to dealers in the cities, the towns and the villages in about equal degree.

The enterprise of the furnace manufacturers is a material factor in making this line such a good one for their local agents. Recognizing, on the one hand, that the retail hardware merchant is, more than anyone else, in direct touch with the operations of builders and contractors and that, on the other hand, many of them are not technically able to furnish the builder with the necessary details of cost, the furnace manufacturer has perfected an arrangement which reduces to a minimum the labors of the agent, yet leaves him sufficient proportion of the profit to induce him to be on the alert for furnace business.

The arrangement is simple. The local agent, if he hears of a proposed new house, tries to induce the owner or builder to instal a furnace or, if he thinks a customer might be induced to discard a stove for a furnace, tries to get an order for one.

If he is not able to take measurements and do all necessary figuring correctly, he makes a list of "prospects." When this list is large enough the manufacturer's representative is sent to him and together the local agent and the traveller visit each "prospect" and close a sale with as many of them as possible. Then if the local dealer is not able to instal them the furnaces are put in place under the direction of the manufacturer's representative.

Thus, it will be seen, the retailer can depend on all needed help at every turn and if he is always on the alert he can secure a good return from this line within the year.

Another factor which should be considered by those contemplating taking a furnace agency: The furnace, despite its heavier first cost, is much more economical than the stove, and is steadily winning a more extended popularity with the trade. The coal furnace is attracting favor especially in districts where wood is not as plentiful as in former years.

Some retailers have followed up the development of a good furnace trade by handling coal and have worked the two lines to excellent advantage.

PROFIT IN STRUCTURAL STEEL.

THERE are hardware merchants here and there in the various cities and towns in Canada who are willing to take up any line which will bring them in a profit and which at the same time will not be detrimental to their regular lines of business. It is to these men this article is addressed. There are hardware merchants who only sell the articles their customers demand and fail to recognize that it is their duty to a large extent to create the demand. By pointing out to a customer that his neighbor's property has been greatly improved by the recent application of paint, by giving an example of a house in which the wood is rotting for want of a coat of paint to protect the wood from the wet, by offering some such suggestion very often a good sale is made. The progressive hardware merchant must take the initiative.

But what has this to do with structural steel? So far we have dealt only with conditions well known to most merchants. There are not many merchants who have not suggested to their customers that an application of paint would be a good thing; or that an investment in a lawn mower would pay them in the satisfaction they would experience in having their grounds neat and well trimmed, but unless the writer is greatly mistaken there are many to whom structural steel is a line that has been overlooked.

The hardware merchant sells the majority of articles used in construction or repairing of a building.

Why should he not sell the structural steel?

Can you think of any reason why he should not? We can give you a number why he should.

In the first place he will not have to carry a stock. It will only mean an outlay of two cents to write to a firm who are in a position to follow up the information you give them. The manager of the Hamilton Bridge Co. told the writer all they wished the hardware merchant to do was to find out that a certain builder would require structural steel for the erection of a new building or the repairing of an old one. Send them this information, and if they succeeded in getting the order the merchant would be given a very liberal commission.

Another reason is that no technical information is required. It is not necessary for you to even quote prices. The Hamilton Bridge Co. are prepared to attend to all matters of detail.

Then again the hardware merchant is usually one of the first men to know of any building operations which are about to be commenced, as he is in close touch with the architect and contractor.

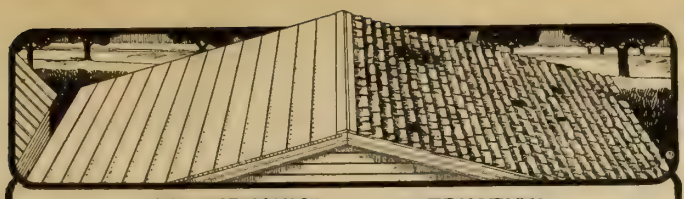
The important thing is to get after the order as soon as possible. The order will not come to you; at least not till it becomes known in your own and in the surrounding towns that you are after orders of this kind.

The Hamilton Bridge Co., of Hamilton, would be glad to furnish any of the trade with complete information regarding commission allowed and how the hardware merchant can secure this commission.

THE ASPHALT TRUST'S WORK.

The New York Tribune says: "Newspapers and advices received here from Caraccas show that there is much excitement at the seat of the Venezuelan Government over alleged aid given by the asphalt trust to the Matos revolution, which was put down about six months ago. President Castro has declared that he has proof that agents of the Bermudez Company, now a part of the asphalt trust, aided Matos in his revolution, while the claim of the company was being contested in the courts of Venezuela. He has declared that agents of the company offered about half a million dollars to him to have the courts declare in favor of the concession by which the company gained rights in the asphalt beds of Bermudez Lake, and that when he rejected the offer the company, through its agents, used the money inciting the revolution, in an effort to overthrow the Government. President Castro has caused suits to be begun for the abrogation of the concessions granted to the Bermudez company. If these suits should prevail, the recent decision of the supreme court of Venezuela in favor of the asphalt trust would go for naught.

"No officer of the asphalt trust could be found in this city last night to comment on the news from Venezuela. Gen. Greene, who formerly was president of the trust, was said to be in Canada."



CONSTRUCTION vs. DESTRUCTION.
CARE vs. CARELESSNESS.
BEST MATERIAL vs. POOR MATERIAL
REX FLINTKOTE ROOFING vs. ALL OTHER ROOFING.

REX Flintkote Roofing

TRADE MARK

The above tells the whole story, and means to the dealer a quick-selling, business-bringing roofing *vs.* the ordinary kind that never sells, because people don't want it, and when they are persuaded to try it never come back again. If you want satisfied customers for roofing, you should write us to-day about **Rex Flintkote Roofing.**

J. A. & W. BIRD & CO., 49 India Street, Boston, Mass.

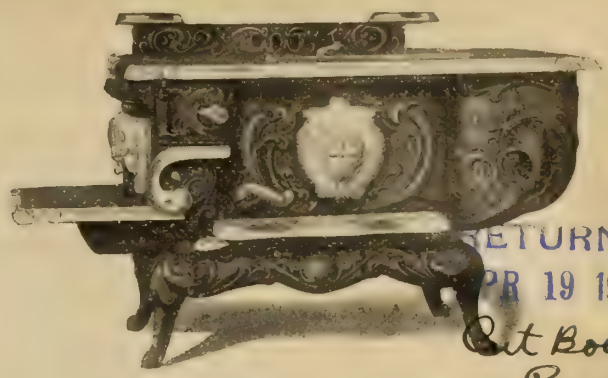
To the Hardware Trade.

We carry in stock the following goods, and can fill all orders promptly :

Jack Screws, **Furniture Casters,**
Mortising Machines, **Mrs. Potts' Irons,** (New Pattern)
Shelf Brackets, (Wrought and Cast Iron) **Letter Presses,**
Awning Pulleys, etc., etc.

THE H. R. IVES CO., MONTREAL

LIMITED.



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We make engravings for catalogues, booklets, pamphlets, newspapers, or magazines. Best workmanship and prices guaranteed. Estimates cheerfully furnished. LET US FIGURE ON YOUR WORK.

LEGG BROS. ENGRAVING CO.

5 Jordan St., TORONTO.

"REMANIT" is the only pipe covering made that can be used on both pipe, elbows and fittings.

It is the greatest non-conductive covering known.

We sell it exclusively in Canada.

Jas. Morrison Brass Mfg. Co. Limited
TORONTO

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Remanit

HOW YOU AND WE MAKE MONEY

—We want orders for Structural Steel, for Steel Frame Buildings, Roof Trusses and Bridges.
—You put us "next" to any job you know of in your section requiring Structural Steel.
—We send a man after the order.
—You get a nice commission if we get the business.
—Let us join hands.

THE HAMILTON BRIDGE WORKS, LIMITED

Long Distance 'Phone, Hamilton 630. HAMILTON, CANADA.

Sheet Metal Building Materials.

The Pedlar People, Oshawa, Ont., issue a catalogue with which every hardware retailer in Canada should be familiar. The work is devoted exclusively to sheet metal building materials and covers the line most comprehensively. The first part of the book is comprised of full page illustrations of churches, stores, halls, and other buildings which have been fitted with Pedlar materials. Following these are illustrations of beautiful designs of steel ceilings, side walls, wainscotings, panels, friezes, dados, coves, borders, mouldings. Another division of the book is devoted to art architectural metal work, in which are illustrations of sheet metal statuary, stamped centre pieces, ornamental friezes, panels, etc., crestings, scrolls, leaves, ornaments, figures, brackets, capitals, finials, terminals, garlands, festoons, wreaths, urns, balls, balustrades, etc. Another important feature of the book is the department devoted to steel roofing and siding, corrugated iron, metal lath, eavetroughs, conductor pipes, etc. This department covers in a thorough manner the use of metal shingles, tile roofing, expanded metal laths, skylights, metal fronts for stores, residences and other premises. Any hardware dealer who has not secured this catalogue but is desirous to look into the sheet metal business thoroughly, should write for a copy. Those who have secured it should study it carefully themselves and then pass it on to their tinsmiths (the apprentices as well as the workmen) that they may better understand the advantages of sheet metal building materials.

A NEW RETAIL FIRM.

A new general store, whose hardware department will be of considerable importance, is to be opened on the first of May in Ste. Genevieve de Batiscan, P.Q., by St. Arnaud & Duval. The buying office of this firm is at St. Arnaud Freres, 425 St. Paul street, Montreal, and wholesale houses and manufacturers might send their price lists, catalogues, etc., to this address.

BAILEY CUTLERY STOCK.

The stock of the Bailey Cutlery Co., of Brantford, has been sold to John Riach, of Hamilton.

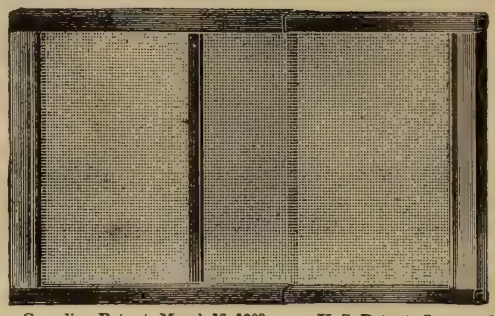
The Bailey Cutlery Co. made a very superior line of cutlery but were unable to manufacture this at a profit owing to the high price they had to pay for steel.

Any of the trade who wish to complete their lines of Bailey Cutlery Co.'s goods should correspond with Mr. Riach. Although the quality of the goods is not at all impaired Mr. Riach is prepared to sell them at a discount. It is no secret that cutlery has stiffened in value during the last few months, and may take another jump in a short time.

PIG IRON FOR IMPORT.

Carnbroe, Summerlee, Gartsherrie and Middlesboro'.

Henry Rogers, Sons & Co., Montreal, P.Q.



Canadian Patent, March 17, 1903. U. S. Patent, January 26, 1904.

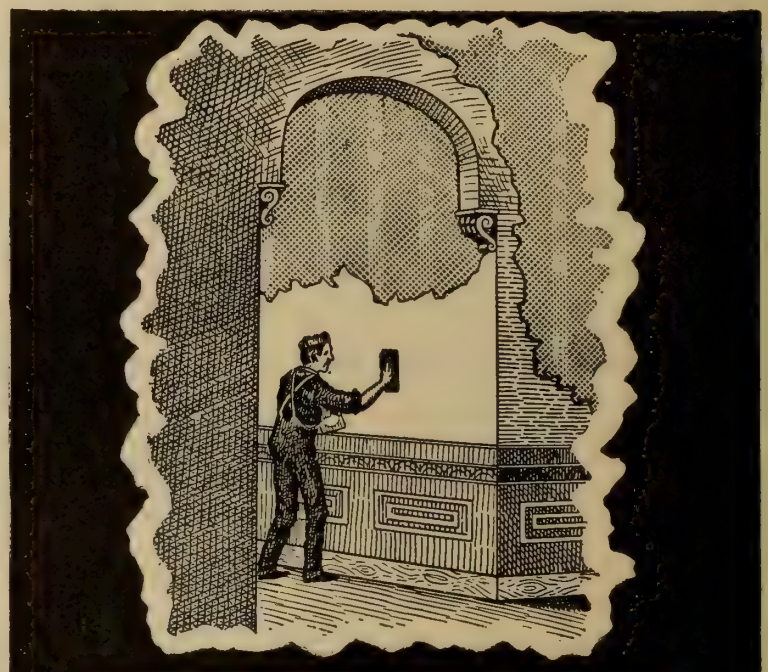
Get Sample Screens

Show them to your customers. It is a certainty that many a customer of yours will buy our Metallic Window Screens on their merits, and you make more money.

Send for description.

C. M. Cutts & Co., Makers

Toronto Junction.



Pedlar's "Perfect" Metal Lath

CHEAP AS WOOD

Delivered to any railway station in Canada, for 10c. per square yard. Discount to dealers. Circulars and samples on request.

Pedlar People, Oshawa, Can., or 767 Craig St., Montreal, Que.

"SHIELD BRAND" SHEATHING

TARRED or DRY.

For Lining—Houses, Barns and Stables. Extra strong, full weight, best quality. When ordering from your dealer DEMAND the "Shield Brand." It's a quick seller.

MANUFAOTURED ONLY BY—

Lockerby & McComb, 65 Shannon St., Montreal

Bell Telephone Main 1989.

LIBRARY BUREAU OF CANADA, LIMITED, OTTAWA.

SUCCESSORS TO

Hardwood Department, W. C. Edwards & Co., Limited,
New Edinburgh Mills.

MANUFACTURERS AND EXPORTERS PLUMBERS' WOODWORK, MANTELS, Etc.

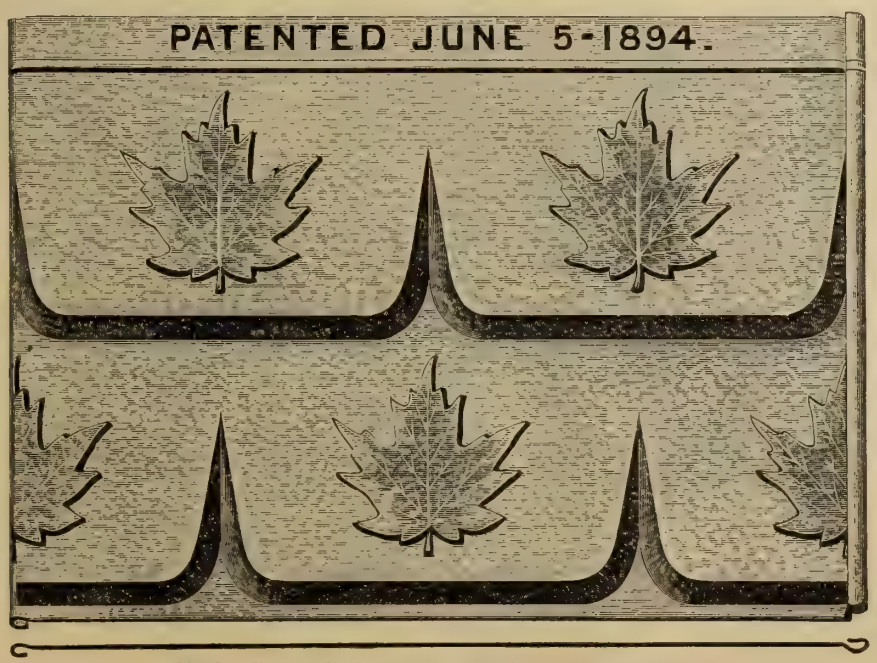
Fittings for Banks, Offices, Churches, Libraries, Stores, Bars, etc.

Card Index Systems, Vertical Filing Systems.

CORRESPONDENCE SOLICITED. CATALOGUES SENT ON APPLICATION.

INTERIOR HARDWOOD FINISH OF ALL KINDS.

THE . .
"SAFE LOCK"
will please your old customers and bring new ones.



THE "SAFE LOCK" METAL SHINGLE.

No other construction makes as good a roof as

THE . .
"SAFE LOCK"

If you want to lay a good foundation for a profitable and continuous roofing trade, only the "SAFE LOCK" can help you. Every roof sold is a lasting advertisement, and wherever introduced no substitutes are acceptable.

HAVE YOU OUR CATALOGUE AND PRICE LIST?

THE METAL SHINGLE & SIDING CO., Limited
PRESTON, ONT.

REPRESENTATIVES:

CLARE & BROCKEST, Winnipeg. ELLIS & GROGAN, Calgary.

INDUSTRIAL GOSSIP

HARDWARE AND METAL would be pleased to receive from any authoritative source industrial news of any sort, the formation or incorporation of companies, establishment or enlargement of mills, factories foundries or other works, railway or mining news, etc. All such correspondence will be treated as confidential when desired.

THE Hamilton & Toronto Sewer Pipe Co., Limited, Hamilton, Ont., have been incorporated with a capital of $50,000, to manufacture and deal in sewer pipe, brick, terra cotta, contractors' and builders' supplies, etc. The directors are J. H. New, J. T. Locke, J. W. Rose, all of Toronto; T. H. Graham, Inglewood, Ont.; George Lynch-Staunton, Hamilton.

Graham Fraser, general manager of the Dominion Iron & Steel Co., says that the wire rod mill is now practically completed and that the company are only waiting for completion of the billet mill to begin turning out rods. The billet mill will probably be in operation in a few days.

A dispatch from London, Eng., says that Dr. Haanel and his party of Canadians, who have been in Europe investigating electric smelting systems, sailed for home on Wednesday. They expressed great satisfaction with the results of their mission, having found in France a smelting plant working successfully as well as economically.

The Petrie Company, which was burned out in Guelph recently, is desirous of erecting its plant in Ottawa for the manufacture of dairy implements, and has asked the city for a loan of sixty thousand dollars, in return for which it promises to furnish employment to a large number of workmen. The application has not yet been considered.

The Leroy Automobile Co., Berlin, Ont., have decided to locate their new factory in some place other than Berlin.

J. M. Reid, Western manager of the Ontario Wind Engine and Pump Co., Toronto, has arrived in Winnipeg, and is already busy preparing plans for the erection of a new warehouse for the company on Chamber street. Building operations will commence almost immediately.

A mining man and capitalist of Seattle is going to build this Summer at Valdez, Alaska, a thoroughly up-to-date smelter of the largest size. In this new smelter it is the intention to incorporate all the best methods in use in the coast smelters. The Valdez smelter will treat the ores of the whole Alaskan coast, it is said, and the company have been assured of sufficient business to keep their plant running almost indefinitely.

A new industry is to be established in Galt. It will be known as the Galt Art Metal Company, and will manufacture metal decorations for offices and stores. Among those interested in the industry are: Hugh McCulloch, Sr., David Spiers, F. H. Hayhurst, T. Smith, Jos. Stauffer, W. H. Lutz and A. R. Goldie, all of Galt. This company asks no concession from the town. The new factory will be convenient to the Great Western Division of the Grand Trunk and the C. P. R.

The Fort Steele Prospector says that a company is being formed and preparation being made to establish on Perry Creek, B. C., a logging and lumbering enterprise larger and better equipped than any yet undertaken in the Kootenays. The system of logging will be the same as that used on the coast. This is a system of logging engines with cables and rigging to "yard out" the logs. Railroads will be built into all accessable places and the logs hauled to the mill on logging trains.

Geo. White is building a new planing mill on River street, Parry Sound. The mill will be up-to-date in every respect.

A. M. Graham, the new superintendent of shops of the Dominion Iron & Steel Co., has undertaken his duties. The new superintendent is a brother of Gordon Graham and a nephew of Harvey Graham of the Nova Scotia Steel & Coal Co. He has had a long experience in the iron and steel business in the United States, and was previous to accepting the Sydney position general inspector of the Lackawanna Steel Co., Buffalo.

The Western Counties Iron & Steel Company, Sydney, N. S., which was incorporated two years ago with a capital of $3,000,000, is to begin shortly the development of the iron ore districts at Torbrook, in Annapolis county. These areas they estimate contain in the vicinity of 300,000,000 tons. The company have also under contemplation the erection of blast furnaces at Parrsboro, or near there, utilizing coal from the Springhill collieries in their coke ovens. Later on they may undertake the manufacture of steel. For the present, however, they will confine themselves to the mining of iron ore on an extensive scale.

Good progress is being made in the installation of the $150,000 coal and coke plant for the International Coal & Coke Co., at Coleman, Alberta. The plant is designed to maintain an output of 2,000 tons per day, and within three months one-half that output will be maintained. A larger tonnage cannot be handled until the tipple and remainder of the surface plant is installed. A considerable portion of the machinery has arrived and the remainder is in transit. The completion of the first battery of ovens will be undertaken as soon as the frost leaves the ground.

Notes.

The coal output of the Sydney mines is on the increase.

The town of Wingham has passed a by-law granting a loan of $10,000 for the establishment of an upholstering and furniture factory there.

Andrew McCormack, Ottawa's veteran lumber operator, has purchased from the Quebec Government 130 square miles of limits situated on the height of land and about twenty-five miles above the head waters of the Ottawa.

Engineers are now locating the positions to run slopes for the new colliery at Big Glace Bay, N. S. The work of erecting buildings in which to carry on operations incident to the development of the new areas has commenced.

Dundas & Flavelles, Limited, Lindsay, Ont., have been incorporated with a capital of $100,000, to manufacture and deal in all kinds of merchandise. The directors are: J. D. Flavelle, W. Flavelle, and Wm. Dundas, all of Lindsay.

The Belleville Chronicle says that the Belleville Portland Cement Co. are showing great activity at their works at Point Arm. A large number of hands have recently been taken on, and several new buildings are in the course of erection.

O. B. Graves, Limited, London, Ont., have been incorporated with a capital of $20,000, to carry on the business of general house decorator and dealer in wall paper, etc. The directors are: L. B. Graves, L. H. Graves and E. O. Graves, all of London.

A company is to be formed in Ottawa to establish in that city a plant for the artificial manufacture of ice. The reason for such a step is that some trouble has been had with the ice cut from the river on account of impurities, probably being polluted with sewage.

The Empire Wall Paper Co., Limited, Toronto, have been incorporated with a capital of $50,000, to manufacture and deal in wall paper of every description. The directors are: G. W. Adams, Syracuse, N. Y.; H. C. Jarvis and S. Johnston, both of Toronto.

. . FULL STOCK . .

Salt Glazed Vitrified

SEWER PIPE

Double Strength Culvert Pipe a Specialty.

THE CANADIAN SEWER PIPE CO.

HAMILTON, ONT. TORONTO, ONT.
ST. JOHNS, QUE.

OAKEY'S The original and only Genuine preparation for Cleaning Cutlery 6d. and 1s Canisters.

'WELLINGTON'

KNIFE POLISH

JOHN OAKEY & SONS, LIMITED

MANUFACTURERS OF

Emery, Black Lead, Emery, Glass and Flint Cloths and Papers, etc.

Wellington Mills, London, England

Agent:

JOHN FORMAN, 644 Craig Street
MONTREAL

"GLOBE"

STEAM AND GAS COX

GUARANTEED SATISFACTORY.

Catalogue "C" and Discount Sheet on application.

The Globe Brass Works

Detroit, U.S.A.

Permanent, Economical, Handsome.

Arrow Brand Asphalt Ready Roofing.

Comes in rolls, ready to lay, with nails and cement. All ready covered with white sea gravel. No further attention after laid.

A. C. JENKING, Sole Agent,
Room 215 Coristine Building, - MONTREAL.

Sun, Frost, Water, Fumes DO NOT affect it. Write to-day for agency.

Will Hold Up a Shelf!

That's what a shelf bracket is for. For this purpose there can be NOTHING BETTER, NOTHING CHEAPER than the BRADLEY STEEL BRACKET. It is well Japanned, Strong and Light. The saving in freight is a good profit, aside from the lower price at which the goods are sold. Order direct or through your jobber.

ATLAS MFG. CO.,
New Haven, Conn., U.S.A.

PORTLAND CEMENTS

Best German, Belgian and English Brands.

FIRE BRICKS
FIRE CLAY
FLUE LININGS
DRAIN PIPES
HARD WALL PLASTER
CALCINED PLASTER
WHEELBARROWS
MORTAR STAINS.

A Full Stock of Builders' and Contractors' Supplies.

W. McNALLY & CO.

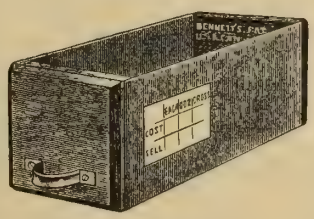
40 to 52 McGill St (Cor. Wellington St.)
MONTREAL.
Write for our quotations.

...THE...

Bennett Manufacturing Co.

Bennett's Patent Shelf Box and Cabinets for Hardware, Grocery, Seed and Drug Trades, etc.

Owing to the steady and rapid growth of ourbusiness new quarters were needed.



Address all communications to our New Factory:

Pickering, Ontario

MADE IN ENGLAND.

HACK SAW BLADE

MADE BY
CHAS. BAYNES
KNUZDEN BROOK
BLACKBURN

The Hanover Portland Cement Co., Limited

HANOVER, ONTARIO.

Manufacturers of the Celebrated **"Saugeen Brand"** OF PORTLAND CEMENT.

Prices on application.

"THE EMLYN" SAW BENCH

Made in 6 sizes. Best value obtainable. Specially designed for export With or without "Emlyn" Patent Guard. Sole maker—

CHARLES D. PHILLIPS,

Cables— "Machinery," Newport.
Emlyn Engineering Works NEWPORT, MON., ENGLAND

SKYLIGHTS

They are used more and more in Factories, Sheds, Warehouses, Stores. They excel side windows in many cases 100 to 1. You can sell these and make money.
Act as our agent. Write for proposal.

A. B. ORMSBY & CO.,
Cor. Queen and George Streets,
TORONTO, ONT.

The Saw That Sells Itself.

When placed in the hands of the intelligent mechanic the **ATKINS** High Grade Silver Steel Hand Saw sells itself. You simply show it and the saw does the rest.

ATKINS Silver Steel Hand Saws with Perfection Handles are warranted the FINEST Saws on earth in material, temper, grinding and finish.

Write for Catalogue and Prices.

E. C. ATKINS & CO.

C. D. TEN EYCK, Sales Agent for Canada.
Toronto Office: 30 Front St. East. Tel. Main 1896.

ATKINS
ALWAYS AHEAD

Leading Saw and Tool Manufacturers
Factories: INDIANAPOLIS, IND.
Northwestern Branch: Minneapolis, Minn.

3 in One

Oilright for delicate mechanism, guns, bicycles, etc. "3 in 1" is the ideal lubricant for all oiling purposes. Will not gum, thicken, turn rancid or collect dust. Cleans and polishes and positively prevents rust on metal surfaces in any climate or in any kind of weather, better than furniture polish for veneered and varnished surfaces. Sold by all the leading jobbers in Canada.

G. W. COLE CO.

141 Washington Life Bldg., New York.

DON'T!

See the machines.

See them work.

It is performance that counts.

Much talk won't make a cash register good or bad.

THE HALLWOOD

Cash Register makes claims and proves them.

See the machines.

See them work.

Learn our price, and **DON'T** be "bluffed."

THE

Hallwood Cash Register Co. of Canada

78-80 King St. E., TORONTO.

1782 Notre Dame St., MONTREAL.

FORD & FEATHERSTONE

Importers and dealers in

FIREPROOF SAFES, STEEL BANK SAFES, VAULTS, TIME LOCKS, DEPOSIT BOXES.

Combination locks put on and combinations changed. Safes repaired, etc.

10 John St. N., Hamilton, Ont.

ESTABLISHED 1855

TAYLOR'S SAFES

DOUBLE TONGUE & GROOVE

145 & 147 FRONT ST. EAST. TORONTO.

A DISTINCT TYPE

The OLIVER has certain superior features and unique improvements exclusively its own.

The

OLIVER

Typewriter

The Standard VISIBLE Writer.

Operates as smoothly as the delicate mechanism of a watch, durability unquestioned.

Works in a Whisper

Art Catalogue Free.

THE CANADIAN OLIVER TYPEWRITER CO.

156-8 St. Antoine St.

MONTREAL.

Agents wanted in all unoccupied territory.

THE OFFICE

DEVOTED TO THE OFFICE STAFFS OF BUSINESS ESTABLISHMENTS

A PERPETUAL INVENTORY FOR A RETAIL STORE.

TO know just how a business stands, says a writer in System, a perpetual inventory of stock is necessary. A card, similar to Figure 1, is used for each article in stock and is headed with the name of the article. Below this is kept a record of the goods received, with the date and quantity, and a record of the goods issued or disbursed and the balance on hand. This gives a perpetual

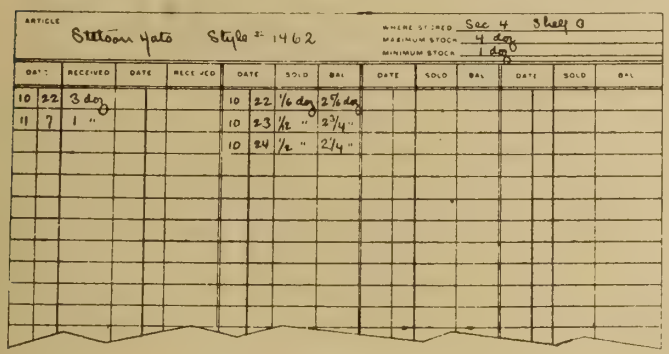


Fig. 1.

inventory. If desired, the cards may be arranged to show the names of concerns from which the goods are purchased, with the prices, so that the cards will show not only quantities, but the values of the stock on hand.

For each article in stock a maximum, normal and minimum limit should be established. These limits should be entered on the space provided for the purpose at the head of the card, so that the cards will always indicate when goods should be ordered.

The cards should be arranged according to the class of goods, first dividing the stock into its various classes and arranging these in alphabetical sequence. A half-cut centre projection guide card is used to indicate each

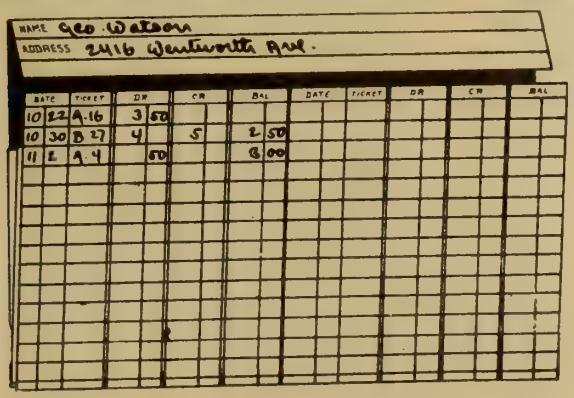


Fig. 2.

class. In front of these guides the stock cards are filled either alphabetically or by sizes, depending on the nature of the stock.

These stock records may be easily kept by the cashier, as the sales in the different departments may be tabulated on a sheet as the sales slips come in.

In this connection we call your attention to a very simple system for keeping our credit accounts. This is a folder system, using a 4x6-inch folder, as shown in Figure 2.

Instead of copying the items from the duplicate sales tickets, the total amount of the ticket is entered in the debit column on the outside of the folder, the date and ticket number being given. The tickets themselves are then filed in the folder. This makes a filing system and ledger combined. The folders are filed in a regular card drawer, indexed with alphabetical guides.

Two sets of guides are used to separate the open and closed accounts. When an account is paid or balanced, the folder is transferred to the division of paid accounts. Here it is indexed in the same manner as in the first division, so that if the account is reopened the folder may be readily located, and may be used until the space is entirely filled up.

With this system but one copy of the items is necessary, and that when the charge ticket is made out or the order taken. If a customer calls at the store to settle his account, the original entries may be shown him. This makes a satisfied customer, as there is no possible chance for a dispute when the customers see the charge slips themselves. In case an itemized statement is necessary, this can be made out from the charge slips themselves as quickly as though the items were entered on the ledger page.

CORRESPONDENCE RESPONSIBILITY.

UPON those who dictate the correspondence rests a still heavier responsibility, says Profitable Advertising. This is entirely too big a subject for casual comment.

It is one of the greatest fields in any business for the exercise of intelligence and tact.

Not only one's familiarity with the business itself, but one's whole knowledge of men and affairs is called into play.

A man can go on for a lifetime perfecting himself in such work.

In handling a large correspondence constant self-discipline is required to give the dictation life and interest.

The tendency is to degenerate into a mere machine, to use stereotyped forms and phrases.

Most business men seem incapable of putting their own personality into a letter, unless they are angry.

When a man is angry he should call his stenographer and dictate freely all that he feels inclined to say, have it carefully written out, read it thoughtfully, and then tear it up. It gets the load off his chest, and at a later hour or the next day he may be better qualified to do himself justice.

No outward expression of a business is of more vital consequence than the mail that goes out every day; what is said and the way it is said. The spirit of your business is sure to show in your correspondence.

THE MAIL ORDER BUSINESS.

AN interesting phase of the development of the mail-order idea, remarks Profitable Advertising, is the opportunity offered persons with very little capital to go into the business. There are many manufacturers who will furnish printed matter for distribution and fill all orders received, thus obviating the necessity of paying out money for preliminary advertising matter or for stock. The initial expense, then, is merely the cost of postage, which may be made as much or as little as convenient.

It is doubtful, however, if experiences of this sort prove satisfactory. Simply sending out a few batches of printed matter will not establish a paying business, and unless one has some practical knowledge of successful methods of promoting sales he had better think twice before taking this "short cut" to riches.

The mail-order business is a very attractive proposition, but, as in every other enterprise, brains, energy, money, and time are required to make it successful.

A QUESTION OF ARRANGING ACCOUNTS.

The Business World recently published the following from a reader: "The writer desires an opinion on a much disputed question, and the matter is left to you for final decision.

"The subject at hand is one of averaging accounts. The facts are as follows:

"A purchases various bills amounting to $5,185.79 on terms of sixty days, 7-10. These purchases average due May 9. Prior to maturity of these purchases the following partial payments on account are made:

January 3	$1,000
January 9	500
January 23	500
March 17	1,000
May 6	1,000

"On December 12, A settles the above account, deducting cash discount on the total purchases, and tenders B his check for $700 in full settlement, less interest of $23.50, or a net check of $676.33. At the time of sending the check for $676.33 he deducted thirty days' interest, and the $676.33 is supposed to represent the net balance due at date of December 12.

"B maintains that the check of $676.33 did not settle the account, but left a balance due (owing to him), A having deducted too much interest for anticipation. The dispute arises on what constitutes the balance of account.

"A maintains that the balance of the account is the amount due after all discounts were deducted.

"B states that the discount does not enter into the question of average, but that the balance in averaging the payments should be the amount before the discount is deducted, viz.: $1,055 and not $700. As this makes a difference of some days I would ask your respected opinion on same. Trust that you will answer this through the columns of your paper, as it will interest many."

LOOSE LEAF PRICE BOOK.

The Loose Leaf Price Book advertised by Hart & Riddell, Toronto, in this issue will be found useful to salesmen, order clerks, buyers, travellers, and in many departments of wholesale and retail houses. Prices can always be kept fresh, clean and up-to-date. Any page of old prices can be removed and new pages inserted in an instant. The Tengwall price books are flat opening, the sheets lie perfectly even and can be written on from edge to edge. By simply pressing the covers back any single or number of sheets may be removed or inserted quickly and easily.

The real opportunity for self-improvement is not in the city or the country, or anywhere outside of you; it is in yourself. The initial impulse, or motive power to do or to be, must come from within or nowhere.—Success.

ADVERTISE YOUR BUSINESS

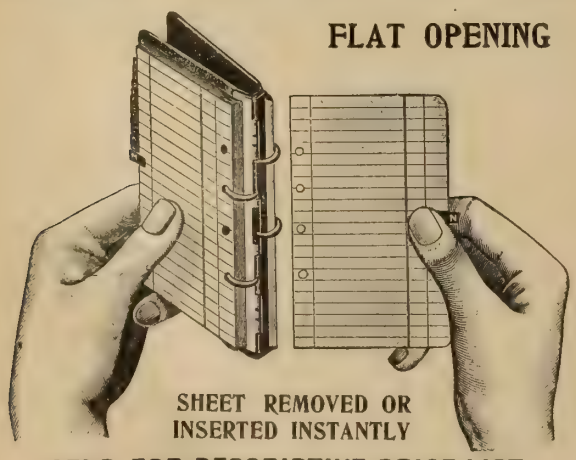
Write for particulars about our cuts and ads. from 50 cents up. To advertise in newspapers. Catchy ideas to catch business. Given to one merchant in a town. Send us your ads. and we will criticise them free. WRITE TO-DAY.

GEO. J. SMITH BUREAU, 621 BROADWAY, N.Y.

WE WRITE ADS. IN FRENCH.

TENGWALL LOOSE LEAF PRICE BOOK

FLAT OPENING



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SEND FOR DESCRIPTIVE PRICE LIST.

HART & RIDDELL, Manufacturers Loose Leaf Ledgers and all kinds of Binders. TORONTO

We do Good Printing Cheap

1,000 Business Cards,	$1.50
1,000 Note Heads,	$1.00
1,000 Statements,	$1.50
1,000 Dodgers,	$1.25

Write for Samples.

G. A. Weese & Son, 44 Yonge St., Toronto.

How Long Does it Take

To render your accounts every month? With the Briggs Ledger System you can render 500 accounts in 35 minutes, and then know that they are absolutely correct.

Write for our free catalogue.

The Briggs Ledger System Co., Limited

75 York St., - Toronto, Can.

This list is for the purpose of placing retailers, manufacturers' jobbers and other readers in touch with reliable and competent accountants and auditors whose services are so frequently required for such purposes as opening books,

Leading Canadian Accountants and Auditors

adjusting and auditing accounts, arranging partnerships or organizing joint stock companies, devising special office systems, making collections and investigations, handling estates, making valuations, etc.

DAVID HOSKINS, F.C.A.
Chartered Accountant,
Auditor,
Financial Valuator.
207 Manning Chambers, City Hall Sq.,
Toronto, Canada.

F. H. KIDD,
Chartered Accountant, Auditor,
Assignee, Etc
505 McKinnon Bldg., - Toronto.

HENRY BARBER & CO.,
Accountants and Assignees.
Offices:
18 Wellington St. E., Toronto, Ont.

GEO. O. MERSON,
Chartered Accountant,
Auditor, Assignee, etc.
Regular and Special Audits.
27 Wellington St. E.,
'Phone Main 4744. Toronto.

JENKINS & HARDY,
Assignees, Chartered Accountants,
Estate and Fire Insurance Agents.
15½ Toronto Street - Toronto.
465 Temple Building, Montreal.
100 William Street, New York.

WILLIAM FAHEY,
Accountant and Auditor.
462 McKinnon Building, Toronto.

Cable Address: "Wigwam."
T. G. WILLIAMSON,
Chartered Accountant and Auditor,
15 Toronto St., Toronto, Canada.

This space $15 a year.

This space $15 a year.

This space $15 a year.

This list is for the purpose of placing manufacturers, wholesale and retail merchants and other readers throughout Canada, and firms abroad doing business in Canada, in touch with the legal profession throughout the Dominion, for the collection of accounts, legal representation,

LEGAL CARDS.

organization of companies, the arrangement or dissolution of partnerships, or assignments, as well as all other matters of a legal nature.
For advertising rates apply to MacLean Publishing Co., Limited, Montreal or Toronto.

BEATTY, BLACKSTOCK, FASKEN & RIDDELL,
BEATTY, BLACKSTOCK, CHADWICK & GALT,
Barristers, Solicitors, Notaries, Etc.
Offices, Bank of Toronto.
Tel., Main 3813. Toronto, Ont.

JAS. H. BURRITT, K.C.
Solicitor, Notary, Etc.
Pembroke, - - - Ont.

D. O. CAMERON, Barrister.
Equity Chambers, Toronto.
Branch Office, Oakville, Ont.

I. L. O. VIDAL.
Barrister, Solicitor, etc. Collections and Commercial Law.
Montmagny and Quebec City, Que.

TUPPER, PHIPPEN & TUPPER,
Barristers, Solicitors, Etc.
Winnipeg, - - Canada.

J. C. HAMILTON, LL.B.,
Barrister, Solicitor and Notary.
McKinnon Building, Toronto.
'Phone, Main 65.

ATWATER, DUCLOS & CHAUVIN
Advocates. Montreal.
Albert W. Atwater, Q. C., Consulting Counsel for City of Montreal. Chas. A. Duclos. Henry N. Chauvin.

Educational Department.

The following institutions for the education of business men's sons and daughters are recommended by this paper:

Would You Like to Go to a Business College?

We teach Book-keeping, Shorthand, Penmanship, Commercial Arithmetic, Commercial Law, Correspondence, etc.

BY MAIL

We teach them thoroughly and at a small cost. Write for our free booklet telling about the course.

CANADIAN CORRESPONDENCE COLLEGE, Limited
TORONTO, CANADA.

Western Business College

Cor. College and Spadina avenue, **TORONTO.**

Thorough courses in Bookkeeping, Stenography, Typewriting and **Penmanship**; individual instruction.

A. J. HOARE, Principal.

St. Margaret's College, Toronto

A Boarding and Day School for Girls.
Thorough courses in every department.
Only teachers of the highest academical and professional standing employed.

GEORGE DICKSON, M.A., Director.
MRS. GEORGE DICKSON, Lady Principal.

Typewriting

Bookkeeping and Shorthand are sure stepping-stones to success.
Teachers who have had practical business experience teach these branches in

THE WILLIS BUSINESS COLLEGE.
A school of genuine merit. Send for our beautiful catalogue.
S. T. Willis, Principal, Cor. Bank and Albert Sts., OTTAWA.

The Belleville Business College,

Limited.

BELLEVILLE, ONTARIO.

Send for handsome catalogue describing fully all courses

J. Frith Jeffers, M.A., Principal

Trade With England

Every Canadian who wishes to trade succes fully with the Old Country should read

"Commercial Intelligence"
(The address is 168 Fleet St., London, England.)

The cost is only 6c. per week. (Annual subscription, including postage, $4.80.)
Moreover, regular subscribers are allowed to advertise without charge in the paper. See the rules.

NEW TELEPHONE LINE

A new copper metallic line has just been completed from Simcoe to Port Rowan. The towns listed below can now be reached from Toronto at the following rates:

PORT ROWAN -	50c.
ST. WILLIAMS - -	50c.
VITTORIA - -	40c.

The Bell Telephone Co. of Canada

Roofing Felt Factory
Harbor St.,
Montreal.

Paper Manufacturers

Paper Mills,
Joliette,
Quebec.

Building Papers
Ready Roofing
Pitch and Roofing Cement

Black Diamond Brand
TARRED FELT.

Brown and Manilla Wrapping
Hanging and Print,
Colored Papers

ALEX. McARTHUR & CO., LIMITED. Office 82 McGill St., Montreal

CURRENT MARKET QUOTATIONS.

April 15, 1904.

These prices are for such qualities and quantities as are usually ordered by retail dealers on the usual terms of credit, the lowest figures being for larger quantities and prompt pay. Large cash buyers can frequently make purchases at better prices. The Editor is anxious to be informed at once of any apparent errors in this list, as the desire is to make it perfectly accurate.

METALS.

TIN.

Lamb and Flag and Straits—		
56 and 28-lb. ingots, 100 lb.	$30 00	$31 00

TINPLATES.

Charcoal Plates—Bright.

	Per box.
M.L.S., equal to Bradley—	
I C, usual sizes	$6 50
I X "	8 00
I X X "	9 50
Famous, equal to Bradley—	
I C	6 75
I X	8 25
I X X	9 75
Raven and Vulture Grades—	
I C, usual sizes	4 25
I X "	5 00
I X X "	5 75
I X X X "	6 50

"Dominion Crown Best"—Double Coated, Tissued.

	Per box.
I C	5 50
I X	6 50
X X	7 50

Allaway's Best"—Standard Quality.

I C	4 50
I X	5 50
I X X	6 50

Coke Plates—Bright.

Bessemer Steel—	
I.C., usual size, 14x20	3 50
I.C., special sizes, base	3 75
20x28	7 50

Charcoal Plates—Terne

Dean or J. G. Grade—	
I.C., 20x28, 112 sheets	7 50
IX., Terne Tin	10 50

Charcoal Tin Boiler Plates.

Cookley Grade—	
X X, 14x56, 50 sheet bxs. / " 14x60, " / " 14x65, "	7 00

Tinned Sheets.

72x30 up to 24 gauge	7 25	7 50
" " 26 "	7 75	8 00

IRON AND STEEL.

Common bar, per 100 lb		1 80
Refined " "		2 20
Horseshoe Iron "		2 25
Hoop steel, 1½ to 3-in. base		2 75
Sleigh shoe steel, "		2 10
Tire steel	2 30	2 50
Reeled machinery		3 00
Toe calk steel	2 85	3 00
T. Firth&Co.'s tool steel, per lb	0 12½	0 13
Jessop's high speed steel		0 60
" standard tool steel		0 14
" crucible sheet steel		0 14
" Chas. Leonard's tool	0 08	0 09
Crucible Steel Co.		
" Black Diamond	0 10	0 11
" Silver steel		0 13
" Special		0 17
" Rex high speed steel	0 65	0 75
" Self Hardening	0 45	0 50
Jonas & Colver's tool steel	0 10	0 20
" "Air Hardening"		0 70
Drill steel, per lb	0 08	0 10
Russia Iron—		
Genuine		0 11

STEEL BOILER PLATE.

¼ in	2 50	2 60
3-16 in	2 60	2 70
⅜ in. and thicker	2 50	2 60

BABBIT METAL.

"Tandem," A	per lb.	0 27
" B	"	0 21
" C	"	0 11½
Frictionless Metal	"	0 23

Syracuse Smelting Works:

Aluminum, genuine	0 45
Government, "	0 44
Tough, "	0 40
Hard, "	0 40
Dynamo	0 30
Special	0 25
Harmony	0 22
Car Box	0 20
Extra	0 15

The Canada Metal Co.:

Imperial, genuine,	0 40
Metallic	0 30
Hercules	0 20
Star	0 15
No. 1	0 12
No. 2	0 10
No. 3	0 06
No. 4	0 05

Geo. Langwell & Son.

No. 1	0 08
No. 2	0 07
No. 3	0 05½
Extra	0 09½

BLACK SHEETS.

	Montreal.	Toronto
10 and 16 gauge	2 25	2 50
18 gauge	2 30	2 50
20 "	2 30	2 50
22 to 24 gauge	2 35	2 70
26 "	2 40	2 80
28	2 40	2 90

COPPER WIRE.

Discount, 50 per cent.

CANADA PLATES.

Ordinary	2 60
All bright	3 50

Galvanized Canada Plates—

	Ordinary.	Dom. Crown.
18x24x52	4 25	4 35
" 60	4 50	4 60
20x28x80	8 50	8 70
" 94	9 00	9 20

GALVANIZED SHEETS.

	Fleur-de-Lis.	Gordon Crown.	Comet	Bell.	Queen's Head
16 gauge		3 65	....	....	....
18 to 24 gauge		3 75	3 75	3 75	3 75
26 "		4 00	4 00	3 90	4 00
28 "		4 25	4 25	4 05	4 25

American brands, $4.00 for 28 gauge.
Less than case lots 10 to 15c. extra.

CHAIN.

Proof coil, 3-16 in., per 100 lb.	....
" ¼ "	5 60
" 5-16 "	4 45
" ⅜ "	3 85
" 7-16 "	3 70
" ½ "	3 55
" 9-16 "	3 45
" ⅝ "	3 35
" ¾ "	3 25

Halter, kennel and post chains, 40 to 40 and 5 per cent.

Cow ties	40 p.c.
Tie out chains	65 p.c.
Stall fixtures	35 p.c.
Trace chain	45 p.c.

Jack chain, iron, single and double, discount 35 p.c.
Jack chain, brass, single and double, discount 40 p.c.

COPPER.

	Ingot.	Per 100 lb.
Casting, car lots	....	13 75

Bars.

Cut lengths, round, ½ to ⅞ in.	21 00	23 00
" round and square, 1 to 2 inches	21 00	23 00

Sheet.

Plain, 16 oz., 14x48 and 14x60	20 00
Plain, 14 oz.,	21 00
Tinned copper sheet	24 00
Planished	32 00

Braziers' (in sheets).

4x6 ft., 25 to 30 lb. each, per lb.	0 22
" 35 to 45 " "	0 21
" 50-lb. and above "	0 20

BOILER AND T.K. PITTS.

Plain tinned, per lb	0 28
Spun, per lb	0 32

BRASS.

Rod and Sheet, 14 to 30 gauge, 15 per cent.

Sheets, hard-rolled, 2x4	0 23
Tubing, base, per lb	0 23½

ZINC SPELTER.

Foreign, per 100 lb	6 00	6 25
Domestic " "	....	....

ZINC SHEET.

5-cwt. casks	6 15	6 50
Part casks	6 50	7 00

LEAD.

Imported Pig, per 100 lb.	3 20	3 30
Bar, per lb	....	0 05
Sheets, 2½ lb. sq. ft., by roll	....	0 06½
Sheets, 3 to 6 lb. "	....	0 06

NOTE.—Cut sheets ½c. per lb., extra. Pipe, by the roll, usual weights per yard, lists at 7c. per lb. and 35 p.c dis. f.o.b. Toronto.

NOTE.—Cut lengths, net price, waste pipe 8-ft. lengths, lists at 8c.

ANTIMONY.

Cookson's	per lb.	7 50	8 00

SHOT.

Common, $6.50 per 100 lb.; chilled, $7.00 per 100 lb.; buck, seal and ball, $7.50. Discount, 17½ p.c. Prices are f.o.b. Toronto, Hamilton, Montreal, St. John and Halifax. Terms, 3 p.c. cash, freights equalized.

PLUMBING GOODS.

BATH TUBS.

Zinc	6 00

Copper, discount 20 per cent. off revised list.

BATHS.

Standard Enameled.

5½-ft. rolled rim, 1st quality	21 60
5½ " " " 2nd "	17 85

CLOSETS.

	Net.
Fittings	1 00
Plain Simplex Syphon Jet	9 00
Emb. " " "	9 50
Fittings	1 25
Low Down Elgin or Teutonic, plain	6 00
Low " " " emb.	6 50
Connection	1 25
Plain Richelieu	4 25
Emb. "	4 50
Connections	1 25
Basins, P.O., 14-in	0 63
Basins, oval, 17 x 14-in.	1 50
Basins, " 19 x 15-in.	2 00

IRON PIPE.

Black pipe—	Per 100 feet.
⅛ inch	3 05
¼ "	2 07
⅜ "	2 25
½ "	2 50
¾ "	3 22
1 "	4 58
1¼ "	6 47
1½ "	7 85
2 "	11 05
2½ "	19 25
3 "	22 75
3½ "	28 75
4 "	35 25
4½ "	41 00
5 "	44 00
6 "	57 50

Galvanized pipe—	
¼ inch	2 88
⅜ "	3 11
½ "	3 42
¾ "	4 40
1 "	6 35
1¼ "	8 80
1½ "	10 75
2 "	14 80

Malleable Fittings—Discount 20 p.c.
Cast Iron Fittings—
Standard, 57½ per cent.; unions, 55 per cent.; on nipples, headers and flanged unions, 60 per cent.

PLUMBERS' BRASS GOODS.

Standard Compression work, dis. 60 & 10 p.c.
Cushion work, discount 50 per cent.
Fuller work, discount 70 per cent.
6 dozen lots and over of the above, extra discount 10 per cent.
Lever handle Stops and Waste, discount 60 per cent. With, in lots of 2 dozen and over, an extra discount of 10 per cent.
J.M.T. Globe, Angle and Check Valves, discount 55 per cent.
Standard Globe, Angle and Check Valves, discount 60 per cent.
"Kerr" Globe, Angle and Check Valve. discount 60 per cent.
J. M. T. Radiator Valves discount 55 per cent.
Standard Radiator Valves, discount 60 per cent.
Patent Quick-Opening Valves, discount 65 per cent.

No. 1 compression bath cock......net	1 75
No. 4 " " "	1 90
No. 7 Fuller's "	2 10
No. 4½, " "	2 25
Patent Compression Cushion, basin cock, hot and cold......per doz.	15 00
Patent Compression Cushion, bath cock, No. 2208	2 25

Square head brass cocks, discount 55 per cent
" " iron " " 50 to 60 "
Thompson Smoke-test Machine $25.00

RANGE BOILERS.

Dominion, 30 gallon ......net	4 75
" 35 " "	5 75
" 40 " "	6 75
Copper, 30 gallon "	22 00
" 35 " "	24 00
" 40 " "	28 00

Discount off copper boilers 15 per cent.

SOIL PIPE AND FITTINGS.

Light soil pipe, discount, 50 per cent.
" " fittings, discount 50 and 10 p.c.
Med. and Extra heavy pipe and fittings, dis. 60 per cent.
7 and 8-in. pipe, discount 40 and 5 per cent.

SOLDER.

	Per lb
Bar, half-and-half, guaranteed	0 19
Bar, half-and-half, commercial	0 18
Refined	0 18

PAINTS AND OILS.

BLUESTONE.

Casks, for spraying,	5 50
100-lb. lots do per lb.	0 06

COLORS IN OIL.

1-lb. tins, pure.

Venetian red, per lb.	0 08
Chrome yellow	0 15
Golden ochre	0 08
French "	0 06
Marine black	0 04
Chrome green	0 10
French Permanent green	0 13
Signwriters' black	0 15
Umber	0 11
Sienna	0 [illegible]

THOS. GOLDSWORTHY & SONS

MANCHESTER, ENGLAND.

EMERY { Cloth Corn Flour

We carry all numbers of Corn and Flour Emery in 10-pound packages, from 8 to 140, in stock. Emery Cloth, Nos. OO., O., F., FF., 1 to 3.

JAMES HUTTON & CO., Wholesale Agents for Canada, Montreal.

COLORS DRY.

Pure in bbls., per cwt. Less than th quantity ½c. extra.

Common ochre, bbls	....	2 50
Yellow ochre	....	1 12½
Brussels ochre	....	2 75
Venetian red,	1 50	2 25
English oxides,	3 00	3 25
American oxides	1 25	2 75
Canadian red oxides	....	1 50
Super magnetic oxides, 93 p.c.	....	2 00
Burnt sienna	....	9 00
" umber	6 00	7 00
Raw umber	6 00	7 00
Drop black	....	12 00
Chrome yellow	....	0 18
Chrome greens	....	5 50
French green	....	0 09
Golden ochre	....	2 75
Ultramarine blue, in 28-lb. bxs	7 00	10 00
Fire proof mineral	...	1 00
Genuine Eng. Litharge	....	4 50
Mortar color	....	1 00
Pure Indian red, lb	....	0 09
Whiting, bbl	....	0 65
English vermilion in 30-lb. bgs.	...	0 85

CASTOR OIL.

British, 1st. qual, in cases, per lb	0 08½	0 09½
" " small lots	0 10	0 10½

COD OIL, ETC.

Cod oil, per gal	0 50	0 55
Pure olive	....	1 40
" neatsfoot	....	0 90

WHITE LEAD. er 100 lb.

Pure	....	4 75
No. 1	....	4 50
No. 2	....	4 25
No. 3	....	3 87½
No. 4	....	3 50
Munro's Select Flake White	....	4 75
Elephant and Decorators' Pure	....	4 75
Monarch	....	5 00
Decorator's Pure	....	4 75
Essex Genuine	....	4 25
Sterling Pure	....	5 00
Island City Pure	....	5 00
Ramsay's Pure Lead	4 75	5 00
Ramsay's Exterior	4 50	4 75

RED LEAD.

Genuine, 560 lb. casks, per cwt	$4 25	$4 50
Genuine, 100 lb. kegs, "	....	4 75
No. 1, 560 lb. casks, per cwt	....	4 00
No. 1, 100 lb. kegs, per cwt	....	4 25

WHITE ZINC.

Extra Red Seal	0 06	0 08
French V. M.	0 06	0 06¼
Lehigh	0 06	0 06¼

DRY WHITE LEAD.

Pure, casks	4 50
Pure, kegs	4 75
No. 1, casks	4 25
No. 1, kegs	4 50

PREPARED PAINTS.

In ¼, ½ and 1-gallon tins.

Pure, per gallon	....	1 20
Second qualities, per gallon	....	1 00
Barn (in bbls.)	0 60	0 90
The Sherwin-Williams paints	1 30	1 40
Canada Paint Co.'s pure	....	1 25
Toronto Lead & Color Co's pure	....	1 25
Sanderson Pearcy's pure	....	1 20
Standard Co.'s "New Era."	....	1 30
"Globe" barn	60	70
Francis-Frost Co.'s "Ark" B'd	....	1 25
" British Navy deck	....	1 50
Henderson & Potts's "Anchor"	....	1 35
Globe Paint Co.'s mixed	....	1 30
" barn and bridge	....	0 75
Ramsay's paints, Pure, per gal.	....	1 20
" Thistle, "	....	1 00
" Outside, bbls	0 55	0 65
Island City House Paint	....	1 25
" Floor "	....	1 25
Sterling House Paint	....	1 20
" Floor "	....	1 10
National	....	1 05

PUTTY.

Bulk in bbls	1 50
Bulk in less quantity	1 75
Bladders in bbls	1 75
Bladders in kegs, boxes or loose	1 90
25-lb. tins	1 85
12½ lb. tins	2 10
Bladders in bulk or tins less than 100 lb.	1 90

VARNISHES.

In 5-gal. lots.	Per gal.	Net.
Carriage, No. 1	1 50	1 60
Pale durable body	4 10	4 25
" rubbing	2 85	3 20
Gold size, japan	1 50	1 60
No. 1 brown japan	0 85	0 90
Elastic oak	....	1 50
Furniture, extra	1 10	1 25
" No. 1	0 90	1 00
Hard oil finish	1 35	1 50
Light oil finish	1 60	1 70
Damar	1 75	2 00
Shellac, white	2 40	2 50
" orange	2 30	2 40
Turpentine, brown japan	1 10	1 20
" black japan	1 10	1 20
" " No. 1.	0 85	0 90
Elastilite varnish, 1 gal. can, each		2 00
Granitine floor finish, per gal		2 75

Maple Leaf coach enamels; size 1, $1.20; size 2, 70c.; size 3, 40c. each.

Sherwin-Williams' kopal varnish, assorted case, from to 1 gal., $2.50.

GLUE.

Common	0 08	0 08½
French medal	0 10	0 14
White, extra	0 18	0 22
Gelatine	....	....
Strip	0 18	0 20
Coopers	0 19	0 20
Huttner	....	....
Ground	0 12	0 16
Cologne, genuine	....	

HARDWARE.

AMMUNITION.

Cartridges.

B. B. Caps Dominion, 50 and 5 per cent.
Rim Fire Pistol, discount 40 p.c., American.
Rim Fire Cartridges, Dominion, 50 and 5 p.c.
Central Fire Pistol and Rifle, 10 p.c., Amer.
Central Fire Cartridges, pistol sizes, Dominion, 30 per cent.
Central Fire Cartridges, Sporting and Military, Dominion, 15 per cent.
Central Fire, Military and Sporting, American, add 5 per cent. to list. B.B. Caps, discount 40 per cent., American.
Loaded and empty Shells, "Trap" and "Dominion" grades, 25 per cent. Rival and Nitro, 10 per cent. advance on list.
Brass Shot Shells, 55 per cent.
Primers, Dom., 30 per cent.; American, $1.60.

Wads.	per lb.
Best thick white felt wadding, in ½-bags	$ 00
Best thick brown or grey felt wads, in ½-lb. bags	0 70
Best thick white card wads, in boxes of 500 each, 12 and smaller gauges	0 99
Best thick white card wads, in boxes of 500 each, 10 gauge	0 35
Best thick white card wads, in boxes of 500 each, 8 gauge	0 55
Thin card wads, in boxes of 1,000 each, 12 and smaller gauges	0 20
Thin card wads, in boxes of 1,000 each, 10 gauge	0 25
Thin card wads, in boxes of 1,000 each, 8 auge	...

Chemically prepared black edge grey cloth wads, in boxes of 250 each—	Per M.
11 and smaller gauge	0 60
9 and 10 gauges	0 70
7 and 8 "	0 90
5 and 6 "	1 10

Superior chemically prepared pink edge, best white cloth wads, in boxes of 250 each—

11 and smaller gauge	1 15
9 and 10 gauges	1 40
7 and 8 "	1 65
5 and 6 "	1 90

ADZES.

Discount 20 per cent.

ANVILS.

Wright's, 80-lb. and over	0 10½
Hay Budden, 80-lb. and over	0 09½
Brook's, 80-lb. and over	0 11½

AUGERS.

Gilmour's, discount 65 and 5 per cent. off list.

AXES.

Chopping Axes		
Single bit, per doz.	7 00	10 00
Double bit, "	10 00	18 00
Bench Axes, 40 per cent.		
Broad Axes, 25 per cent.		
Hunters' Axes	5 50	6 00
Boys' Axes	6 25	7 00
Splitting Axes	7 00	12 00
Handled Axes	....	10 00

AMERICAN AXE AND TOOL CO.

Red Ridge, boys', handled.	....	5 75
" hunters	....	5 25

AXLE GREASE

Ordinary, per gross	6 00	7 00
Best quality	10 00	12 00

BELLS.

Hand.

Brass, 60 per cent.
Nickel, 55 per cent.

Cow.

American make, discount 63¾ per cent.
Canadian, discount 45 and 50 per cent.

Door.

Gongs, Sargant's 5 50 8 00
" Peterboro', discount 50 and 10 per cent. off new list.

Farm.

American, each 1 25 3 00

House.

American, per lb. 0 35 0 40

BELLOWS.

Hand, per doz.	3 35	4 75
Moulders', per doz.	7 50	10 00

Blacksmiths', discount 40 per cent.

BELTING.

Extra, 60 per cent.
Standard, 60 and 10 per cent.
No. 1, not wider than 6 in., 60, 10 and 10 per cent.
Agricultural, not wider than 4 in., 75 per cent.

BITS.

Auger.

Gilmour's, discount 60 per cent.
Rockford, discount 50 and 10 per cent.
Jennings' Gen., net list.

Car.

Gilmour s, 47½ per cent.

Expansive.

Clark's, 40 per cent.

Gimlet.

Clark's, per doz	0 65	0 90
Diamond, Shell, per doz.	1 00	1 50
Nail and Spike, per gross	2 25	5 20

BLIND AND BED STAPLES.

All sizes, per lb. 0 07½ 0 12

BOLTS AND NUTS

	Per cent.
Carriage Bolts, common ($1 list)	
" " 3-16 and ¼	60
" " 3-16 and ⅜	55 and 5
" " 7-16 and up	55
" " full sq. ($2.40 list)	60
" " Norway Iron ($3 list)	60
Machine Bolts, all sizes, ⅜ and less	60
Machine Bolts, 7-16 and up	55 and 5
Plough Bolts	55 and 5
Blank Bolts	55 and 5
Bolt Ends	55 and 5
Sleigh Shoe Bolts	70
Coach Screws, cone point	70

Nuts, square, all sizes, 4c. per lb. off.
Nuts, hexagon, all sizes, 4¼c. per lb. off.
Stove Rods, per lb., 5½ to 6c.

BOOT CALKS.

Small and medium, ball ....per M.	4 25
Small heel "	4 50

BRIGHT WIRE GOODS.

Discount 62½ per cent.

BUTCHERS' CLEAVERS.

German ....per doz.	6 00	9 00
American "	12 00	18 00

BUTCHER KNIVES.

Bailey's ....per doz. 0 60 6 30

BUILDING PAPER, ETC

Tarred Felt, per 100 lb.	85
Ready roofing, 2-ply, not under 45 lb. per roll	0 90
Ready roofing, 3-ply, not under 65 lb., per roll	1 15
Carpet Felt ....per ton	45 00
Heavy Straw Sheathing ....per ton	35 00
Dry Sheathing ....per roll, 400 sq. ft.	0 40
Tar " " 400 "	0 50
Dry Fibre " 400 "	0 55
Tarred Fibre " 400 "	0 65
O. K. & I. X. L " 400 "	0 70
Resin-sized 400 "	0 45
Oiled Sheathing " 600 "	1 00
Oiled " " 400 "	0 70
Roof Coating, in barrels ....per gal.	0 17
Roof " small packages "	0 25
Refined Tar ....per barrel	5 00
Coal Tar "	4 00
Coal Tar, less than barrels ....per gal.	0 15
Roofing Pitch ....per 100 lb.	1 10

BULL RINGS.

Copper, $2.00 for 2½-inch, and $1.9 for 2-inch.

BUTTS.

Wrought Brass, net revised list.

Cast Iron.

Loose Pin, discount 60 per cent

Wrought Steel.

Fast Joint, discount 65, 10 and 2½ per cent.
Loose Pin, discount 65, 10 and 2½ per cent.
Berlin Bronzed, discount 70, 70 and 5 per cent
Gen. Bronzed ....per pair 0 40 0 65

CARPET STRETCHERS.

American ....per doz.	1 00	1 50
Bullard's "	....	6 50

CASTORS.

Bed, new list, discount 55 to 57½ per cent.
Plate, discount 52½ to 57½ per cent.

CATTLE LEADERS.

Nos. 32 and 33 ....per gross 7 50 8 50

CHALK.

Carpenters' Colored, per gross	0 45	0 75
White lump ....per cwt.	0 60	0 65
Red	0 05	0 06
Crayon ....per gross	0 14	0 18

CHISELS.

Socket, Framing and Firmer.

Broad's, discount 60 and 10 per cent.
Warnock's, discount 50 and 10 per cent.
P. S. & W. Extra, discount 60 and 10 per cen

FOODS—STOCK.

Colonial Stock Foods, 50c. packages, per doz	$4 00
" " " 25c. pkgs., "	2 00
" " " 10c. " "	75
" " " 25-lb. pail, each	1 30
Poultry Foods, 25c. packages	1 25
Cough Powders, per doz	1 25
Worm " "	1 25
Internation l Stock Foods, $1 packages, per doz.	8 00
International Stock Foods, per pail	2 75
" " " per bbl	10 50
" Poultry " $1 pkgs., per dz.	8 00
" Worm Powders 50c pkgs. "	4 00
" Pine Healing Oil, per doz	8 00
" Pheno-Chloro. $1 pkgs., per doz	8 00
" Hoof Ointment	8 00
" Compound Absorbent	16 00

Also 25c. pkgs. at $2 per doz. 50c. pkgs. at 4 per doz.

CLIPS.

Axle, discount 65 per cent.

Paterson's Wire Edged Ready Roofing

has successfully stood the test of Canada's variable climate for over twenty years, and is the only popular substitute for shingles.

We are advertising the above Roofing extensively in the "Farmers' Magazines" and in all cases we ask prospective customers to order our goods from their local Hardware Merchants.

There will be a very large quantity of our Ready Roofing sold in the future, and you can't blame us if you don't get your share of that trade.

Prices, Samples and Testimonials from

The Paterson Mfg. Co., Limited

Toronto and Montreal.

COMPASSES, DIVIDERS, ETC.

American, discount 62½ to 65 per cent.

CONDUCTOR PIPE.

Plain or Corrugated.

2-inch	per 100 feet	3 00
3 "	" "	4 00
4 "	" "	5 25
5 "	" "	6 75
6 "	" "	9 00

CRADLES, GRAIN.

Canadian, discount 20 to 25 per cent.

CROSSCUT SAW HANDLES.

S. & D., No. 3	per pair	0 17½
S. & D., " 5	"	0 22½
S. & D., " 6	"	0 15
Boynton pattern	"	0 20

DOOR SPRINGS.

Torrey's Rod	per doz.	....	1 75
Coil, 9 to 11 in.	"	0 95	1 65
English	"	2 00	4 00

DRAW KNIVES.

Coach and Wagon, discount 50 per cent.

Carpenters' discount 60 and 10 per cent.

DRILLS.

Hand and Breast.

Millar's Falls, per doz., net list.

DRILL BITS.

Morse, discount 37½ to 40 per cent.
Standard, discount 50 and 5 to 55 per cent.

FAUCETS.

Common, cork-lined, discount 35 per cent.

EAVETROUGHS.

10-inch ... per 100 ft. 10 00

ELBOWS (stovepipe.)

5 and 6-inch, common	per doz.	1 20
7-inch	"	1 35

Polished, 15c. per dozen extra.

ESCUTCHEONS.

Discount 50 and 10 per cent., new list

ESCUTCHEON PINS.

Iron, discount 40 per cent.

FACTORY MILK CANS.

Discount off revised list, 40 per cent.

FILES AND RASPS.

Great Western	.70 and 10 per cent.
Arcade	.70 " 10 "
Kearney & Foot	.70 " 10 "
Disston's	.70 " 10 "
American	.70 " 10 "
J. Barton Smith	.70 " 10 "
McClellan	.70 " 10 "
Eagle	.70 " 10 "
Nicholson, 60 and 10 to 60, 10 and 5	"
Royal	.80 "
Globe	.70 to 75 "

Black Diamond, 60 and 10 to 60, 10 and 5 per cent.
Jowitt's, English list, 25 to 27½ per cent.
Nicholson File Co.'s "Simplicity" file handle, per gross 85c. to $1.50

GLASS.

Window. Box Price.

Size United Inches.	Star Per 50 ft.	Star Per 100 ft.	D. Diamond Per 50 ft.	D. Diamond Per 100 ft.
Under 26	....	3 80	....	5 06
26 to 40	....	4 00	....	5 44
41 to 50	....	4 50	....	6 56
51 to 60	....	4 75	....	7 50
61 to 70	....	5 00	....	8 62
71 to 80	....	5 30	....	9 38
81 to 85	....	....	....	10 75
86 to 90	....	....	....	12 30
91 to 95	....	....	....	15 00
96 to 100	....	....	....	18 00

Discount, 15 to 20 per cent.

GAUGES.

Marking, Mortise, Etc.

Stanley's, discount 50 to 55 per cent.

Wire Gauges.

Winn's, Nos. 26 to 33 ... each 1 65 2 40

GILLETT'S POWDERED LYE.

1-case, $3.60; 3-case, $3.50; 5-case and over, $3.40.

HALTERS.

Rope, ¾-inch	per gross	....	12 00
Rope, ½ "	"	....	9 60
Rope, ⅝ to ¾-inch	"	....	14 00
Leather, 1-inch	per doz.	....	4 00
Leather, 1¼ "	"	....	5 20
Web	"	....	2 45

HAMMERS.

Nail.

Maydole's, discount 5 to 10 per cent. Canadian discount 25 to 27½ per cent.

Tack.

Magnetic ... per doz. 1 10 1 20

Sledge.

Canadian ... per lb. 0 07½ 0 08½

Ball Pean.

English and Canadian, per lb. 0 22 0 25

HANDLES.

Axe, 2nd growth, per doz. net	3 00	4 00
tore door ... per doz.	1 00	1 50

Fork.

C. & B., discount 40 per cent., revised list.

Hoe.

C. & B., discount 40 per cent., revised list.

Saw.

American ... per doz 1 00 1 25

Plane.

American ... per gross 3 15 3 75

Hammer and Hatchet.

Canadian, discount 40 per cent.

HANGERS.		doz. pairs.
Steel barn door	8 00	10 00
Stearns, 4-inch	....	4 50
" 5-inch	....	6 00
Zenith	....	9 00
Lane's covered—		
No. 11, 5-foot run	....	8 40
No. 11½, 10-foot run	....	10 80
No. 12, 10-foot run	....	12 60
No. 14, 15-foot run	....	21 00
Steel, covered	4 00	11 00
" track, 1 x 3-16 in(100 ft)	....	3 75
" " 1¼ x 3-16 in(100 ft)	....	4 75

HARVEST TOOLS.

Discount 60 per cent.

HATCHETS.

Canadian, discount 40 to 42½ per cent.

HAT ENAMEL.

Henderson & Potts' "Anchor Bran

HINGES.

Blind, Parker's, discount 60 per cent.

Heavy T and strap, 4-in., per lb.	0 06½
" " 5-in., "	0 06¼
" " 6-in., "	0 06
" " 8-in., "	0 05¾
" " 10-in., "	0 05½

Light T and strap, discount 65 and 5 per cent.

Screw hook and hinge—

6 to 10 in.	per 100 lb.	....	4 50
12 in. up	"	....	3 25
Spring, No. 20, per gro. pairs		....	10 50

HOES.

Garden, Mortar, etc., discount 60 per cent.
Planter ... per doz. 4 00 4 50

HOLLOW WARE.

Tinned cast, 35 per cent.

HOOKS.

Cast Iron.

Bird cage	per doz.	0 50	1 10
Clothes line, No. 61	"	0 00	0 70
Harness	"	0 60	12 00
Hat and coat	per gro.	1 10	10 00
Chandelier	per doz.	0 50	1 00

Wrought Iron.

Wrought hooks and staples Canadian discount 60 per cent.

Wire.

Hat and coat, discount 60 per cent.
Belt ... per 1,000 .... 0 60
Screw, bright, discount 60 per cent.

HORSE NAILS.

"C" brand, 40, 10 and 7½ per cent. off list } Oval
"M" brand, 55, per cent. } head
Countersunk, 57½ per cent.
"Monarch," 50 and 7½ per cent.
"Peerless" 50 per cent. dis.

HORSESHOES.

F.O.B. Montreal

Iron Shoes.	No. 2 and larger.	No. 1 and smaller.
Light, medium and heavy	3 65	3 90
Snow shoes	3 90	4 15

Steel Shoes.

XL, sizes 1 to 5	....	5 35
Light, No. 2 and larger	....	3 80
No. 1 and smaller	....	4 05
Featherweight, all sizes 0 to 4.	....	5 35
Toeweight, all sizes 1 to 4	....	6 60

JAPANNED WARE.

Discount 50 per cent.

ICE PICKS.

Star ... per doz. 00 3 25

KETTLES.

Brass spun 7½ per cent. discount off new list.
Copper ... per lb. 0 30 0 50
American, 60 and 10 to 65 and 5 per cent.

KEYS.

Lock, Canadian dis. 40 to 40 and 10 per cent.
Cabinet, trunk and padlock, American ... per gross 0 60

KNOBS.

Door, japanned and N.P., per doz.		1 50	2 50
Bronze, Berlin	per doz.	2 75	3 25
Bronze, Genuine	"	6 00	9 00
Shutter, porcelain, F. & L. screw	per gross	1 30	00
White door knobs	per doz.	....	00

HAY KNIVES.

Net prices.

LAMP WICKS.

Discount, 60 per cent.

LANTERNS.

Cold Blast	per doz.	7 00
No. 3, "Wright's"	"	8 50
Ordinary, with O burner	"	4 00
Dashboard, cold blast	"	9 00
No. 0	"	5 75

Japanning, 50c. per doz. extra.

LEMON SQUEEZERS.

Porcelain lined	per doz.	2 20	5 60
Galvanized	"	1 87	3 85
King, wood	"	2 75	2 90
King, glass	"	4 00	4 50
All glass	"	0 50	0 90

LINES.

Fish	per gross	1 05	2 50
Chalk	"	1 90	7 40

LAWN MOWERS.

Woodyatt, 10½-in. wheel, 14-in. cut	8 50
Star, 9 -in. " "	7 00
Daisy, 8 -in. " " (net)	2 87½
Philadelphia, 7½-in. " "	7 00
Ontario, 7½-in. " "	15 80
King Edw'd, 12-in. " "	9 50

Discount, 50 per cent., with freight concessions in quantity shipments.

Maxwell & Sons:

10½-in. high wheel	7 50	10 00
9-in.	5 50	6 25
8-in.	4 90	5 50

Discount 50 per cent.

LOCKS.

Canadian, 50 to 50 and 10 per cent.
Russell & Erwin ... per doz.

Cabinet.

Eagle, discount 30 per cent.

Padlocks.

English and Am. ... per doz. 0 50 6 00
Eagle, discount 20 to 25 per cent.

MACHINE SCREWS.

Iron and Brass.

Flat head, discount 25 per cent.
Round head, discount 20 per cent.

MALLETS.

Tinsmiths'	per doz.	1 25	1 50
Carpenters', hickory,	"	1 25	3 75
Lignum Vitae	"	3 85	5 00
Caulking, each		0 60	2 00

MATTOCKS.

Canadian ... per doz. 5 50 6 50

MEAT CUTTERS.

American, discoun 3½ per cent.
German, 15 per cen
Gem ... each 1 15

MILK CAN TRIMMINGS.

Discount 25 per cent.

NAILS.	Cut.	Wire.
2d and 3d	3 30	3 45
3d	2 95	3 12
4 and 5d	2 70	2 95
6 and 7d	2 60	2 80
8 and 9d	2 45	2 60
10 and 12d	2 40	2 55
16 and 20d	2 35	2 50
30, 40, 50 and 60d (base)	2 30	2 45

Cut nails in carlots 5c. less.
Wire nails in carlots are $2.40.
Steel cut nails 10c. extra.
Miscellaneous wire nails, discount 75 per cent.
Coopers' nails, discount 30 per cent.

NAIL PULLERS.

German and American ... 1 75 50

NAIL SETS.

Square, round and octagon, per gross	3 38
Diamond	1 00

POULTRY NETTING.

2-in. Mesh, 19 w.g., dis. 60 per cent.
2-in. Mesh, 16 w.g. and heavier, 50 p.c.

OAKUM.

U. S. Navy	per 100 lb.	....	6 75
Plumbers	"	....	3 00

OILERS.

McClary's Model galvanized oil can, with pump, 5 gallon, per dozen ... 10 00
Davidson oilers, discount 40 per cent.
Zinc and tin, discount 50, 50 and 10 per cent.

Copper	per doz.	1 25	3 50
Brass	"	1 50	3 50

Malleable, discount 25 per cent

GALVANIZED PAILS.

Dufferin pattern pails, discount 45 per cent
Flaring pattern, discount 45 per cent.
Galvanized washtubs, discount 45 per cent

PIECED WARE.

Discount 40 per cent off list, June, 1899.
10-qt. flaring sap buckets, discount 40 per cent.
6, 10 and 14-qt. flaring pails dis. 40 per cent.
Creamer cans, discount 40 per cent.

PICKS.

Per dozen ... 6 00 9 00

PICTURE NAILS.

Porcelain head	per gross	1 35	1 50
Brass head	"	0 40	1 00

PICTURE WIRE.

Tin and gilt, discount 75 per cent.

PINE TAR.

½ pint in tins	per gross	...	7 80
1 " "	"	....	9 60

PLANES.

Wood bench, Canadian discount 40 per cent., American discount 50 per cent.
Wood, fancy Canadian or American, 37½ to 40 per cent

U. M. C. NEW PRODUCTS.

The .32 Automatic Colt Pistol Cartridge is loaded with a special high power smokeless powder, giving high velocity and operating freely through the mechanism of the Automatic Colt Pistol (pocket model). Those with the soft point bullet will be found desirable for sporting purposes, and those with metal case for military and target use.

RIM FIRE CARTRIDGES

The U. M. C. .22 automatic rifle (Winchester model 1903) cartridge is now ready for the market. New .22 short ungreased, 22 long ungreased, and .22 Winchester inside lubricated are inexpensive rim fire cartridges loaded with the best grade of smokeless powder. Boys are calling for these cartridges, as they can be carried loose in the pocket without the old inconvenience of the greased cartridge. They will not lead the gun. "U. M. C. Ammunition shoots well in any gun."

THE UNION METALLIC CARTRIDGE CO.,

BRIDGEPORT, CONN.

Agency—313-15 Broadway, New York City, N.Y. **Depot—86-88 First St., San Francisco, Cl.**

PLANE IRONS.

English ..... per doz. 2 00 5 00

PLIERS AND NIPPERS.

Button's genuine, per doz. pairs, discount 37½ to 40 per cent.
Button's imitation....per doz. 5 00 9 00
German ..... " 0 60 60

PRESSED SPIKES.

Discount 20 per cent.

PULLEYS.

Hothouse ..... per doz. 0 55 1 00
Axle ..... " 0 22 0 33
Screw ..... " 0 27 1 00
Awning ..... " 0 35 2 50

PUMPS.

Canadian cistern 1 80 3 60
Canadian pitcher spout 1 40 2 10

PUNCHES.

Saddler's ..... per doz. 1 00 1 85
Conductor's ..... " 3 00 15 00
Finners', solid..... per set 0 72
" hollow..... per inch 1 00

RAKES.

Wood..... per doz. net 1 20 up

RAZORS.

per doz.

Elliot's 4 00 18 00
Geo. Butler's & Co.'s..... 4 00 18 00
Boker's 7 50 11 00
" King Cutter 12 50 15 00
Wade & Butcher's..... 3 60 10 00
Theile & Quack's 7 00 12 00
Bailey's 6 00 12 00
Bailey's Brantford 10 00 11 00
Carbo Magnetic..... .... 15 00
Griffon Barber's Favorite 10 75
Griffon No. 65..... .... 13 00
Griffon Safety Razors..... .... 13 50
Griffon Stropping Machines.. .... 13 50
Lewis Bros.' "Klean Kutter" 8 50 10 50

REGISTERS.

Discount 40 per cent.

RIVETS AND BURRS.

Iron Rivets, black and tinned, discount 60 and 10 per cent.
Iron Burrs, discount 55 per cent.
Extras on Iron Rivets in 1-lb. cartons, ½c. per lb.
Extras on Iron Rivets in ½-lb cartons, 1c. per lb.
Copper Rivets, with usual proportion burrs, 45 per cent. discount. Cartons, 1c. per lb. extra, net.
Copper Burrs only, discount 30 and 10 per cent.
Extras on Tinned or Coppered Rivets, ½-lb. cartons, 1c. per lb.

RIVET SETS.

Canadian, discount 35 to 37½ per cent.

ROPE, ETC.

Sisal..... 0 11½
Pure Manilla 0 14½
"British" Manilla..... 0 12
Cotton, 3-16 inch and larger 0 21
" 5-32 inch 0 25
" ½ inch 0 25
Russia Deep Sea 0 15
Jute..... 0 08
Lath Yarn, single 0 10½
" double 0 11
Sisal bed cord, 48 feet.....per doz. 0 65
" " 60 feet ..... " 0 80
" " 72 feet ..... " 0 95

RULES.

Boxwood, discount 55 per cent.
Ivory, discount 37½ to 40 per cent.

SAD IRONS.

Mrs. Potts, No. 55, polished....per set 0 80
" No. 50, nickle-plated, " 0 90
Common, plain..... 4 50
" plated 5 50

SAND AND EMERY PAPER.

B. & A. sand, discount, 40 and 5 per cent
Emery, discount 40 per cent.
Garnet (Ruxton's). 5 to 10 per cent. advance on list

SAP SPOUTS.

Bronzed iron with hooks ....per 1,000 7 50
"Eureka" tinned steel, hooks " 8 00

SAWS.

Hand, Disston's, discount 12½ per cent
S. & D., discount 40 per cent.
Crosscut, Disston's....per foot 0 35 0 55
S. & D., discount 35 per cent. on Nos. 2 and 3.
Hack, complete.....each 0 75 2 75
" frame only.....each 0 50 1 25

SASH WEIGHTS.

Sectional.....per 100 lb. 2 00 2 25
Solid ..... " 1 50 1 75

SASH CORD.

Per lb..... 0 28 0 30

SAW SETS.

per doz.

Lincoln and Whiting 4 75
Hand Sets, Perfect 4 00
X-Cut Sets, " 7 50

SCALES.

Gurney Standard, 40 per cent.
Gurney Champion, 50 per cent.
Burrow, Stewart & Milne—
Imperial Standard, discount 40 per cent.
Weigh Beams, discount 35 per cent.
Champion Scales, discount 50 per cent.
Fairbanks standard, discount 35 per cent.
" Dominion, discount 55 per cent.
" Richelieu, discount 55 per cent.
Warren's new Standard, discount 40 per cent.
" " Champion, discount 50 per cent.
" Weighbeams, discount 35 per cent.

SCREW DRIVERS.

argent's ....per doz. 0 65 1 00

SCREEN DOORS.

Common doors, 2 or 3 panel, walnut stained, 4-in. style.....per doz. 6 50
Common doors, 2 or 3 panel, yellow and green stained, 4-in. style....per doz. 6 75
Common doors, 2 or 3 panel, in natural colors, oil finish .....per doz. 8 75
3-in. style 20c. per dozen less.

SCREWS.

Wood, F. H., bright and steel, discount 87½ per cent.
Wood, R. H., bright, dis. 82½ per cent.
" F. H., brass, dis. 80 per cent.
" R. H., " dis. 75 per cent.
" F. H., bronze, dis. 75 per cent.
" R. H., " dis. 70 per cent.
Drive Screws, dis. 87½ per cent.
Bench, wood .....per doz. 3 25 4 00
" iron ..... " 4 25 5 00
Set, case hardened, dis. 60 per cent.
Square Cap, dis. 50 and 5 per cent.
Hexagon Cap, dis. 45 per cent.

SCYTHES.

Per doz. net..... 6 00 9 00

SCYTHE SNATHS.

Canadian, discount 40 per cent.

SHEARS.

Bailey Cutlery Co., full nickeled, discount and 2½ per cent.
Bailey Cutlery, Japan Handles, discount 67½ per cent.
Seymour's, discount 50 and 10 per cent.

SHOVELS AND SPADES.

Canadian, discount 45 per cent.

SINKS.

Cast iron, 16 x 24 .... 0 85
" 18 x 30..... .... 1 00
" 18 x 36..... .... 1 40

SNAPS.

Harness, German, discount 25 per cent.
Lock, Andrews' 4 50 11 50

SOLDERING IRONS.

1, 1½-lb..... per lb. 0 37
2-lb. or over ..... " 0 34

SQUARES.

Iron, No. 493 .....per doz. 2 40 2 55
" No. 494 ..... " 3 25 3 40
Steel, discount 60 to 60 and 5 per cent.
Try and Bevel, discount 50 to 52½ per cent.

STAMPED WARE.

Plain, discount 75 and 12½ per cent. off revised list.
Retinned, discount 75 per cent off revised list.

STAPLES.

Galvanized 3 00
Plain 2 80
Coopers', discount 45 per cent.
Poultry netting staples, discount 40 per cent.

STOCKS AND DIES.

American discount 25 per cent.

STONE.

Washita .....per lb. 0 28 0 60
Hindostan ..... " 0 06 0 07
" slip ..... " 0 09 0 09
Labrador..... ..... " ... 0 13
" Axe..... " 0 15
Turkey ..... " 0 50
Arkansas..... " 1 50
Water-of-Ayr ..... " 0 10
Scythe .....per gross 3 50 5 00
Grind, 2-in., 40 to 200 lb., per ton 25 00
" " under 40 lb., " 28 00
" under 2 in. thick, " 29 00

STOVEPIPES.

5 and 6 inch, per 100 lengths 7 00
7 inch..... " " 7 50

ENAMELINE STOVE POLISH.

No. 4, 3 doz. in case..net cash 4 80
No. 6, 3 doz. in case.. " 8 40

TACKS, BRADS, ETC.

Carpet tacks, blued ..... 80 and 15
" " tinned..... 80 and 20
" " (in kegs)..... 40
Cut tacks, blued, in dozens only 80
" ¼ weights 60
Swedes cut tacks, blued and tinned—
In bulk..... 80 and 10
In dozens 75
Swedes, upholsterers', bulk....85, 12½ and 12½
" brush, blued and tinned bulk 70
Swedes, gimp, blued, tinned and japanned..... 75 and 12½
Zinc tacks 35
Leather carpet tacks..... 55
Copper tacks..... 50
Copper nails 52½
Trunk nails, black ..... 65 and 5
Trunk nails, tinned..... 65 and 10
Clout nails, blued ..... 65 and 5
Chair nails..... 35
Patent brads..... 40
Fine finishing..... 40
Lining tacks, in papers..... 10
" " in bulk..... 15
" " solid heads, in bulk 75
Saddle nails, in papers..... 10
" " in bulk..... 15
Tufting buttons, 22 line, in dozens only 60
Zinc glaziers' points 5
Double pointed tacks, papers.. 90 and 10
" " " bulk.... 40
Clinch and duck rivets..... 45

TAPE LINES.

English, ass skin .....per doz. 2 75 5 00
English, Patent Leather 5 50 9 75
Chesterman's .....each 0 90 2 85
" steel.....each 0 80 8 00

TINNERS' SNIPS.

Per doz..... 3 00 15 00

THERMOMETERS.

Tin case and dairy, discount 75 to 75 and 10 per cent.

TRAPS (steel.)

Game, Newhouse, discount 25 per cent.
Game, H. & N., P. S. & W., 65 per cent.
Game, steel, 72½, 75 per cent.

TROWELS.

Disston's, discount 10 per cent.
German .....per doz. 4 75 6 00
S. & D., discount 35 per cent.

TWINES.

Bag, Russian .....per lb. 0 27
Wrapping, cotton, 3-ply 0 24
" 4-ply 0 27
Mattress .....per lb. 0 33 0 45
Staging..... " 0 27 0 35

VISES.

Wright's..... .... 0 13½
Brook's..... .... 0 12½
Pipe Vise, Hinge, No. 1 .... 3 50
" " " No. 2..... .... 5 50
Saw Vise..... ..... 4 50 9 00
Columbia Hardware Co.
Blacksmiths' (discount) 60 per cent.
" parallel (discount) 45 per cent.

ENAMELLED WARE.

White, Princess, Turquoise, Blue and White discount 50 per cent.....
Diamond, Famous, Premier, discount 50 and 10 per cent.....
Granite or Pearl, Imperial, Crescent, discount 50, 10 and 10 per cent.
Premier steel ware, 40 per cent.
"Star" decorated steel and decorated white, 25 per cent.

WIRE.

Smooth Steel Wire.

No. 0-9 gauge..... $2 50
10 " ..... 6c. extra.
11 " ..... 12c. "
12 " ..... 20c. "
13 " ..... 30c. "
14 " ..... 40c. "
15 " ..... 55c. "
16 " ..... 70c "

Add 60c. for coppering and $2 for tinning.
Extra net per 100 lb.—Oiled wire 10c., spring wire $1.25, special hay baling wire 30c., best steel wire 75c., bright soft drawn 15c., charcoal (extra quality) $1.25, packed in casks or cases 15c., bagging and papering 10c., 50 and 100-lb. bundles 10c., in 25-lb. bundles 15c., in 5 and 10-lb. bundles 25c., in 1-lb. hanks, 50c., in ½-lb. hanks 75c., in ¼-lb. hanks $1.
Fine Steel Wire, discount 25 per cent. List of extras: In 100-lb. lots: No. 17, $5—No. 18, $5.50—No. 19, $6—No. 20, $6.65—No. 21, $7—No. 22, $7.30—No. 23, $7.65—No. 24, $8—No. 25, $9—No. 26, $9.50—No. 27, $10—No. 28, $11—No. 29, $12—No. 30, $13—No. 31, $14—No. 32, $15—No. 33, $16—No. 34, $17. Extras net—tinned wire, Nos. 17-25, $2—Nos. 26-31, $4—Nos. 32-34, $6. Coppered, 5c.—oiling, 10c.—in 25-lb. bundles, 15c.—in 5 and 10-lb. bundles, 25c.—in 1-lb. hanks, 25c. —in ½-lb. hanks, 38c.—in ¼-lb. hanks, 50c.—packed in casks or cases, 15c.—bagging or papering, 10c.
Brass wire, discount 60 per cent. off the list.
Copper wire, discount 60 per cent. net cash 30 days, f.o.b factory.
Galvanized wire, per 100 lb.—Nos. 4 and 5, $3.70 to $3.70—Nos. 6, 7, 8, $3.15 to $3.15—No. 9, $2.55 — No. 10, $3.20 to $3.20—No. 11, $3.25 to $3.25 — No. 12, $2.65—No. 13, $2.75—No. 14. $3.75 to $3.75—No 15, $4.30—No. 16. $4.30. Base sizes, Nos. 6 to 9, $2.27½ f.o.b. Cleveland. In carlots 12½c. less.
Clothes Line Wire, regular 7 strand, No. 17, $4.65; No. 18. $2.90; No. 19, $2.60. Hollow 6 strand, No. 17, $4.30; No. 18, $2.70; No. 19, $2.35; No. 20, $2.30, f.o.b. Hamilton, Toronto, Montreal.

WIRE FENCING.

Galvanized barb..... .... 2 75
Galvanized, plain twist 2 80
Galvanized barb, f.o.b. Cleveland, $2 55½ in less than carlots, and $2 45 in carlots.

COILED SPRING WIRE.

High Carbon, No. 9..... $2 70
" No. 11 ..... 3 35
" No. 12 ..... 2 95

WIRE CLOTH.

Painted Screen, per 100 sq. ft., net.. 1 50
Terms, 2 per cent. off 30 days.

WASHING MACHINES.

Stephenson Washer, per doz..... 45 00

WRENCHES.

Acme, discount 35 to 37½ per cent.
Agricultural, discount 60 per cent.
Coe's Genuine, discount 20 to 25 per cent.
Towers' Engineer.....each 2 00 7 00
" S..... .....per doz. 5 80 6 00
G. & K.'s Pipe..... " 3 40
Burrell's Pipe.....each 3 00
Pocket .....per doz. 0 25 2 90

WRINGERS.

Leader .....per doz. 30 00 33 00
Royal Canadian..... " 24 00
Royal American..... " 24 00
Sampson..... " 24 00
Lightning..... " 27 00
Terms, 4 months, or 3 per cent. 30 days.

WROUGHT IRON WASHERS.

Canadian make, discount40 per cent.

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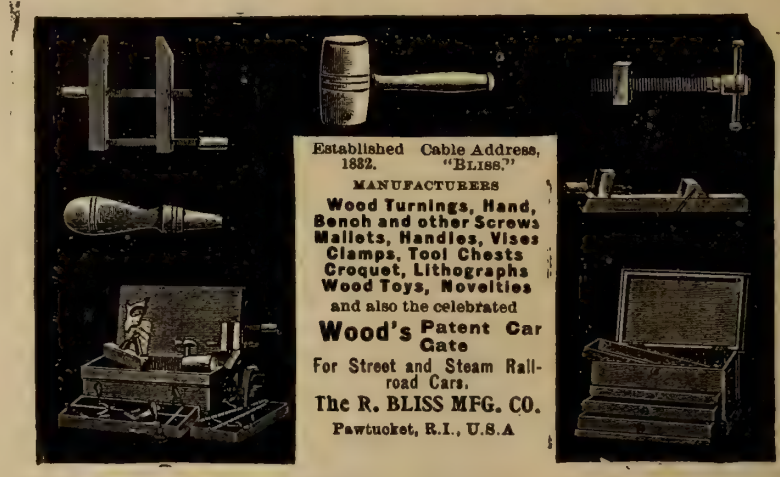

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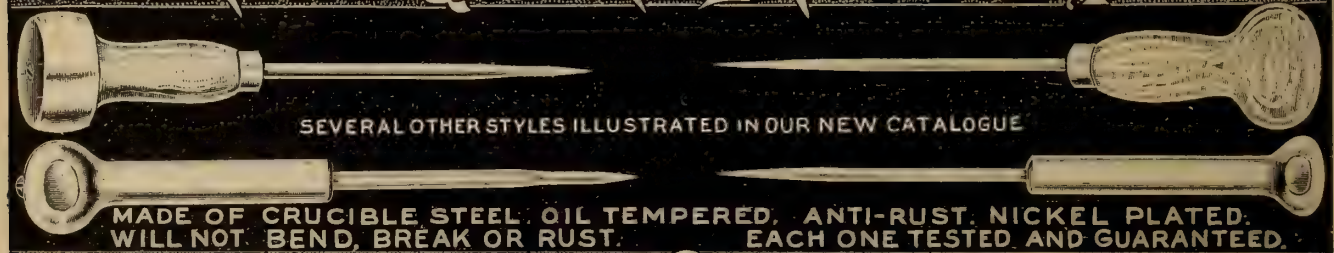

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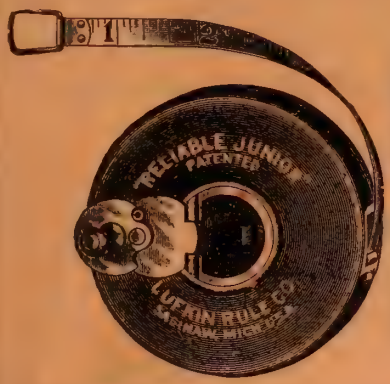

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Classified List of Advertisements on page 63.

The leading wholesale hardware trade distribute
LANGWELL'S BABBIT, MONTREAL.

HARDWARE AND METAL

A Weekly Newspaper devoted to the Hardware, Metal, Machinery, Heating and Plumbing Trades in Canada.

VOL. XVI. MONTREAL AND TORONTO, APRIL 23, 1904. NO. 17

HENRY BOKER'S

"Arrow" Brand Horse Clippers

for sale by
LEADING WHOLESALE HARDWARE FIRMS

"QUEEN'S HEAD" IRON

Sold on merit,

but price is also right.

JOHN LYSAGHT, Limited, Makers, BRISTOL, ENG.

A. C. LESLIE & CO., MONTREAL
Managers Canadian Branch.

Before placing your orders elsewhere, secure our

New Prices

—on—

IRON PIPE, BLACK AND GALVANIZED.
CAST FITTINGS.
MALL FITTINGS.
GALVANIZED FITTINGS.
HEADERS.
BRASS VALVES.
IRON BODY VALVES.
STEAM SPECIALTIES AND ENGINEERS' SUPPLIES.

Large Stock. Prompt Shipment

THE DOMINION RADIATOR CO., Limited

Head Office and Works—Dufferin St., TORONTO.

BRANCHES—Montreal, Quebec, St. John, N. B., Winnipeg and Vancouver, B.C.

Paint

JEWEL BRAND

Ready for the brush.

45 DESIRABLE SHADES

an excellent brand of prepared mixed paint ready for use. Suitable for either inside or outside work. They are finely ground in pure linseed oil and tinted in the many new and attractive shades. These goods are made from materials which years of experience have convinced us will give good satisfaction, and are offered to the trade as a decidedly **POPULAR PAINT.**

SEND FOR CIRCULARS and COLOR CARDS of **FLOOR AND BARN PAINT**

GLASS

GENERAL RENOVATOR

For Cleaning, Polishing and Reviving Furniture, Pianos, Lacquer, Bronze, Japan, Leather Work, etc.

This preparation supersedes furniture cream of every description, a beautiful and permanent brilliancy is secured by its use.

BRUSHES

PURITAN CLEANER

MAKES BLACK WHITE

Cleans everything about the house inside and out.

Put up in 3 sizes for cleaning paint work, gold, silver, tin, brass, bicycles, etc.

LEAD

THE GLOBE METAL POLISH

Kept in **LIQUID and PASTE.** Imparts a dazzling brilliancy to all kinds of metals.

PUTTY

WRITE FOR TRADE PRICES.

RICE LEWIS & SON

LIMITED

TORONTO.

ALWAYS READY FOR USE
NO HONING
NO GRINDING

The CARBO MAGNETIC Razor.

No Hard Blades
No Soft Blades
No Temper Streaks
No Returned Blades to the dealer—
Shave for Years Without Requiring Honing

Retail Price $2.00

For Sale by all Leading Jobbers or Firm of A. L. SILBERSTEIN

Mfrs. of "Griffon" Cutlery

453-461 Broadway, New York City.

BOOKLET COMING—
if you'll ask for a copy with trade discount.

THE CANADIAN RUBBER CO.
of Montreal.

MANUFACTURERS OF

Rubber Belting, Hose, Packing, Valves, Gaskets,
ETC., ETC.

We make a specialty of

HORSE SHOE PADS

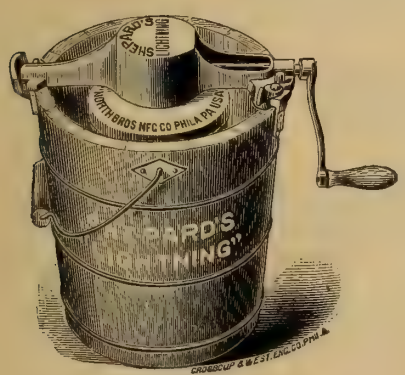
the best in the market.

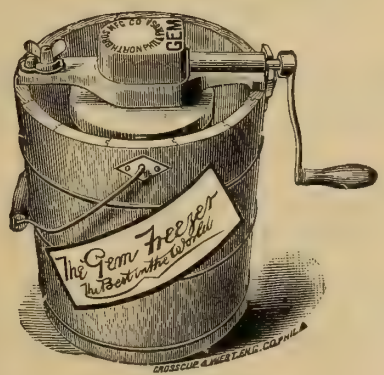
Write for Prices and Circulars.

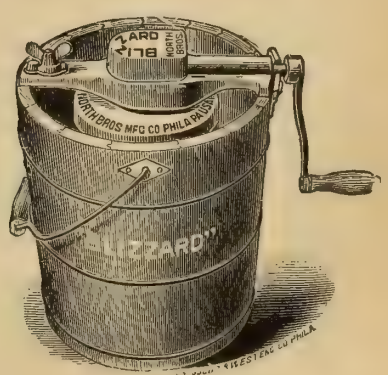
Head Office : : MONTREAL

BRANCHES—TORONTO, WINNIPEG and VANCOUVER

Lightning, Gem Blizzard . . . FREEZERS







ARE

Well Advertised.
In Demand.
Easily Sold.
Satisfactory in Use.
Of Known Reputation.

HAVE

Cedar Pails with Electric Welded Wire Hoops.
Cans of Heavy Tin with Drawn Steel Bottoms.
AUTOMATIC Twin Scrapers.
"The Ice Cream Freezer Book" tells all about these and our other Freezers, mailed free.

EXCEL IN

Easy Running.
Quick Freezing.
Economy.
Convenience.
Practical Results.

North Bros. Mfg. Co., Philadelphia, Pa., U. S. A.

THOS. BIRKETT & SON CO., LIMITED

Wholesale Hardware Merchants,

OTTAWA, ONT.

Lawn Mowers
Garden Tools AND Hose
Poultry Netting
FREEZERS, Etc.

A complete stock always on hand for prompt delivery.

Enquiries solicited. Mail orders filled with dispatch.

—FOR SALE BY—

The KENNEDY HARDWARE CO, Limited

49 Colborne St., TORONTO, ONT.

M. & L. Samuel, Benjamin & Co.

Temporary Offices,

503 Temple Building.

Orders executed promptly as heretofore from goods in outside warehouses and in transit.

The best way to help Toronto is to send Toronto merchants your orders.

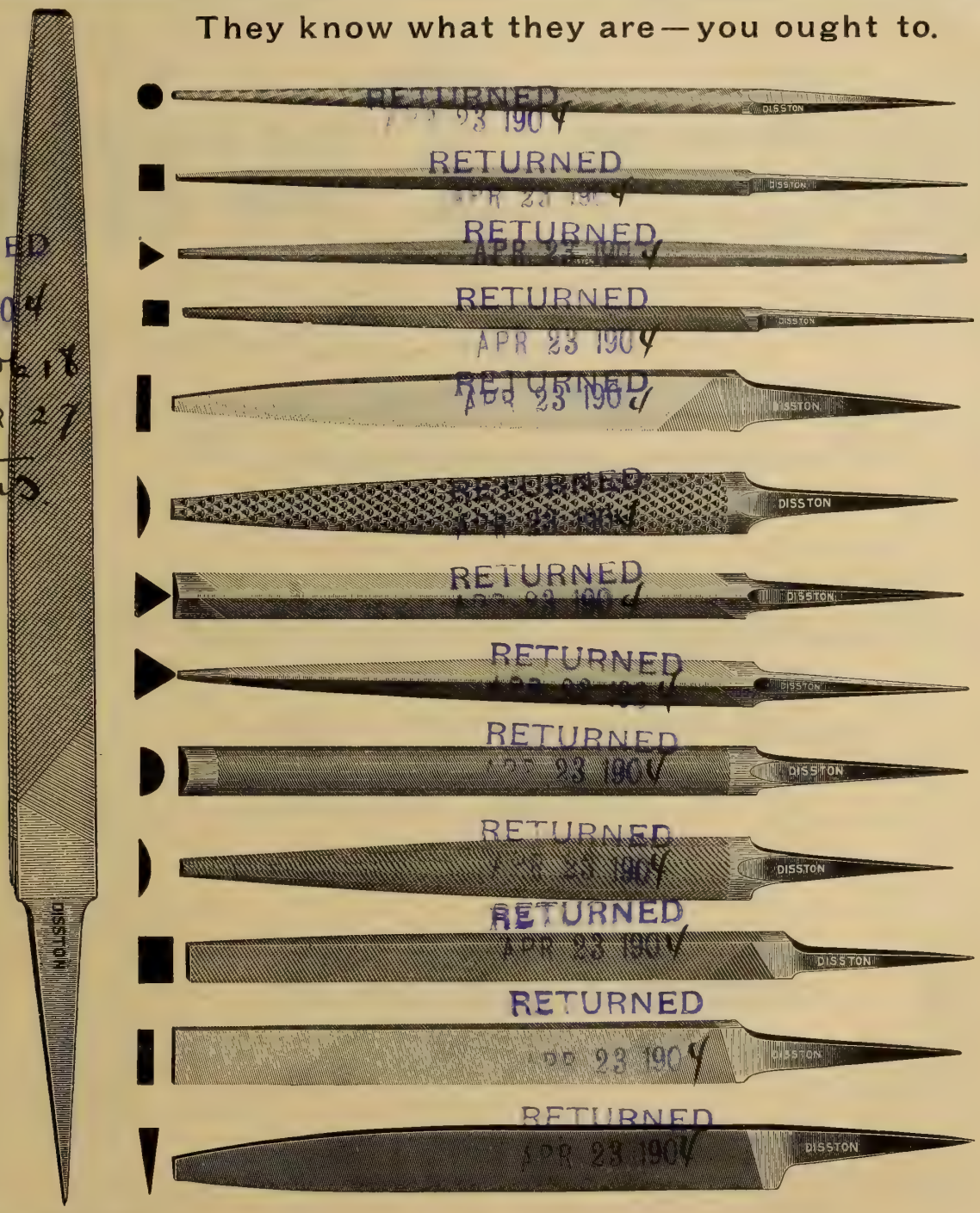
RETURNED APR 23 1904

Just because **YOU** don't keep them,
are your customers going to do without

DISSTON'S FILES?

RETURNED APR 23 1904

They know what they are—you ought to.



RETURNED APR 23 1904 Cut Book 18 Page 27 ans.

RETURNED APR 23 1904

RETURNED APR 23 1904

LEWIS BROS. & CO.

IMPORTERS AND DISTRIBUTORS.

TORONTO, 87 York St. OTTAWA, 54 Queen St. VANCOUVER, 141 Water St.

Address all correspondence to
MONTREAL

Sheaf Brand Binder Twine

Before placing your orders for Binder Twine write us for prices on our celebrated **"Sheaf" Brand,** manufactured in all lengths

Consumers Cordage Co.

LIMITED

MONTREAL. HALIFAX.

Bailey Cutlery

I am now offering the stock of the Bailey Cutlery Co., Limited, recently purchased at a discount by me, comprising about

2,500 doz. Butcher Knives
1,000 " Razors
3,500 " Shears
500 " Scissors, etc., etc.

Sold in lots to suit the trade. It will be to your interest to write for Price List.

JOHN RIACH

Hamilton.

APRIL, 1904.

Sausage Stuffer, Lard and Fruit Press

8 Sizes and Styles

Rapid Grinding and Pulverizing Mills

40 Sizes and Styles for Hand and Power

No. 3, $5.50.

Bone, Shell and Corn Mill

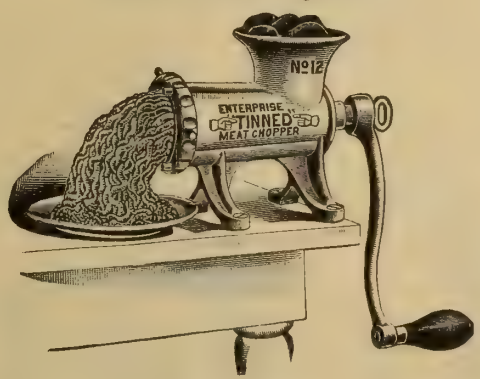
No. 750, $8.50.

TRADE **"ENTERPRISE"** MARK

Meat and Food Choppers

TINNED

40 Sizes and Styles for Hand and Power from $1.00 to $300.00



No. 12, $2.75.

Sold by all the leading Jobbers of the Dominion

ILLUSTRATED CATALOGUE MAILED FREE

The Enterprise Mfg. Co. of Pa.

Philadelphia, Pa., U. S. A.

Meat Juice Extractor

No. 21, $2.50

Raisin Seeder

No. 36, $1.00

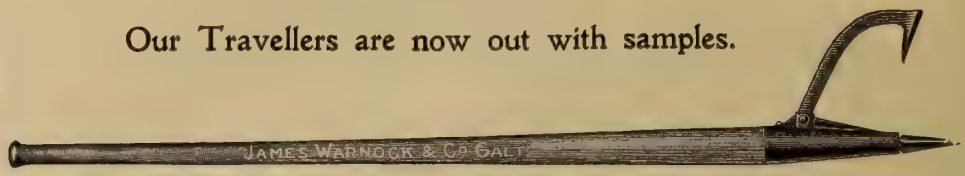
Cold Handle Polishing IRON

No. 82, $7.50 per doz.

AXES and . . .

LUMBERING TOOLS

Our Travellers are now out with samples.



Our prices are right and a Warnock Tool is the accepted standard of quality.

See our axe samples before buying.

JAMES WARNOCK & CO.

GALT, ONT.

DAVID MAXWELL & SONS

ST. MARYS, ONT., CANADA.

Steel Frame Churn.

"Maxwell Favorite Churn"

PATENTED FEATURES: Improved Steel Stand, Roller Bearings, and Foot and Hand Lever Drive, and Detachable Driving Link. Improved for season of 1904. Steel or Wood Frame as desired.

Wheelbarrows.

In Four Different Sizes

Lawn Mowers.

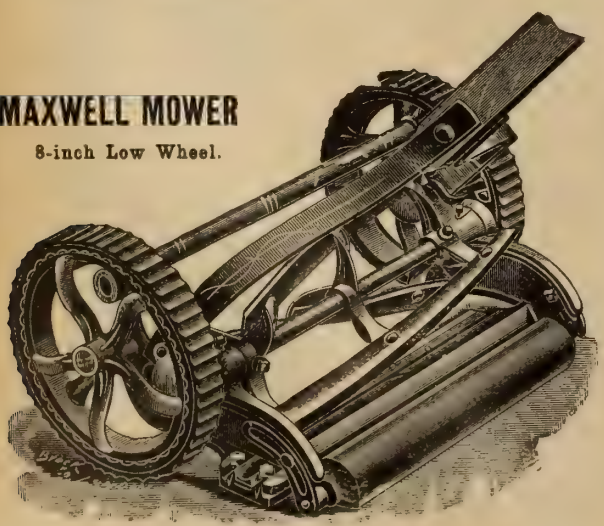
High and Low Wheels, from 12 to 20 in. widths. Cold Rolled Steel Shafting, Crucible Steel Knives and Cutting Plate.

If your Wholesale House does not offer you these articles

SEND DIRECT TO US.

MAXWELL MOWER

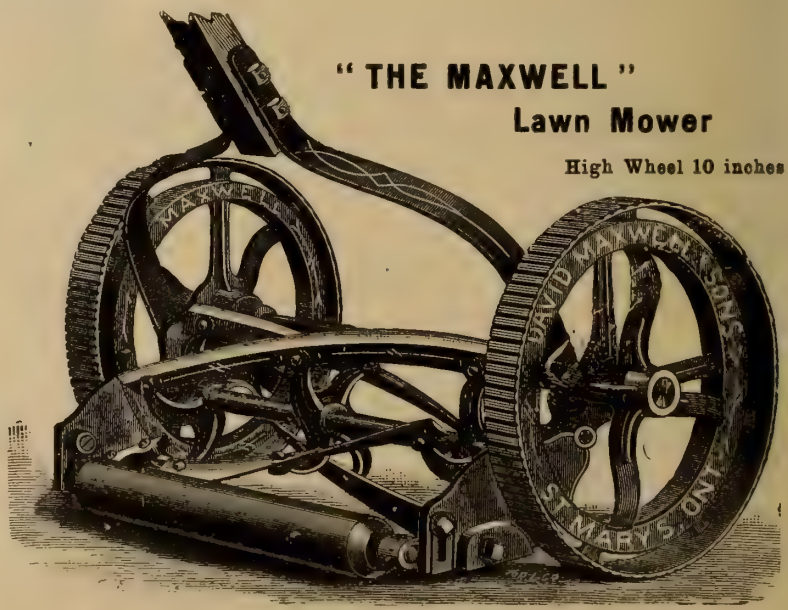
8-inch Low Wheel.



"THE MAXWELL"

Lawn Mower

High Wheel 10 inches



CANADIAN CORDAGE & MANUFACTURING CO. LIMITED

PETERBOROUGH, ONT.

MAKE THE

FINEST BINDER TWINE IN CANADA

ROYAL BRAND.

There are many Brands of Binder Twine but "Royal" is the

BEST.

MANY Manufacturers of Binder Twine give names to their various Twines, but we have but one Brand, the "Royal," and we sell our Twine according to Length. If you want 500-foot Twine, ask for "Royal 500"; if you want 550-foot ask for "Royal 550"; also for "Royal 600" and "Royal 650." You thus see that we sell you exactly what you pay for and not a high-sounding, meaningless name.

Every Ball of our Twine is Guaranteed to be of Superior Quality, and

We Stand Right Back of our Guarantee.

GET OUR PRICES BEFORE PLACING ORDERS.

Just like fishing

Building up trade is just like fishing.

If you use the right kind of bait and cast your line where the kind of fish you want are most plentiful, you'll quite likely get a number of bites.

Then if you go about it right you are pretty sure to land most of them.

Apply the illustration to business.

If you want to catch the hardware trade, cast your line where all the good hardware merchants in Canada congregate every week—looking for bait to build up their businesses with—in HARDWARE AND METAL. But

Suppose results don't come at fust
What be yew goin' tur dew?
Take out yewr ad, and kick yewrself,
An' go ter feelin' blew?
Uv course yew hain't; yew're goin' tew fish,
An' bait an' bait again;
Bimeby some nibbles 'n bites 'll come,
Then yew'll pull 'em in.

Our Department of Advertising Service is now providing good bait for a number of our advertisers—and stands ready to help a few more in this connection.

Drop us a line about it.

Hardware and Metal

10 Front St. E. Toronto. 232 McGill St. Montreal.

Department of Advertising Service

Galt Carpet Stretcher

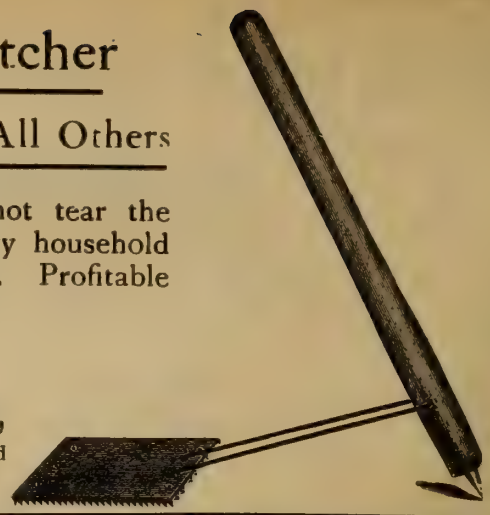
Away Ahead of All Others

Simple, Effective. Will not tear the finest carpet. Will sell to every household on the score of price and utility. Profitable to dealer.

SEND FOR BOOKLET.

Grand River Metal Works, Limited

Galt, - Ont.



CRACKERJACK RAZORS

The Crackerjack Razors are made by Henry Boker especially for us and sold only by us. They have given satisfaction to all who have used them.

The superior quality of the Crackerjack is undisputed. There are no flaws or soft blades found in the Crackerjack.

The durability of these Razors is remarkable. With ordinary care they will last for years.

The beautiful finish of the Crackerjack excites the admiration of everyone.

Shaving with a Crackerjack is a pleasure. It does not pull or scrape the hairs off. It shaves easily and smoothly and leaves the skin in good condition.

Retailers will find the Crackerjack a great seller. Give them a trial.

John Bowman Hardware AND Coal Co.

LONDON, - CANADA.

BUY THEM NOW.

IVER JOHNSON

SINGLE TRIGGER, SEMI-HAMMERLESS, TOP SNAP and CHAMPION GUNS.

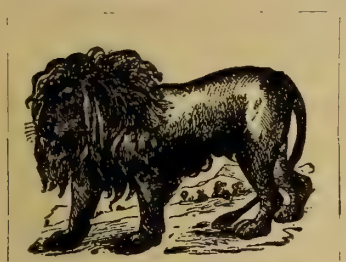
STEVENS' HAMMERLESS GUN.

Stevens'

HAMMERLESS GUNS.

BEST GOODS RIGHT PRICES

E. F. WALTER & CO., 166 and 168 McGill St., Montreal



THE LION BRAND.

Waterproof Clothing

FISHERMEN'S TEAMSTERS

Best Goods. Right Prices

Branch Agencies: W. LOUIS HALDIMAND, Jr., 36 St. Dizier Street, MONTREAL, QUE., CHAS. THOMPSON, 430 Cordova St., VANCOUVER, B.C.

The Guelph Waterproof Clothing Co., Guelph, Ontario.

CUSHION FRAME

EASY GOING

COASTER BRAKE

LESS WORK

Apart from that notion for more out-of-doorness the cushion frame and coaster brake have had considerable to do with reviving the bicycle trade.

The cushion frame is the trade mark of a perfect bicycle. Those who have once ridden it will not be satisfied with the rigid frame.

Put the cushion frame on display and don't say a word. This wheel sells itself.

WRITE FOR CATALOGUE AND PRICES.

THE CANADA CYCLE & MOTOR CO., Limited

Branches: WINNIPEG and VANCOUVER. Head Office and Works: Toronto Junction.

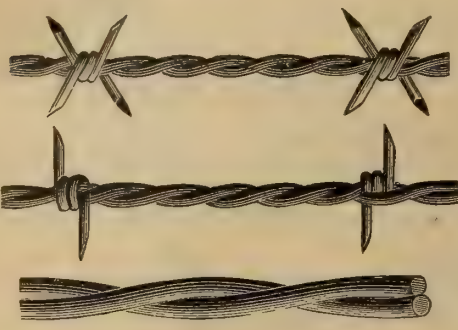
FENCING

MANUFACTURED BY

Dominion Wire Manufacturing Co.

LIMITED

MONTREAL AND TORONTO.



4-barb 6-in.	352 lbs. per mile
4-barb 4-in.	384 lbs. per mile
2-barb 5-in.	352 lbs. per mile
2-barb 2½-in.	384 lbs. per mile
Plain Twist 2 Wires.	288 lbs. per mile

Coiled SPRING Galvanized Fence.

BRIGHT and GALVANIZED FENCE STAPLES,
1¼ to 2 INCHES.

ANNEALED WIRE

FOR BALING

HAY — PULP — PAPER — RAGS — SHINGLES—ETC.

BUY DOMINION GOODS

SATISFACTION GUARANTEED.

ONEIDA COMMUNITY

(Established 1848)

Largest manufacturers in the world of steel, weldless chain in a variety of links.

As a halter chain they are without an equal, as they possess the exclusive feature of a patented lock ring, which enables the animal to be instantly tied "short" or "long."

Unexcelled for Cow Ties, Dog Leads and Fancy Chains.

In use by all the leading railroads in the U.S. as Pin Chains and for other purposes.

A favorite with the manufacturers of all agricultural implements and makers of windmills. A list of these users would include all the best known firms of the U.S.

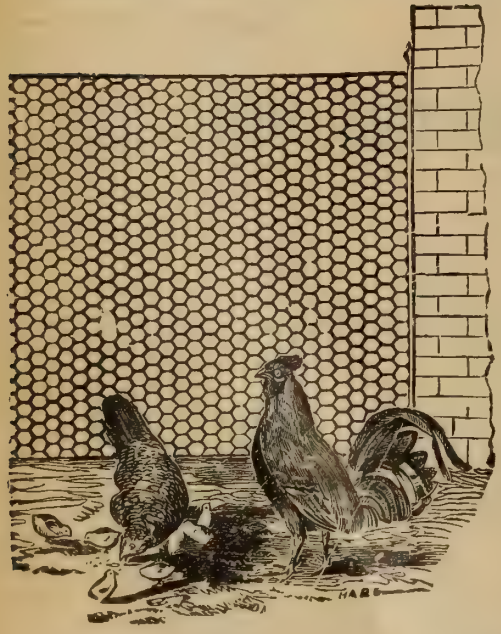
Also well adapted to use for padlocks, sewing machines and every purpose for which chains are wanted.

Exported in large and increasing quantities.

Address for catalogue,

Oneida Community, Limited, Niagara Falls, Ont

Galvanized Netting.



The 2-inch mesh **Poultry Netting** made by us is undoubtedly the best on the market to-day. It is made of the best steel wire, drawn and galvanized in our own works. Has rope selvage of three wires top and bottom. Guaranteed perfectly flat and straight. Full line in stock.

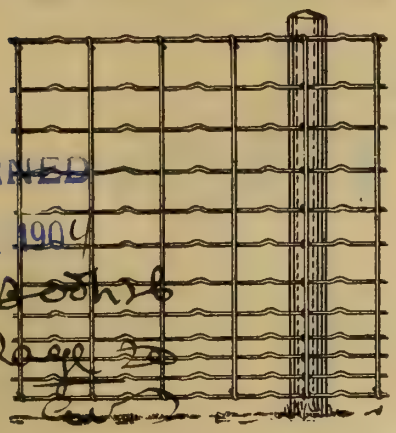
Put up in 50-yd. rolls.

2 -inch mesh 19 wire,	12, 18, 24, 30, 36, 42, 48, 60, 72, 84, 96-in. wide.
2 -inch mesh 16 wire,	12, 18, 24, 30, 36, 42, 48, 60, 72, 84, 96-in. wide.
1½-inch mesh 19 wire,	12, 18, 24, 30, 36, 42, 48-in. wide.
1 -inch mesh 20 wire,	12, 18, 24, 30, 36, in. wide.
¾-inch mesh 20 wire,	24, 30, 36-in. wide.
½-inch mesh 22 wire,	24, 30, 36-in. wide.

THE B. GREENING WIRE CO., Limited

HAMILTON, ONT. **MONTREAL, QUE.**

Electrically Welded
WIRE FENCING



RETURNED
OCT 31 1904

THE NEATEST, STRONGEST AND MOST DURABLE WIRE FENCE IN THE WORLD.

All made of No. 9 best galvanized Steel Wire, without any twists, locks, or other fasteners for cross wires, on which snow and ice can lodge, and thus hold moisture and cause rust.

And the cheapest fence in the world, according to weight of metal used.

All stay wires only twelve inches apart, and meshes must retain uniform shape, as wires cannot slip from proper position,

Large discounts allowed off List Prices.

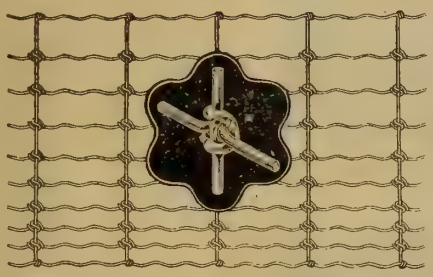
Price lists forwarded on application to

Dominion Fence Co., Limited,
17 Toronto St., TORONTO.

Your Customers

the farmers are looking for a fence, strong, serviceable and durable at a reasonable cost. You can supply it to them in the

IDEAL



It is strictly up-to-date and the best value to be had in wire fencing to-day.

A GOOD SELLER

We have a style for every purpose in either heavy or light fencing. Write for catalogue showing fencing and gates.

Coiled-Spring Wire

unexcelled in quality, shipped promptly

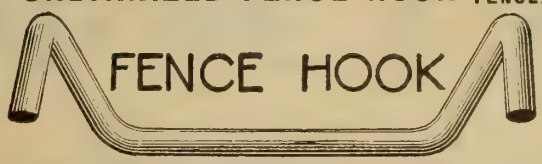
THE
McGregor-Banwell Fence Co.
Limited
Walkerville, Ont.
MERRICK, ANDERSON & CO, Winnipeg
Sole Agents for Manitoba and N. W. T.

TRADE MARK
This design a guarantee of quality.

WATERPROOF WRAPPING PAPER

For Express and Long Distance Packages. Put up in rolls 36 in. wide, 250 and 300 yards in a roll. Clean paper on both sides—waterproof substance in the centre—therefore it will not soil or stain delicate goods, as ordinary waterproof paper will. Practically odorless.
May be used either for case lining or wrapping packages.
SAMPLES AND PRICES WITH PLEASURE.
CANADA PAPER CO.
TORONTO LIMITED MONTREAL

GALVANIZED FENCE HOOK FOR FASTENING WOODEN PICKET ON WIRE FENCE.

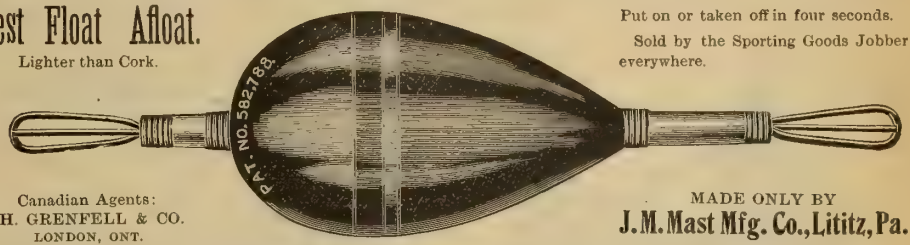


WIRE NAILS, COILED SPRING, BARB and PLAIN FENCE WIRE, OILED and ANNEALED, CLOTHES LINE WIRE, STAPLES, etc.

THE WESTERN WIRE & NAIL CO., Limited, LONDON, ONT.

Best Float Afloat.

Lighter than Cork.



Put on or taken off in four seconds.
Sold by the Sporting Goods Jobber everywhere.

Canadian Agents:
E. H. GRENFELL & CO.
LONDON, ONT.

MADE ONLY BY
J. M. Mast Mfg. Co., Lititz, Pa.

SPECIAL DROP FORGED SPRINGS

THE WALLACE BARNES CO.,
BRISTOL, CONN.

DILLON HINGE STAY FIELD FENCE

Sold to the trade only.

CAVERHILL & LEARMONT, Agents
at Montreal and Winnipeg.

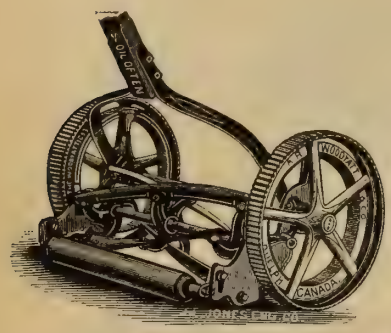
Manufactured and sold by
OWEN SOUND WIRE FENCE CO., Limited
Owen Sound, Ont.

The week beginning April 25 is better than the next week

for sending in orders for TAYLOR-FORBES

LAWN MOWERS

Imported Lawn Mowers are generally low grade. They get out of repair. Repairs can't be had except at much loss of time and considerable cost. Taylor-Forbes Mowers are guaranteed. They are made in Canada. Repairs can be quickly had.



THE WOODYATT

Send in your Order.

WE CAN SHIP SAME DAY AS ORDER IS RECEIVED.

Taylor-Forbes Co., Limited,

Montreal Branch:
9 De Bresoles St.

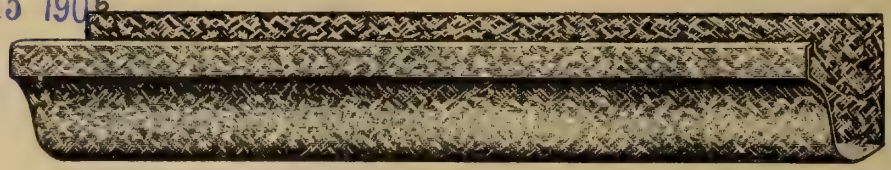
GUELPH, CANADA.

The largest manufacturers of Hardware in Canada.

Standard Eave Trough and Conductor Pipe.

RETURNED
JUL 15 1905

We can supply you with all styles and sizes.



Made in 8 and 10 ft. lengths.

EAVE TROUGH O. G. ROUND AND SQUARE BEAD, AND HALF-ROUND PATTERNS.

RETURNED
JUL 15 1905
To Owner.
Cut Book 37
Page 8
Faaw.

CONDUCTOR PIPE, PLAIN AND CORRUGATED.

Conductor Pipe Elbows, Shoes, Hooks, and Gutter Spikes.
In short, everything a Tinner requires.

GALVANIZED SHEET IRON from stock or import.
Queen's Head, Fleur de Lis and Apollo Brands.

You can depend on prompt shipment by placing your order with

KEMP MANUFACTURING CO., TORONTO, CANADA.

How A Country Hardwareman Won Success

By D. O. M., Toronto.

IS there scope for an ambitious man's energy and enterprise in a hardware and metal business in a small town or village? Hundreds of young men in Canada have asked themselves this question.

Many have answered it in the negative and have made their way to the cities, to be engulfed in the maelstrom of life and activity there. After a number of years a persistent and capable struggle against the stern competition of city life has landed a few of these in a position where their strength and courage are recognized and where scope for their loftiest ambition is provided. Many less capable or less persistent have been "swallowed up," their individuality practically lost and eventually their ambition dissipated.

Others have answered the question in the affirmative and have bent their energies, their force of brain as well as of body, to make themselves a power in their town and to get for themselves a share of "this world's goods" which will compensate them for the energy and ability they throw into their work.

W. H. Morrison, hardware, stove and furniture dealer, Shedden, Ont., belongs to the number who have determined to win success in a small place, and he is steadily progressing toward the end he has in view.

Mr. Morrison, after an apprenticeship as tinsmith and some years of work at that trade in St. Thomas, Selkirk and Fingal, Ont., started in business in Shedden, Ont., as a partner in the firm, Morrison & Risdon Bros., the other members of the firm being former employers who had such faith in him that they were ready to back him up in his desire to conduct a store. Mr. Morrison, as resident manager, threw so much energy and skill into his work from the start that in three years the business had so succeeded that he was able to buy out his partners' interests. From that day to the present he has steadily, persistently, sought to build up a business that would attract trade in competition with the stores in any of the large towns in the district.

The business at the start was a small hardware one, tinsmithing being an important feature. Mr. Morrison had learned this trade well and through his success at this work won the confidence of the people of Shedden and the neighboring country, and thus laid the foundation on which he has built up his present large business.

"To build up a business in a small village like Shedden," said Mr. Morrison, to Hardware and Metal, in a discussion of his methods, "one must first win confidence, then one must keep on extending the lines carried. In a city one might make a specialty of one line and build up a large business in that way, but in the country there is a limit to the possible demand for any one line.

W. H. Morrison.

Therefore, one must aim to carry as many lines as will add in some degree to his profits."

"What lines do you carry?"

"Well, I am a sort of general hardware dealer and home furnisher. I have now two stores. In one of these I carry general hardware and metal lines; in the other wall paper, house furnishings and furniture."

"Do these lines work well together?"

"Why, yes! When a buyer is after one of these lines he generally wants something of the other line. And by supplying such a wide range I am able to prevent the people from my section going to the bigger towns as they would surely go if I did not carry such a wide assortment."

"Do you still do outside work?"

"Certainly; it would be 'going back' to stop that work now. In addition to tinsmithing I now seek for business at eavetroughing, furnace work, metallic roofing, etc."

"Do you sell many furnaces to farmers?"

"I have made quite a feature of this. You know Western Ontario farmers have done well in the last six or seven years and are well able to fit up their homes in any manner likely to add to their comfort or convenience. They are learning to enjoy life and to appreciate the value of their time. So it has been good policy to talk furnaces to them. I make it a practice, too, to push coal furnaces. Wood is steadily becoming scarcer in our section and the farmers must soon turn to coal. Not only have I sold them coal furnaces but have followed up the matter by starting to handle coal. Now it is a familiar sight to see a farmer hauling home a load of coal from my sheds to his home.

"Another development along a similar line has been the increased sale of high grade ranges. Some time ago some man went around the country selling a high-priced malleable range. At the time I was annoyed to learn that several farmers in my district had bought these ranges. But since then I have become glad that they visited the locality. They did much to convince the farmers of the wisdom of paying a good price for a range and I have followed this up with excellent results. All this adds to my coal sales."

"Was it hard to work up a coal trade?"

No, though it was slow. I only bought one car at first. Now my sales are so steady that I frequently buy cars, bringing it in direct from Buffalo."

"Do you look after building operations to sell goods to builders?"

"I have to. In the first place I have my contract work to build up. In the second place I want to supply cement, nails, building materials of all kinds, paints, etc., to as many builders as I can. If one is to do this work to best

advantage one must be on the move a good part of the time."

"Do you try to influence the builders regarding how to build their places?"

"To some extent. For instance, if I think I can influence a man to use metal shingles instead of wooden ones I try to do so because I sell metal ones but not wooden ones. The same way with cement. If I can persuade a man to put a cement floor in his cellar or in his new barn I do so in the hope of selling him cement. This is fair because both metal shingles and cement are the best goods for their purpose and I am giving a man good advice when I tell him to use them."

"You carry wall paper?"

"Yes, I carry as large a stock of it as is generally carried in towns far larger in size than ours. This gives buyers confidence that they will have some variety to choose from and will probably be able to get what they want. Wall paper is a strong line with us."

"Do you push stock food and seed?"

"I have found stock food an excellent line in the Winter time; in the Summer I carry both garden and field seeds and always try to interest my customers in the line. There is money in both of these lines if they are properly looked after."

In addition to his activity Mr. Morrison has spent considerable time and energy in the service of his municipality. He served in the township council for five years, during which time he was elected three times by acclamation. For four years he represented the township in the county council, three years as deputy reeve and one year as district representative, acting as reeve in the township at the same time. He has also been an active worker in the Canadian Home Circles, the A. O. U. W. and the Independent Order of Oddfellows.

Personally Mr. Morrison is a genial, wide-awake man, fond of life and action, appreciates a joke and the grip of a friendly hand. As he is yet a young man he is likely to still expand considerably before he has reached the limits of the hardware business in Shedden.

"OUT-OF-DOORNESS."

THE word "Out-of-doorness" is one of those expressive words which are sometimes arbitrarily coined to fit an occasion. In this case the word was either adopted or coined by a big bicycle firm in Toronto and free use of it made in various advertising mediums. Now "out-of-doorness" and bicycle riding are synonymous terms. The movement for "out-of-doorness" in Canada is not so pronounced as in the United States, where it expresses a protest against indoor life, parlor exercises, prepared foods and artificial living in general. What goes through with enthusiasm in the United States generally works quietly along in Canada, and so we have a steady out-of-door movement in progress here. The immediate effect of it has been a marked revival of the bicycle trade.

PRESCRIPTION EXTRAORDINARY.

The somnambulist called on her medical man,
And told of her terrible case,
How every night 'twas her unwitting plan
To wander asleep round the place.

"'Tis a terrible thing, and I dread now to think
Of what might, p'r'aps, happen to me
Should I fall while walking the parapet's brink
In my 'nighty' at half-past three.

"You should know I have had these attacks for some years,
But lately much worse have they grown;
Oh, doctor, please cure me," she cried through her tears
And an alternate sigh and a groan.

"Be calm, my dear madam; now don't be unnerved,"
And then a prescription he wrote;
"'Tis 'homœopathic," the doctor observed,
As he handed the patient the note.

So she went to the chemist's, who said "It's not here
That you for this physic should hie;
For a hardwareman's shop you had better now steer,"
And she left without even "'Good-bye"!

At the hardwareman's place for the chief she did "ax,"
And he came from the back of the store,
And read, "For attacks take a dose of tin tacks,
And administer over the floor"!

THE BRITISH IRON INDUSTRY.

U. S. Consul Monaghan, Chemnitz, Germany.

UNITED STATES CONSUL MAHIN, Nottingham, Eng., reports as follows: The tariff commission appointed by Mr. Joseph Chamberlain to investigate trade conditions, in view of the alleged relative decline of British foreign commerce, has given out some statistical tables regarding the iron and steel industry of the United Kingdom. These include comparative figures from foreign countries. The facts disclosed by the tables are thus summarized:

At the end of the seventies the production of pig iron in the United Kingdom was equal to nearly 6,750,000 tons, representing 45 per cent. of the world's total production and equal to the total production of the next five iron-producing countries. At the end of the eighties the world's production had increased by 59 per cent. while that of Great Britain increased by 17 per cent., Germany and the United States having respectively increased this production by 93 per cent. and 175 per cent. The United Kingdom's share of the world's production had fallen to rather more than one-third, while that of Germany had risen to about one-sixth and that of the United States to about one-fourth. Early in the nineties Britain gave up the lead to the United States, which has continued to increase this lead during the last decade. Great Britain is now being further rapidly overhauled by Germany. The total production of the United States is now only just less than the combined production of the United Kingdom and Germany.

If we turn to the consumption of pig iron, the new century finds the United Kingdom third among the iron-consuming countries. Measured by any test that can be applied, either by comparing the production of other countries or by the consumption relative to the increased population, the same result is brought out, viz., that the British iron industry has remained absolutely stationary during the last thirty years as a producer, and, compared with the world's demand, has given up her supreme position and receded to a very backward place.

The results in the case of steel are, if possible, more striking than in the case of pig iron. While in the period 1876-1880 the average annual production of steel in the United Kingdom represented one-third of the world's total requirements, it now represents less than one-seventh. The United States and Germany are the only two countries whose production has increased more rapidly than the world's demand. The former has increased her proportion from about one-quarter to two-fifths; the latter, from one-sixth to more than one-fifth. According to one table, while the consumption of steel in the United Kingdom, per head of the population, has increased by 294 per cent., the corresponding increase for the United States and Germany is 981 and 1,026 per cent. respectively. The relative slothfulness of the steel industry in this country is thus again demonstrated.

WIRE NAILS
TACKS
WIRE
Prompt Shipment
The ONTARIO TACK CO.
Limited
HAMILTON, ONT.

CATALOGUES, BOOKLETS, ETC.

For the convenience of its readers HARDWARE AND METAL has opened its columns for the review of catalogues, booklets or other such publications issued by manufacturers or wholesale dealers selling to the hardware, plumbing, machinery or metal trades. Retailers desiring such publications may also have inserted a note to that effect. It is requested that when any of the trade write for any booklet mentioned in these columns that they credit HARDWARE AND METAL as the source of their information.

The "New King" Cooker.

THE Fairgrieve Mfg. Co., Toronto, are offering the Canadian trade the "New King" steam cooker. To help the retailer in introducing this cooker to householders the company have prepared an attractive 28-page book containing valuable recipes by famous authorities on cooking by steam, also full information regarding the cooker prepared in such an attractive manner that women should, after reading it, be easily convinced of the advantage of having the "New King." Readers of Hardware and Metal who have not given this cooker attention should secure a copy of this booklet and see from a perusal of its pages if this line would not be a good one to add to their stock.

Acetylene Apparatus.

There is as much difference between different acetylene generating apparatus as there is between clerks in a hardware store. The faults of some acetylene machines have been so much in evidence that many merchants are dubious about their use. Yet this is as unfair as it would be to assume that because two or three clerks had been caught stealing all clerks were thieves. For this reason the St. Thomas Acetylene Mfg. Co., Limited, St. Thomas, Ont., have prepared an exhaustive booklet on "High Grade Acetylene Apparatus" for distribution to interested parties. This booklet covers the situation in a thorough manner and should be sufficient to convince even the skeptical as to the accuracy of the claims made for their machine. On one page is a letter from Alf. W. Hadrill, secretary of the Canadian Fire Underwriters' Association, as follows: "This is to certify that after examination by our inspector your 'Star Water Pressure Acetylene Gas Machine,' constructed in accordance with the plans and specifications fyled in this office, has been accepted as fully complying with the standard requirements of this association, as per revised rules of March 1, 1899." This book should be read by hardwaremen, particularly those engaged in the plumbing or tinsmithing branches of the trade.

Oil Engines.

Merritt & Hatcher, Limited, Poultry, London, E. C., have issued a valuable treatise on oil engines—their selection, erection and correction, by W. A. Tookey, author of a similar work on gas engines. The book is divided into four parts and an appendix. The introductory chapters—Part I.—deal successively with petroleum fuel, the advantages of oil engines, definitions of the various terms of horse power, and explanation of the principle of work or cycle of operations. Part II. is for the information of purchasers. It describes and compares the different methods adopted by the leading British manufacturers in the details of design, and includes a few hints to assist in making a selection. Part III. is written more for the workmen who instal and foremen and others who superintend. Part IV. is for the attendant. It contains a few words about starting, probable failures and defects and their remedies, and some hints that may prove useful. An appendix is added whereby the different designs of the leading manufacturers can be easily compared, and it is hoped that the descriptions there given—in each case the brief notice has been approved by the makers themselves—will form a useful guide to those interested in the subject. The price of the work is 1s. net at London. Mention this paper in writing.

Planers and Shapers.

The London Machine Tool Co., London, Ont., have issued a valuable catalogue dealing with "Planers and Shapers." In their introduction to the work they say: "We have endeavored to pick out the salient features of these machines so that the reader can see at a glance the care taken on every detail of construction, note how every stress is provided for and also note their general handiness of operation, their simplicity and strength. We have been building these tools for twenty years, have placed them in hundreds of shops from the Atlantic to the Pacific and are very much pleased at their record for steady, true and accurate work. The modern high speed steel has of late been making demands upon machine tools for higher cutting speeds and also heavier and wider feeds. We have constantly endeavored to keep well abreast of the improvements of the times and believe that after a careful perusal of this pamphlet the reader will acknowledge that we have succeeded well. Our works are situated close to the various railways entering London, and we will be pleased at any time to show visitors through our works, show them our methods of construction and other matters of interest. We would be pleased to give further particulars of our machines, if such is desired by any of our customers. We also manufacture a complete line of machine tools, generally, such as lathes, radial drills, plain drills, presses, punches, rolls, steam and board-lift hammers, boring mills, etc., and will be pleased to furnish any particulars of these machines."

A Plain Talk to Paint Dealers.

For more than ten years we have talked to you in these columns of *THE SHERWIN-WILLIAMS PAINT AGENCY.*

We have constantly urged its many advantages and good profits; we have truthfully endeavored to show the exceptional opportunities it offers in the paint field; and have pointed out its great value as an advertising help to the dealer.

We have succeeded in convincing most of you that our statements are truthful. But there are a few whom we have not won over. If you are one of the few, we want you to know that *our 1904 proposition* is better and more liberal than ever before. It is bringing more business and better business to *S. W. P.* agents.

We want to show you "why." We can prove to you that the agency will bring success to any dealer willing to take hold and use the helps we give—that our advertising sells paint—that our products hold trade.

We want you to investigate our proposition—to consider it carefully. You can learn all about it by writing today for Booklet "B 13."

THE SHERWIN-WILLIAMS CO.
PAINT AND VARNISH MAKERS
CANADIAN DIVISION,
Headquarters—21 St. Antoine St., Montreal.
Depots—86 York St., Toronto; 147 Bannatyne St. East, Winnipeg.
1199

Business Changes

ONTARIO.

C. E. HALL, general merchant, New Castle, has sold out to J. E. Coulson and removed to Wiarton.

S. Dornan, pump maker, Dundas, has been burned out.

H. W. Echlin, general merchant, Keewatin, has been incorporated.

C. E. Graves, general merchant, Tillsonburg, has sold out to W. B. Hogarth.

S. J. Rodger, harnessmaker, Thorold, has assigned to C. S. Scott, of Hamilton.

R. Thomas & Son, windmill manufacturers, Aylmer, have been succeeded by E. Thomas.

The Reeves Pulley Mfg. Co., Toronto, sustained a loss by fire, loss fully covered by insurance.

Tait & Gordon, tinsmiths and hardware merchants, Arnprior, have been succeeded by R. Tait.

The stock of the O'Neil Supply Co, general merchants, Elora, has been advertised for sale by auction.

A. Duncan & Co., general merchants, Wyoming, have dissolved partnership; W. Duncan is continuing the business.

P. Gies is retiring from the firm of Gies, Wolfherd & Co., hardware merchants, Berlin; the business will be continued under the style of H. Wolfherd & Co.

E. A. Gauthier & Co., general merchants, Plantagenet Springs, has assigned to D. M. Viau, Plantagenet; a meeting of creditors is announced for the 25th of April.

QUEBEC.

J. Vazina, contractor, Montreal, has registered.

Matte & Rouelland, painters, Montreal, have registered.

Baril & Tourigny, general merchants, Gentilly, have registered.

Denis & Lebeau, carriage makers, Montreal, have registered.

M. A. Gauvreau, general merchant, St. Raymond, has compromised.

J. Vazina & Co., contractors, Montreal, have dissolved partnership.

J. A. Renault, general merchant, St. Ephrem De Tring, has compromised.

The assets of H. Drouin, general merchant, Beauce Junction, have been sold.

The stock of Carrier & Co., general merchants, Garthby, was sold on April 20.

The assets of Lecker Bros., general merchants, New Carlisle, have been advertised to be sold on April 27.

C. R. Jenkins, general merchant, Smith's Mills, is offering his business for sale.

Cousineau & Freres, general merchants, St. Lazare De Vaudreuil, have registered.

A meeting of creditors of Elie Lemire, carriage maker, Montreal, was held on April 22nd.

The stock of H. Pepin, general merchant, Stanfold, has been sold at 52c on the dollar.

The stock of T. E. Levesque, general merchant, St. Gedeon, has been sold at 55c on the dollar.

L. P. Normand has been registered president of the Three Rivers Planing Mills, Three Rivers.

NEW BRUNSWICK.

Allan, Fox & Co., general merchants, Canterbury, have sold out to C. E. Sharp.

J. A. Humble, general merchant, Stanley, has sustained a loss by fire; loss covered by insurance.

MANITOBA AND N.W.T.

A. E. Sibbald, general merchant, Halbrite, has sold out to P. D. Hines.

The stock of W. S. Brice, machinist, Winnipeg, has been sold by bailiff.

E. A. Holmes, general merchant, Star, has been succeeded by Holmes & Walker.

M. W. DeGagne, general merchant, Mariapolis, has assigned to C. H. Newton.

W. H. Taylor, hardware merchant, Winkler, has sold out to W. & J. Stewart.

C. A. Waggoner, general merchant, Aikenside, has sold out to J. A. Mitchell.

Westaway & Skelton, general merchants, Battleford, have assigned to H T. Cherry.

W. Mitchell, general merchant, Birson, has been succeeded by J. M. and W. Mitchell.

R. J. Harlow, bicycle dealer, Medicine Hat, has been succeeded by T. Waterworth & Co.

BRITISH COLUMBIA.

The assets of the estate of Peter Herman & Co., general merchants, Port Essington, have been sold to the Skeena River Commercial Co.

C. St. Onge, grocer, Montreal, has assigned; a meeting of creditors was held on the 20th of April.

IVER JOHNSON
AUTOMATIC
REVOLVERS

INVINCIBLE
IN SAFETY AND ACCURACY.

INSUPERABLE
AS TO QUALITY, WORKMANSHIP AND FINISH.

30 YEARS' EXPERIENCE
IN THE MANUFACTURE OF FIRE ARMS HAVE MADE THEM SO.

SEND FOR CATALOGUE, MAILED FREE UPON APPLICATION.

IVER JOHNSON'S ARMS & CYCLE WORKS,
New York Office, 99 Chambers Street. FITCHBURG, MASS.

To the Retail Hardware Trade of Canada:

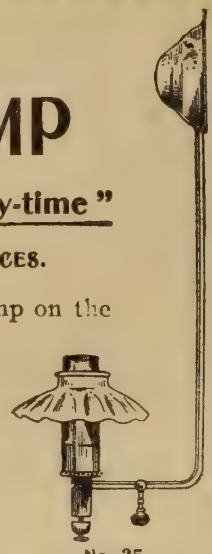
Our stock of Hardware has been completely destroyed by fire. The Graham Nail Works, situated in another part of the city, is in a position to fill orders promptly for Nails. As soon as we can secure premises we will put in a new stock, which will be completed as quickly as possible. We would ask our customers to kindly reserve what orders they can for us.

H.S. Howland, Sons & Co.

TORONTO. Limited

Toronto, April 20th, 1904.

THE AUER GAS LAMP



"Turns night-time into day-time"

NEW MODELS. LOWER PRICES.

We offer you the best made lamp on the market, built scientifically.

We offer you a lamp that will light your store for half the cost of kerosene.

We offer you a lamp that is safer than a coal oil one.

We offer you a lamp which you can sell at a good profit.

No. 25
100 Candle Power.

Do you want the Agency for it?

THEN WRITE FOR OUR CATALOGUE AND DISCOUNTS.

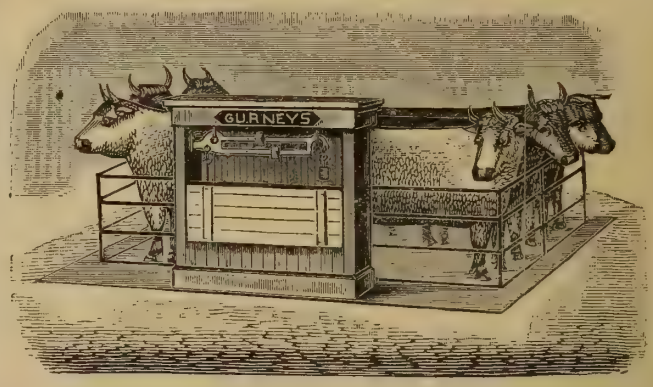
EVERY LAMP GUARANTEED.

AUER LIGHT CO., 1682 NOTRE DAME ST., MONTREAL.

THE GURNEY STANDARD SCALES

Absolutely Accurate and Reliable. The Best of Material and Workmanship. Recognized throughout Canada as

"THE STANDARD"



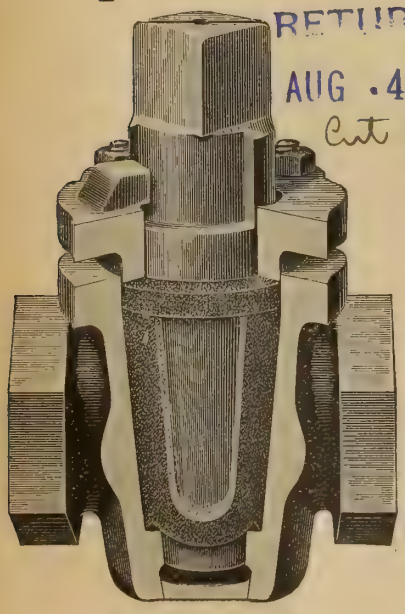
We make scales of every description. Established 1856. Send for catalogue and printed matter.

The Gurney Scale Co., Hamilton, Ont.

Eastern Warehouse: The Gurney-Massey Co., Limited, Montreal, Que.

Western Warehouse: The Gurney Stove and Range Co., Limited, Winnipeg, Man.

A TIGHT STOP.



RETURNED
AUG 4 1904
Cut Book 22
Page 15
Eng.

Asbestos Packed Cocks for Boiler Blow-off.

THE **U**-SHAPED GROOVES ARE PACKED WITH VULCANIZED ASBESTOS, AND THE BARFFED (RUSTLESS) PLUG COMES IN CONTACT WITH ELASTIC PACKING ONLY.

PUT ONE OF **OURS** WHERE SOME OTHER MAKE HAS BEEN UNSATISFACTORY AND JUDGE FOR YOURSELF.

THE FAIRBANKS COMPANY

MONTREAL. TORONTO. WINNIPEG. VANCOUVER.

MACHINERY

THE MACHINERY MARKET.

Quebec.

Office of HARDWARE AND METAL,
232 McGill Street.
Montreal, April 21, 1904.

GENERAL machinery business is not quite so active this week as last. Actual business is not so large and inquiries have fallen off considerably. Whether this is only a temporary reaction or whether it indicates a permanent change it is impossible at present to state with certainty. The machinery market for the first three months and more of 1904 has been as fickle as the weather and in great measure has been affected by the weather. There have been weeks this year in which business has been brisk and in which the prospects seemed to point to a continued improvement; but taken as a whole, the opening months of 1904 have been disappointing. Results have not come up to expectations and the volume of business for the first quarter shows a considerable decline as compared with the same quarter in 1903. It is true that there are a number of large contracts in sight, but they have been in sight for months and they do not appear to be much farther advanced than they were a year ago. Several times lately, local machinery houses have congratulated themselves that these contracts were practically within their grasp. For some reason they have been disappointed in almost every instance.

Whatever the reason, it is pretty generally recognized by machinery men that buyers have not sufficient confidence in the market. Various reasons are suggested for this prevalent feeling of uncertainty, but the general opinion seems to be that it is one of the penalties of being so close to the United States. It is argued that there is nothing in our own trade conditions to affect the machinery market adversely; the sole reason is the uncertainty in the United States machinery markets. One local machinery man who has been in business for a quarter of a century ascribes the present state of affairs to the fact that this is Presidential year across the line. The Canadian market is always affected by the condition of the American, and a Presidential election does not help to maintain confidence in the future of any market.

Trade during the week has been confined entirely to small lots of saw mill supplies and a few small engines and boilers.

Ontario.

Office of HARDWARE AND METAL.
10 Front street east.
Toronto, April 22, 1904.

The continued backwardness in the Spring machinery business has undoubtedly had a depressing effect on machinery dealers in all lines.

There is no particular dullness in any line. The orders which do come in are well assorted, but in few cases have they been of any magnitude. Moreover, the number of them have not been as large as desirable or as anticipated.

It is expected, however, that the Summer will bring some heavy buying in both iron-working and wood-working machinery. The fire in Toronto this week is looked upon as likely to cause a good demand for power and transmission equipment of all kinds, but it is not likely to seriously effect the general machinery trade.

Railway Extensions in View.

SEVERAL railways are seeking charters in New Brunswick this year.

The New Brunswick Central, with $100,000 capital (all U. S. capital) and head office at Coal Branch, propose to build a line from Coal Branch to Richibucto, also to Chipman, thus reaching the properties of the Canadian Coal and Manganese Company, and the New Brunswick Coal and Railway Company. The company also proposes to engage in coal mining and shipping.

The Herring Cove Railway, with $25,000, is projected to run from Alma to Herring Cove, two miles, to give the Hillsboro Mfg. Co. access to deep water terminus.

The New Brunswick Consolidated Railway propose to construct and operate lines from Beersville to Buctouche and from Adamsville to some point in Queen's County. They also desire to absorb by purchase the Beersville, the Kent Northern and the Kent Northern Extension railways. The N. B. Consolidated has at its head Dr. Hugo Von Hagen and his associates of New York, favorably known in connection with the Beersville railway and coal mining enterprises.

The Twin Free Mines Railway project a line from Twin Free Mines, near Great Falls, on the Nepisiguit river, to Gloucester Junction. Work shall be begun within two years and completed within six years after the granting of the charter. The company is capitalized at $190,000.

The Tobique and Campbellton Railway Company are after a charter. They propose to build and operate about forty miles of railroad, from a point on the Tobique Valley Railway between Reid's Island and Plaster Rock, crossing and re-crossing the Tobique river until it intersects the Restigouche and Western Railway. The capital stock is $40,000 with an authorized bond issue of $10,000 per mile. Among the incorporators are J. F. Tweeddale, M. P. P., James Burgess, M. P. P., Donald Fraser, Archie Fraser and H. A. McKeown.

Superior Brand Horse Rasps.

The Nicholson File Co., Dominion Works, Port Hope, have recently added the "Superior" brand horse rasp to their extensive line of files and rasps, with a view of meeting the demand for a lower price rasp. The discount on this brand to the retail trade will be 75 and 10 per cent. from the standard list. These goods will be labelled Nicholson File Co., and fully warranted.

The Nicholson Co. report an increased demand for their goods since April 1st. On account of the severe weather during January and February they were compelled to close down a portion of their works for the want of coal and crude oil. The equipment of their Dominion works is such as to enable them to produce both files and rasps equal in quality to anything manufactured on this continent, and they are at the present time working on some large orders for export to Great Britain.

SMALLEY MARINE GASOLINE ENGINE.

THE Smalley marine gasoline engine shown in the accompanying illustration, is meeting with favor in the United States and is now being introduced to the Canadian market by the Fairbanks Company. It is a small gasoline engine designed for use in pleasure boats and launches.

The Smalley engine belongs to that type of internal combustion engine known as "two cycle," that is, the piston is driven forward on the initial stroke by the explosion of gas at each revolution of the engine. The makers do not claim for it that it is the most "simple" engine on the market—at least not in the ordinary understanding of the words. They make use of valves and working parts where experience has proved them to be essential to the efficiency of the engine. There is a point in the manufacture of gas engines beyond which simplicity can be carried at the expense of efficiency.

A successful working gas engine must of necessity be constructed with a precision nothing short of perfection. The correct location, form and area of admission and exhaust parts, the size and lift of valves, the area of compression space, are all matters which only extended experience can bring to perfection. These are points which often escape the notice of the casual observer, but which are by far more important than the most elegant exterior finish. In the design of the Smalley engines attention has been given first to these details although appearances have not been neglected.

Each crank shaft is made from a solid piece of the best forged steel; cylinders are bored with the utmost accuracy by machines constructed for this special purpose; all connections, pins, etc., which are encased and out of sight, are given the same careful attention as the exposed parts. The shaft journals are made of copper-hardened metal and are perfectly reamed and fitted. The cylinder head, as well as the cylinder body, is thoroughly water-jacketed and water is supplied to same by means of efficient pumps. Thousands of dollars have been invested in special tools, jigs and templates, so that all parts can be exactly duplicated.

The method of speed regulation is worthy of special attention. All Smalley engines are equipped with a speed regulator or throttle. The speed of the engine can be controlled in an instant by merely throwing the lever which is attached to top of cylinder head. This device appeals at once to the operator and it works so perfectly that any desired speed can be obtained, from full speed to a dead stop.

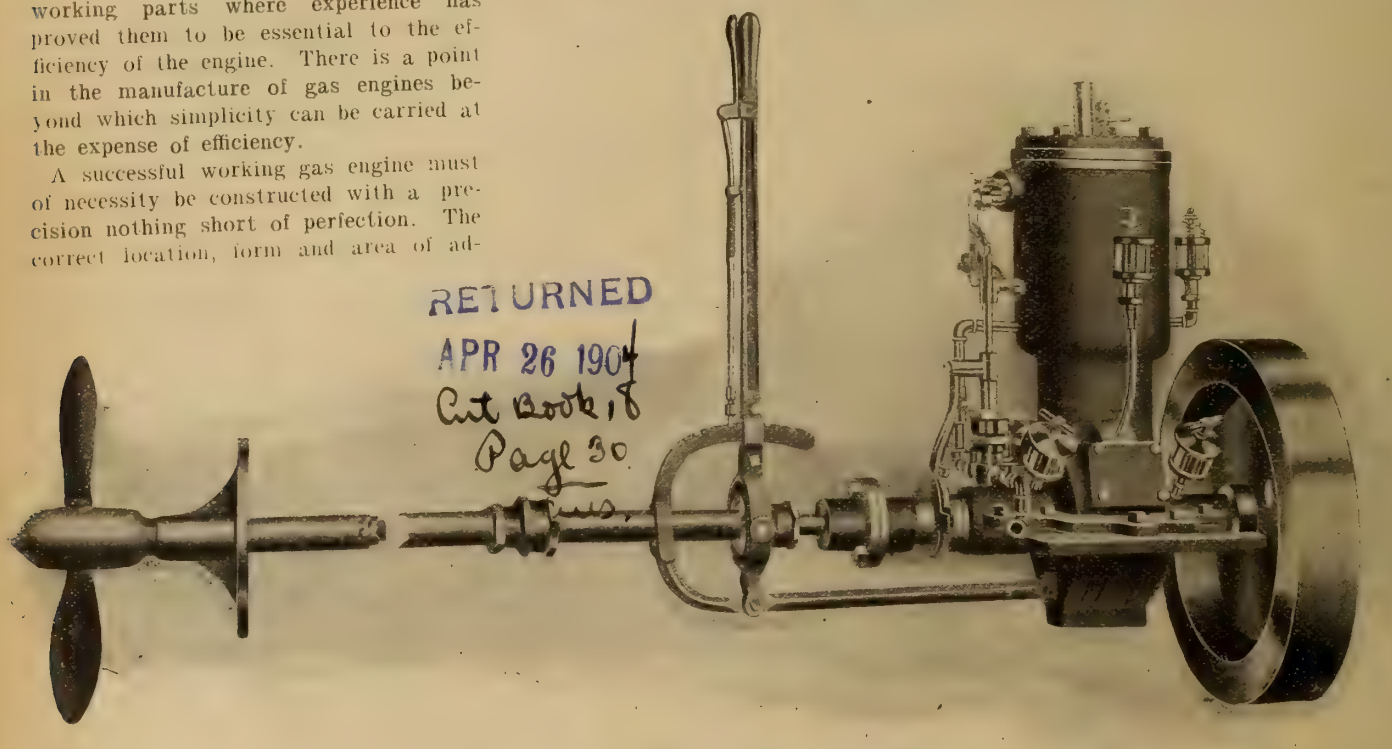
With this regulator it is not necessary to reverse the propeller when making a landing. Everything can be done with the throttle, and you thereby do away with unnecessary strain on the boat and shock to your passengers by suddenly reversing the engine when under full speed.

The operating of this lever does not in the least change the quality of the gas, but merely decreases the amount of gas admitted to the combustion chamber by gradually closing the opening made by the inlet valve.

The speed of the engine can be perfectly controlled by operating the small lever which regulates the time of ignition, hence the speed of the engine is at all times under the immediate control of the operator, whether his position be either forward or aft of the engine.

The reversible propeller equipment of the Smalley engine is also deserving of special attention. If any part of the equipment of the engine has called for more praise than another, that part has been the reversible propeller. The Smalley engines run in one direction and the reverse motion is imparted to the propeller by means of a mechanical arrangement which enables the operator, by means of the reversing lever, to change the pitch of the propeller blades to "back up" or "go ahead." By means of the same lever the blades may be set in a neutral position, so that the engine may be run without imparting either a forward or a backward motion to the boat.

All parts of the Smalley propeller are mechanical and strong and completely encased, so that the wheel presents the same solid appearance as a solid wheel. (See the illustration.) Note that there are no nuts, bolts or lugs to catch weeds or other obstructions, or to cause an undue resistance to the water. The entire thrust of the propeller is taken up by a ball thrust bearing, which reduces the friction to a minimum.



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APR 26 1904
Cut Book, 8
Page 30.

Type "A" Smalley Engine with reversible propeller atrached.

The assets of J. Savoie, general merchant, St. Jean L'Evangeliste, are to be sold on April 27.

Orlan Clyde Cullen, C.E.L.L.M.

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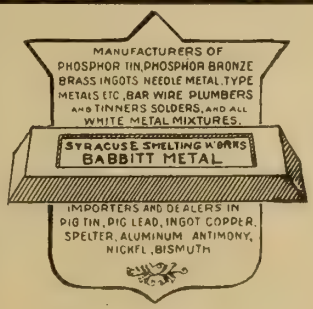

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THE LODGE & SHIPLEY LATHE.

THE Lodge & Shipley Machine Tool Co., Cincinnati, Ohio, make a specialty of high-grade lathes. They are at present offering the Canadian trade, through the representative, H. W. Petrie, Toronto, a lathe which contains several features which render it capable of great volume of work at high speed.

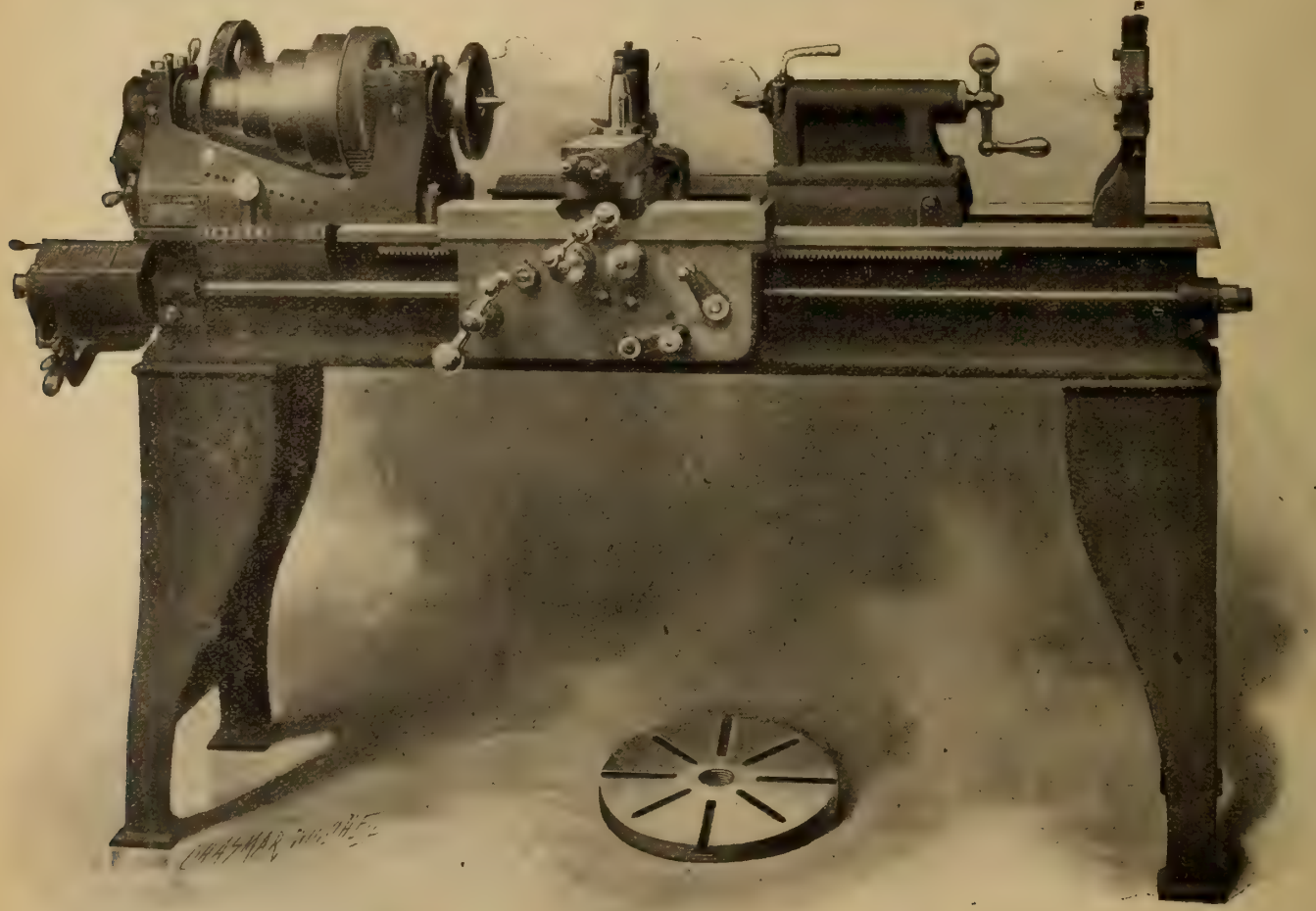
A description of the lathe is furnished below:

"The head is neat but massive, the cone pulley has five steps, the faces of which are extra wide, and the ratio of back gearing is very high. The spindle is of crucible steel, with a large hole through its entire length. The bearings for the spindle are of the best quality of composition metal, and are massive both front and back. In order to insure its being absolutely round and straight the spindle is ground. The thrust collars are of steel, hardened and ground. Suitable screws are provided for setting the tail-stock sideways, and a 2-inch index graduated to sixteenths of an inch is cut on.

"The carriage is extremely heavy and substantial, is provided with liberal Tee slots, and is gibbed to the bed its entire length. The bearing on the bed is not recessed, but has a full bearing from end to end, and the entire depth of V on the bed. Instead of an inside V at the front of the lathe a flat is used on which the carriage bears; this shortens the "bridge" of the carriage and insures a solid and substantial bearing immediately under the compound rest. The carriage is provided with a screw and clamp for locking it while using the cross-feed.

"The compound rest is substantially built and is in keeping with the balance of the lathe. Both the upper and lower slides are fitted with taper gibs, which, with a long movement for angles, is fitted with a screw of suitable pitch. This screw is provided with an indexed micrometer, which reads in thousandths of an inch. When starting the cut an exact diameter may be obtained without the use of calipers by using the tail-stock spindle as a gauge. For example, in the 18-inch lathe, secure the tool firmly in place, move it forward until the point touches the spindle; the tool is then set to turn a diameter of spindle size. If smaller diameters are wanted, move forward by means of the micrometer, the required distance, as explained. If larger diameters are wanted, move backward in the same manner, except that in moving it backward it should be carried say a half turn more than required, and then sent forward to the proper place, in order to take up the lost motion.

"Compound rests are furnished regularly on 22-inch and larger lathes; smaller lathes are furnished with compound, raise-and-fall, or plain rests.



Especial care is taken to face the point with which they come in contact, so that the bearing is absolutely true. The gears, with the exception of the spindle gear and the back gearing, are steel and are actuated by the gear shown on the outer end of the spindle.

"The tail-stock is shaped so that the compound rest may be set at an angle of 90 degrees, which permits the tool to be operated on the smallest diameters. besides being tapering, are tongued and grooved into the sides, so that no amount of strain will displace them. The taper gibs are provided with two screws only, one front and one back, which take up the wear the entire length, and which will not require resetting, perhaps, more than once a year. The top slide is of ample width, so that heavy cutting may be done without projecting the tool out away from the tool rest. The top slide

"The apron is fastened to the carriage by hexagonal-head cap screws, besides being tongued and grooved into the carriage; it is of ample length, width and thickness, and is provided with three heavy braces along its entire depth. The studs are steel and are hardened and ground, and the pinions for cranks, friction, cross-feed, and rack are all of steel. The reverse for the feeds is extremely simple, and is always at the

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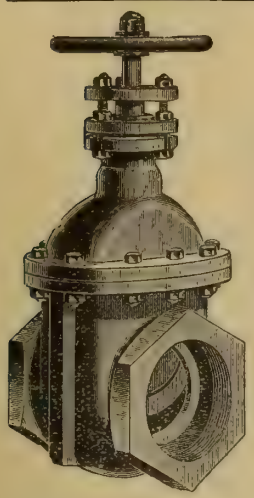

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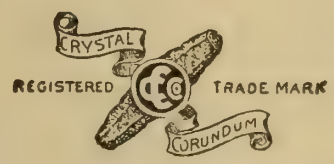

Corundum is the best abrasive obtainable. It cuts clean, fast and cold. Not until three years ago when Craig Mine Corundum was placed on the market, could corundum be obtained in quantity. We can now supply any quantity of uniformly pure and carefully sized corundum, and enquiries and orders will receive prompt and careful attention.

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The Canada Corundum Company, Limited

TORONTO, CANADA.

hand of the operator; the lead screw passes through the sleeve and engages with it by a spline and key; this key extends almost the entire length of the sleeve, the edges of the spline are carefully dressed, and there is no possibility of any cutting. The movement of the reverse handle on the apron causes the bevel gears on the sleeve to engage either on the right or left, and feeds the carriage accordingly. When the handle is locked centrally it is impossible for the feed to become engaged. The threads of the screw are never in use, except when the lathe is cutting screws.

"The half nuts, cut from the solid metal, are planed to fit directly into substantial bearings in the apron, take prompt hold on the carriage, are entirely independent of any cap screws, and are in no danger of being twisted out of alignment under heavy pressure; they are operated by a cam, with carefully milled grooves; this forms a substantial combination which will outwear the other parts of the machine and will never cause trouble. Our device connects a cam with the reverse lever, which cam is thrown in the path of the half nuts when open and feed is engaged, so that the half nuts cannot be closed until feed is thrown out. The friction cross-feed is so designed and constructed that if the cross-feed is allowed to run beyond its limit either way no harm will be done.

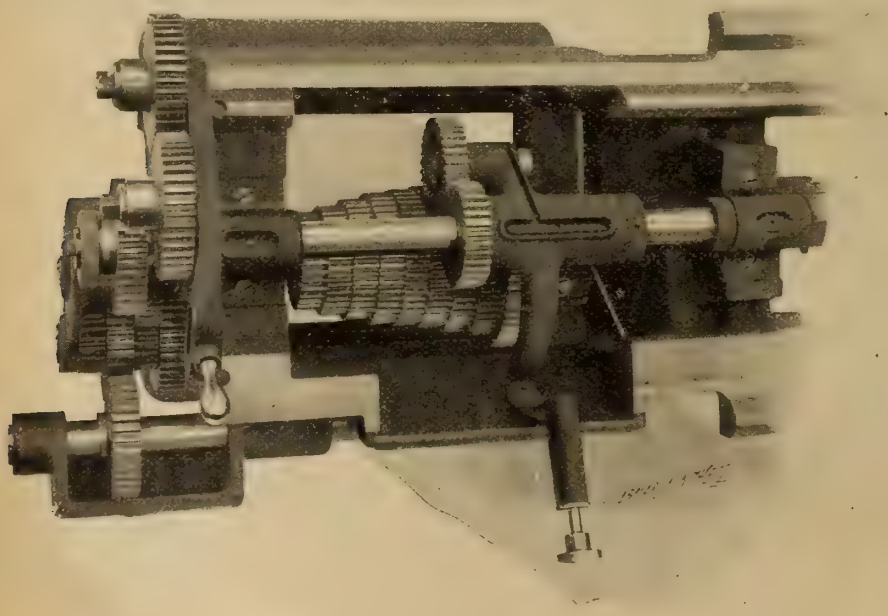
"We desire to call especial attention here to the indexed apron crank shaft for internal work. Suppose a hole should be counterbored to a given depth and diameter, the depth may be read by the index on the crank shaft instead of measuring off by a scale, and a diameter for counterbore may be made by reading the cross-feed screw index. In chasing internally this not only prevents the breaking of tools, but gives an exact diameter. All parts are easily accessible to oil.

"The bed is designed with ample depth and proper width and bracing. The surfaces to which the lead screw bearings are fastened, are planed to receive them, are tongued and grooved and are in perfect alignment. The tops of the V's are rounded to avoid bruising. The racks are of steel accurately cut and in one piece (excepting on long beds).

"On lathes of 22-inch swing and larger, a rack is cast in the centre of the bed (see illustration) into which a pawl at the back of the tail-stock engages. This provides a positive brace for the tail-stock, the advantage of which, especially when the lathe is engaged on heavy work, is apparent to every mechanic.

"An improvement of substantial merit (patented August 13, 1900) is the ledge, a steel strip let into and securely fastened to the front of the bed and upon which the back plate or bracket of the apron slides. The inner ends of the pinions and pinion studs have a bearing in this plate or bracket, affording a substantial support upon the bed directly in line with the strains which might tend to separate the gears or rack and pinion while under a heavy load. Applied on 22-inch lathes and larger only.

"The screw-cutting feature of our lathe has many points of excellence. All gearing is cut from solid metal. The change gears are mounted on a short shaft (the bearings of which are ground), running in substantial bearings in the bed directly under the headstock. The knob shown in front of the head carries a gear that continually runs either right or left. This gear may be dropped into any one of the cone of gears instantly, and thus gives four times as many changes as there are gears in the cone of gears, because on the outer end of the cone-gear shaft are four gears, into any one of which the gear shown on the lead screw may engage. Not a single gear need be removed to obtain the different threads or feeds on the index.



Gear in a 22-inch bed.

"Provision is made on the reverse plate of each lathe to receive a compound gear, so placed as to cut either a full column of finer threads or a column of coarser threads than shown on the index plates. This gear is only furnished regularly on the 14, 16 and 36-inch "Standdard," 36-inch "Massive," 42 and 48-inch lathes and set for the finer threads of index, excepting on the 36-inch "Standard." This compound gear can be furnished of a ratio suitable for any reasonable odd number of threads per inch, or for coarser fractional pitches. This plate is also used to change from right to left hand screw cutting.

"Triple gearing is a regular equipment of our 36-inch, 42-inch and 48-inch lathes, and can be applied to 24-inch, 27-inch and 30-inch lathes, if desired. The gears are powerful and massive, and are easily engaged or disengaged from the front of the lathe.

"The taper attachment, patented April 7, 1891, and November 9, 1897, is extremely simple, and composed of less parts than any other in the market. In operation it is changed from straight to taper by tightening or releasing one screw on the dog. When attached for taper work the sliding shoe connects directly with the tool rest and not with the screw, making its operation instantaneous. The nut is made to release and slide in a groove. The stud for the sliding shoe also engages into a groove, and to attach or detach requires nothing more or less than the releasing of one screw and tightening of another, or vice versa.

"The cross-feed nut cannot fall over when in use, as in the ordinary taper attachment, because it is never disconnected. The bolt simply slides in a slot (patented) in the compound rest slide. The bracket carrying the taper attachment is bolted to and travels with the carriage, so that at whatever part of the bed the carriage may be, the taper attachment may be instantly engaged. No planed strip is necessary on the back of the bed. For the convenience of customers, all carriages will hereafter be drilled so the taper attachment may be readily added at such time as customer may desire.

"The index plate has the words 'thread' and 'knob' on the upper line. Under the word 'threads' are the number of threads the lathe will cut—for the 18-inch lathe, from 2 to 32; under the word 'knob' are the figures 1 to 11; thus, should the operator desire to cut any certain thread, he finds the thread on the index plate, pulls the pointer to the column in which it is found, places the knob in the hole indicated on the plate, and starts his tool to work. This is so simple that the greenest boy understands it at once.

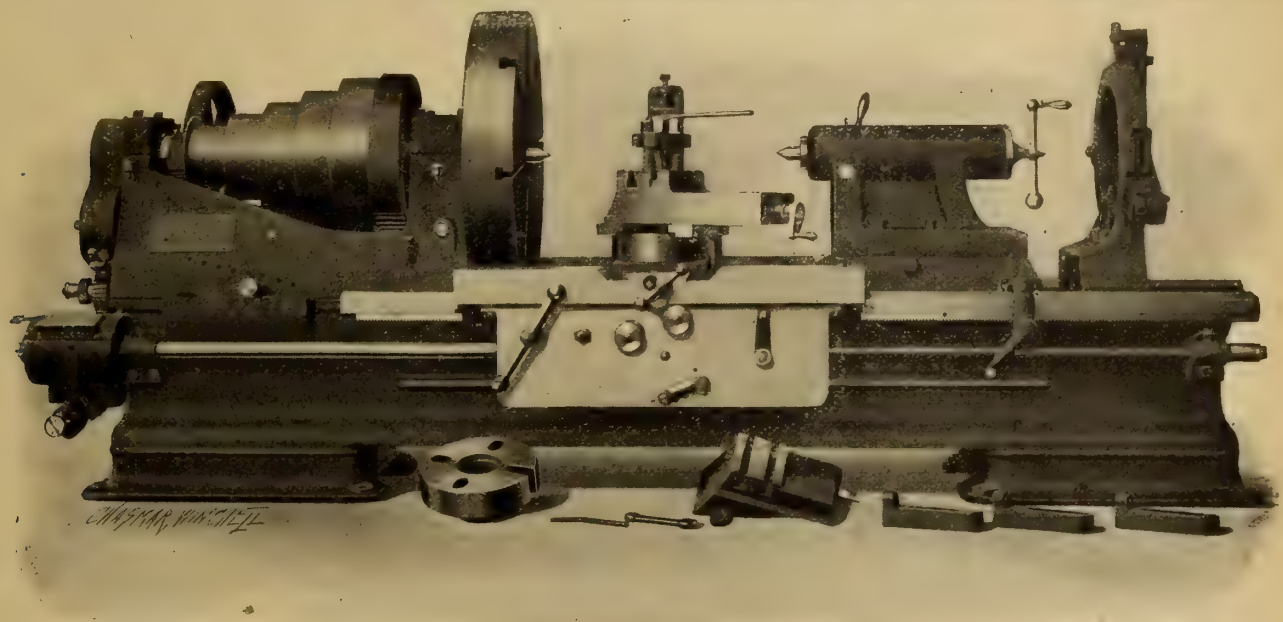
"The range of feeds is very great. On the 14-inch lathe, from 16 to 512; on the 48-inch lathe, from 3 to 84. The tool post wrench fits all hexagon head screws and nuts requiring adjustment.

"The follow-rest is quickly attached to the carriage and straddles it, so that the tool works exactly opposite to the

points of support, making it absolutely firm under the heaviest cut. It is provided with three jaws, adjustable to any diameter within its limit.

"All screws are accessible from the top with the tool post wrench.

"The countershaft is provided with a core pulley of larger diameters than the one on the spindle, in order to give ample belt power. This cone pulley is flanged at the small step. The friction pulleys have a lrage chamber to receive a full pint of grease. They are mounted on thimbles, upon which the pulleys revolve freely, the thimbles also revolve freely on the shaft; this doubles the life of these wearing parts, for if one part



36-inch Improved "Standard" Lathe.

should stick it will revolve on the other. The fingers which ride on the cone thimble are steel, are very carefully fitted, and are adjustable only at one point; a wrench is provided with each countershaft to make this adjustment. The frictions themselves are taper cones, of nearly as large diameters as the pulley, and which when released leave the point of contact a full eighth of an inch, absolutely avoiding the troublesome back and forward motion, so prevalent in friction pulleys when the machine is stopped. We will furnish tight and loose pulleys in lieu of friction pulleys and at same price when specified.

"Every lathe is fitted with follow and steady rests, plain or friction countershaft, large and small face plates, and necessary wrenches. Chucks are not included in the price of the lathe. These will be furnished and fitted at a reasonable additional cost."

Readers of Hardware and Metal are invited to send for further information regarding this lathe to H. W. Petrie, Toronto. Ask for catalogue "N" in which detailed illustrations of the lathe are given.

MACHINERY AND ELECTRICAL NOTES.

Alfred Rubbra, of the Machinery Exchange, Montreal, has secured new storage premises on St. Genevieve street. He is storing a number of boilers and engines, new and secondhand, in these new premises.

L. Martineau & Cie, biscuit manufacturers, 225 Dorin street, Montreal, intend putting in several thousand dollars' worth of new machinery this Spring. Several Montreal machinery houses are competing for the contract.

Kinney Bros, planing millers, Gladstone, Man., have purchased a site for a new mill. A patent gate is to be made. Machinery will be placed at once. Their present mill will be enlarged and new gas engines and planing machinery, making it as well fitted a mill as is in the country.

The Dominion Coal Co. have decided to start the work of opening Glace Bay harbor and Big Glace Bay mines. Materials are now enroute and delivery will commence in a few days; $85,000 will be spent on harbor improvements, $25,000 of which is furnished by the Dominion Government and the balance by the coal company. At one time over 250,000 tons of coal was shipped from there yearly. The port will be used exclusively for the loading of sailing vessels.

The Scottish Hero, one of the new chartered boats of the Dominion Iron and Steel Company, arrived last week from Glasgow. Her cargo consists of 800 tons of firebrick, 9,980 barrels of cement, and 370 tons of rails. The rails were manufactured in England from steel made by the Dominion Iron and Steel Company. They are to be sent to different parts of Canada to be tested on the great railways. The Scottish Hero is the first steamer to arrive in the port of Sydney this season.

Henry Gebeau, of Frank, N.W.T., has invented a "Grip Traction Motor" which he claims will revolutionize the haulage from mines. Its cable is stationary, the grips attached to a wheel clutch automatically the cable in a similar manner to a man climbing hand over hand; the grips revolving between two supports cams collars causes this climbing motion. The power for this machine may be generated either by storage battery, steam or gasoline engine and is transmitted to the grip wheel by a pinion and spun wheel.

The Kingston Locomotive Company have closed a contract with the Chambersburg, Pa., Engineering Company for the installation in the works here of a hydraulic riveting and flanging plant. It comprises a riveting machine of 150 tons pressure, a hydraulic frame, accumulator, flanging press and all the necessary pumps, etc. It will be one of the largest plants of its kind in the world, and will add greatly to the equipment of the works, and will permit of from 12 to 15 engines per month being turned out. The plant will be installed within the next seven weeks.

Byrad Warnock has succeeded F. H. Hayhurst as business manager of Jas. Warnock & Co., Galt, Ont. Mr. Warnock, who is a young man of excellent business ability, is a son of the late James Warnock, the founder of the works. Mr. Warnock is particularly well fitted for his new position, having had considerable experience in the spring and edge tool business. For some time he was connected with a carriage spring business in Michigan, and later was with an edge tool concern in Columbus,

Ohio. Besides getting a practical training at these places Mr. Warnock also got an insight into the business end.

The Brome Lake Electric and Power Company, Brome, Que., has decided to appeal from the judgment recently rendered by Judge Lavergne against the company in favor of Mr. Oscar Sherwood. The latter, who owns a water power sued the company for damages alleged to have been caused by the company holding the water by day and using it at night to operate an electric light plant. Judge Lavergne gave Mr. Sherwood $210 damages and the costs of the action, which are heavy. The company has decided to go directly to the Court of Appeal and the case has been inscribed.

The Winnipeg Street Railway Company have decided to make additions to the car storage capacity, the mechanical department, and the gas manufacturing plant. The last mentioned will be made modern in all respects. For this purpose several new buildings are to be added to the present establishment on Gladstone street. The new plant will have a capacity equal to the production of 500,000 cubic feet of gas per day. It will probably be ready for operation by the first of October next. All the new buildings which are to be erected by the company will be constructed of brick and steel, and they will not only constitute an important addition to the operating establishment, but will reflect no discredit on the locality in which they are located.

Willis Chipman, engineer, Toronto, is asking for tenders for the following for Moose Jaw waterworks and sewerage works: Contract "A," labor, pipe-laying on water works and sewers; contract "C," water tower or reservoir; contract "D," cast iron pipes and specials; contract "E," hydrants and valves; contract "F," sewer pipes and junctions; contract "G," pumping machinery; contract "H," two boilers; contract "J," electric lighting engines; contract "K," electric lighting system.

On Monday the Kingston Locomotive Works turns out an engine for the Prince Edward Island Railway. It will be sent to the St. Louis Exposition to be exhibited. The engine is a small one, and is the best piece of workmanship ever turned out by the Kingston company. It does twice as much as any other engine of its class. Several others like it are to be built at the horks there.

CONDENSED OR "WANT" ADVERTISEMENTS.

Advertisements under this heading, 2c. a word first insertion; 1c. a word each subsequent insertion.

Contractions count as one word, but five figures (as $1.000) are allowed as one word.

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Where replies come to our care to be forwarded, five cents must be added to cost to cover postage, etc.

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AN established Manufacturers' Agent in Montreal representing several large American houses, with representatives covering all Canadian territory, wishes to secure a good Canadian manufacturer's line in Hardware or Specialties. Address Box 102, HARDWARE AND METAL, Montreal. (20)

A PARTY at present acting as assistant manager for an old-established English hardware importing house, would like to obtain agencies for English, Canadian and American firms. Address "Agent," c/o. The H. R. Ives Co., Limited, Montreal. (18)

BUSINESS FOR SALE.

HARDWARE BUSINESS—About $4,000, in largest mining town in New Ontario. For particulars address Horne & Hardy, Copper Cliff. (24)

PLUMBING, tinsmithing and hardware business, established 1892. Everything must be sold at once. J. D. Murdoch & Co., Simcoe, Ont. (20)

FOR SALE.

TWO HARDWARE STOCKS in Manitoba; important implement agencies in connection; reason for selling, attention required to other lines; both good opportunities for money making; one stock will invoice about $5,500, other $2,500; good trade established and will bear investigation; write now. Marshall-Wells Company, Wholesale Hardware, Winnipeg, Man. (19)

ARTICLES WANTED.

WANTED—Good second-hand cornice brake; send particulars and price to G. A. McMurtry, St. Thomas. (18)

SITUATION WANTED.

AS HARDWARE CLERK—By young man of good character, with experience; references. Address Box 116, HARDWARE AND METAL, Montreal, Que.

SITUATION WANTED—As clerk in hardware store; five years' experience; good references. Address Box 127, HARDWARE AND METAL, Toronto. (18)

HARDWARE clerk wishes to obtain situation at once, either in Manitoba or the Territories; ten years' general experience, with best references. Address S. C. Wright, Milestone, Assa. (19)

SITUATION VACANT.

FIRST-CLASS salesman for retail stove business; a good position for one who understands the business thoroughly; give references. Box 124, HARDWARE AND METAL, Toronto. (17)

STENOGRAPHER WANTED—In Winnipeg wholesale house for correspondence, with experience in hardware invoicing; good opening for rapid operator; state experience and salary expected. Apply Box 125, HARDWARE AND METAL, Toronto (18)

STOVE manufacturer wants young practical man with experience to assist superintendent. Address. Box 126, HARDWARE AND METAL, Toronto.

WANTED—A boy with two or three years experience at tinsmith trade; please state wages and reference to C. B. Miner, Cobden, Ont. (19)

MACHINERY WANTED.

BOILER—30 to 35 horse power; hundred fifty pounds cold water pressure. Myers Co., Saulter street, Toronto. f

GASOLINE ENGINE — Second-hand, four horse. T. Riddolls, Drayton, Ont. f

MACHINERY FOR SALE.

GAS and gasoline engines; stationary, marine, automobile; also launches; silver medal, highest award Dominion Exhibition, Toronto; write for catalogue. The Gasoline Engine Co. of Toronto Junction, Limited. f

THE FAIRBANKS CO., 41 Front street west, Toronto; standard scales, valves, mill supplies, gas and gasoline engines, Fairbanks stationary, portable and marine; shafting, hangers, pulleys; all transmission appliances; write for price lists. f

WE build a full and complete line of high-class iron-working machine tools, in lathes, planers, shapers, drills, hammers, bolt cutters, etc.; at reasonable prices; inquiries solicited and full information given intending purchasers. The MacGregor, Gourlay Co., Limited, Galt. f

NORTHERN IRON WORKS, Winnipeg, manufacturers and importers of iron products, castings, machine work, structural iron work, pulleys, hangers, etc. Send for catalogues. f

PETRIE'S new stock list of machinery just out; send for one. H. W. Petrie, Toronto. f

THE Stuart Machinery Co., Limited, near C.P.R. station, Winnipeg—Forty-two steam engines, one to one hundred horse-power, in stock, new and second-hand; this we believe to be the largest and best assorted stock of engines in Canada, and our prices are right. f

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METAL PRODUCTION IN EUROPE.

SOME interesting statistics regarding the metal industries of Belgium, France and Germany are given in consular reports issued by the United States Government on April 16.

Consul Roosevelt, Brussels, Belgium, reports the output of cast iron in Belgium in the last ten years as below: 1894, 818,597 tons; 1897, 1,035,037 tons; 1900, 1,018,561 tons, 1901, 764,180 tons; 1902, 1,069,850 tons; 1903, 1,216,500 tons. The imports during the last three years were 165,766 tons in 1901; 291,886 tons in 1902; and 335,791 tons in 1903. In no year did the exports exceed 35,000 tons. Of finished iron and steel products the output was 870,200 tons in 1901, 1,106,950 tons in 1902 and 1,360,410 in 1903. The importation was from 80,000 to 95,000 tons per year. The output was taken about equally by the home and export demand, the figures being 476,138 tons exported and 484,672 tons used at home in 1901; 603,587 tons exported and 537,433 in Belgium in 1902; 738,988 tons exported and 716,118 tons in Belgium in 1903.

Consul Thackara, Hayre, France, reports the production of iron and steel in France, according to statistics of the Minister of Public works, as follows:

	1902. Tons.	1903. Tons.
Pig iron, refined	1,885,431	2,258,429
" foundry (first fusion)	419,543	569,239
Puddled, commercial	330,207	348,372
" sheet	39,613	36,056
Charcoal, refined	4,002	6,388
From scrap iron	265,849	205,115
Steel rails	273,812	234,494
Commercial steel	697,888	792,702
Sheet steel	274,106	290,204
Steel ingots	1,568,303	1,854,620

Consul Kehl, Stettin, Germany, in a report on the German pig iron industry, says:

The increase in the German production of iron and the export of articles made from iron is shown in the following figures:

	Production.	Export.
1903, tons	10,085,634	3,479,999
1902, "	8,420,660	3 309,007
1901, "	7 300,735	2,347 211

The above statistics show that the greater portion of the increase in the raw material is consumed by home manufacturers; but if the export to the United States decreases to any extent there will be a large surplus on hand - that is, if the production comes up to last year. The activity of German smelting furnaces will to a certain degree be controlled by the demand from the United States. The export in the three years was largely divided as below:

	1901. Tons.	1902. Tons.	1902. Tons.
Belgium	52,581	108,811	158,121
Denmark	496	1,438	2,378
France	32,024	30,387	32,532
Great Britain	28 931	39,954	23,157
Netherlands	2,416	89,928	41,105
Austria-Hungary	13,312	14,335	12,852
Switzerland	7,929	9,867	14,380
United States	5,939	49,506	128,980

ENQUIRY FROM NEWFOUNDLAND.

Editor Hardware and Metal:

You may be interested to hear that we have an application for prices in axes from a firm in St. Johns, Newfoundland, who mention they saw our advertisement in your paper. One has to exercise so much faith in advertising that it is pleasing to have at times such direct result.

THE DUNDAS AXE WORKS.

Toronto, April 20, 1904.

SITUATIONS VACANT.

WANTED — First-class hardware and stove salesman with two or three years' experience. Apply, with reference, and state salary, to Boxall & Matthie, Lindsay, Ont. (18)

LINDSAY, April 19, 1904.

HARDWARE AND METAL, Toronto.

Dear Sirs,—Having had several replies to our ad. in HARDWARE AND METAL of last week's issue, kindly discontinue same.

Yours truly,

BOXALL & MATTHIE.

We insert the above to advertise our Classified Condensed Advertisements, the rate for which is 2 cents a word, cash, with order. 1 cent a word for subsequent insertions.

Hardware and Metal

Montreal. Toronto. Winnipeg.

Burned Out in Toronto!

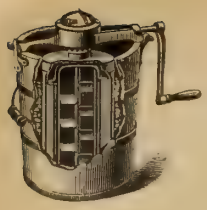
But not in Minneapolis, where our home factory is. This factory will run night and day to fill orders. The delay in filling orders for

INTERNATIONAL STOCK FOOD

will be a very brief one not more than a week. A carload of Food is already on its way to fill imperative orders. New Machinery has been ordered. The factory will be restored with all haste. Send orders as usual.

INTERNATIONAL STOCK FOOD CO.,

TORONTO, CANADA.



"White Mountain" Ice Cream Freezers

Made in eleven sizes with crank, and five sizes with fly-wheel.

These freezers make the finest and smoothest ice-cream the quickest.

Are built with triple motion, duplex malleable iron beater and strong waterproof tub.

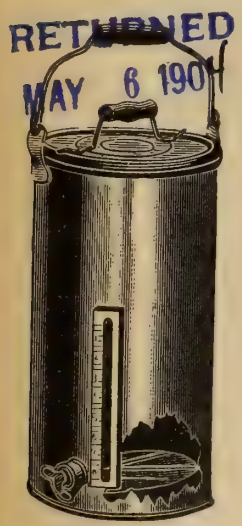
Bound with heavy galvanized iron hoops.

The best all-round freezers in the world.

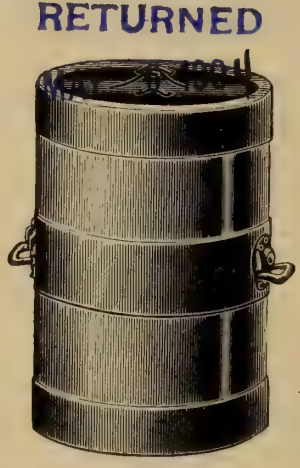
The McClary Manufacturing Co.

London, Toronto, Montreal, Winnipeg, Vancouver, St. John, N.B.

Sole Agents for Canada.

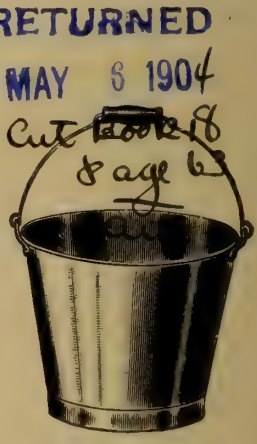


Creamery Cans



Milk Cans

Samson Dairy Pails



Dufferin Dairy Pails

The constantly increasing demand for these goods proves that they are of the very highest quality.

We can fill all orders promptly.

The McClary Manufacturing Co.

London, Toronto, Montreal, Winnipeg, Vancouver, St. John, N.B.

"Everything for the Tinshop."

HARDWARE AND METAL

President:
JOHN BAYNE MACLEAN.
Montreal.

The MacLean Publishing Co.
Limited

Publishers of Trade Newspapers which circulate in the Provinces of British Columbia, North-West Territories, Manitoba, Ontario, Quebec, Nova Scotia, New Brunswick, P.E. Island and Newfoundland.

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THE STEEL WIRE ROD QUESTION.

IT is easy to go to extremes and when one goes to an extreme it is easy to be unfair. A striking illustration of this axiom is given in the discussion by a section of the Canadian daily press, particularly in the Maritime Provinces, of the "fight against American aggression" by the James Pender Co., Limited, wire nail manufacturers, St. John.

A synopsis of the position taken by Mr. Pender, in standing out against the yearly agreement with the American Steel & Wire Co., was given by our Nova Scotia correspondent in last week's issue. In the daily press the affair has been so magnified that Mr. Pender has been exalted as a brave, patriotic Canadian fighting against great odds in the interest of Canadian industries. Those who are intimate with the circumstances, however, see nothing in Mr. Pender's action that particularly calls for admiration or applause.

To understand the circumstances it must be known that the agreement has been made between Canadian wire and nail manufacturers on the one hand and the American Steel & Wire Co. on the other hand, each year since 1899, except in the year 1900. In it the Canadian manufacturers (including the Pender company) undertook to purchase all their supplies of wire rods from the American corporation, in return for which the latter concern agreed not to sell the manufactured product in Canada. Each party sought its own advantage. The American corporation sought a monopoly of the wire rod trade and the Canadians were anxious to exclude a competitor who might be troublesome. Naturally the English and German mills with wire rods to offer did not regard the agreement with favor but up to the present no Canadian industry had any reason to complain.

Last September at a meeting between the Canadian manufacturers and the American concern to consider an agreement for the ensuing year a new condition had arisen. It was understood that the Dominion Iron and Steel Co. would be in a position to manufacture steel rods by May next. In view of this the manufacturers, in a desire to give the Sydney company every chance, refused to extend their agreement beyond six months. The Pender Company, having secured supplies enough to last them until the end of that term, was not party to this agreement.

During the first week in April, at the conclusion of the agreement, another meeting was held to consider a further agreement. The Dominion Iron & Steel Co. were still not in a position to manufacture or to promise regular supplies by a definite date. Moreover, wire rods to be imported from Britain or Germany would have to be brought in via St. John, which would entail excessive freight rates. With the exception of Mr. Pender the various manufacturers decided to continue the agreement.

Through it all, wherein has Mr. Pender shown especial courage or patriotism, such as he is credited with by a section of the press?

He himself gives as his reason for refusing to sign the agreement that he had been able, as a result of the destruction by fire of the Maritime Nail Co., to secure a stock of wire rods sufficient to keep his mill in operation until he could be sure of either Canadian or European supplies. Other manufacturers, not in a position to profit by disaster to a rival concern and not situated at an open port decided to continue the agreement and thus ensure the stability of the Canadian market by preventing the dumping of American wire and nails on this market.

Wherein, we repeat, has the action of Mr. Pender been more courageous or more loyal than that of other manufacturers? In the first place what courage is there in refusing to buy from one strong firm when one has a stock bought already and can depend on other strong sources of supply for future stock?

In the second place, what patriotism is manifested in a stand that has not in any way benefited any Canadian industry?

It will be found that when the Dominion Iron & Steel Co. are in a position to compete for regular business in wire rods on the Canadian market that they will have every legitimate support from all Canadian consumers of wire rods.

Hardware and Metal holds briefs for neither the American Steel & Wire Co. nor for the Canadian manufacturers of wire and nails who have been party to the recent agreement with that concern. But this paper holds that so long as the agreement has been in the best interests of the Canadian manufacturers party to it and so long as no Canadian industry has suffered from it, there is no reason for complaint or agitation against such an understanding.

When any Canadian producer of steel rods is in a position to offer regular supplies at competitive prices (which they are assisted to do by Government bounties) new conditions will prevail. Until such time it is idle and unwise to disturb existing conditions by a futile agitation against the producer of wire rods that is in the best condition to supply the market against the competition of the world. To exalt a manufacturer who, as a result of unusual conditions, is in a safe position to seek his own sources of supplies, for his courage and patriotism is unfair as well as unwise.

Self-preservation is the first law of nature as well as of business, and the Canadian manufacturers of wire and nails have only observed this judicious law in their relations with the American Steel and Wire Company.

CANADA'S UNDERPAID JUDICIARY.

PROOF of the interest taken in the agitation for more adequate salaries for the judges of the supreme court has been furnished Hardware and Metal in a remarkable manner since the publication of the article on the subject in last week's issue.

Several letters have been received on the subject from men well qualified to speak on it and whose views are well worthy of attention. These will be given in due time. It is manifest that Canadian business men realize that this subject is not one of moment merely to the legal fraternity. It is one that is intimately connected with so many transactions which affect industrial and commercial conditions in such a material degree that all business men whose operations or interests are of any considerable magnitude are keenly sensible of its importance and timeliness.

There is general recognition that it is of the utmost moment to the average litigant who cannot afford to pay the excessive fees which wealthy corporations are called upon to pay, that the ultimate court where the law is settled for all Canada, and the court which all the provincial courts must look to for their guidance, should be composed only of members whose judicial strength is such that no matter who the member of the bar may be who appears before them the court is not overawed by his presence and does not feel that the bar is superior in knowledge to the bench, the result being that the poorest litigant represented by counsel, who perhaps is appearing for the first time, is sure that whether his counsel takes all the points in his favor or not, the bench will be astute enough to appreciate every consideration and not be misled by the sophistry of the abler counsel.

This matter has been before the Dominion Parliament several times but in each case decision regarding the matter has been deferred. The interests of the business community, apart altogether from the injustice to the judges at present in office, demand attention to this matter. It is, moreover, imperative that attention to it be given at this session. Vacancies may occur at any time and the salary attached to the office should be at once raised to a level that would attract the most brilliant members of the bar. It should ever be the ambition, the great desire, of each member of the bar throughout Canada to attain, as a crowning end to his career, to a seat upon the supreme court bench.

The matter is of such magnitude that te refer to the financial aspect of it seems trivial. If the salaries of the supreme court judges were placed at a minimum of $12,000 per year for the puisne judges and $12,500 for the chief justice, it would only mean an increase of $30,000 a year, which is a mere bagatelle as compared with the importance to the country of having a court the decisions of which would command respect and confidence throughout the whole Dominion.

When one considers that the Government reports issued a few days ago showed a revenue of over $52,000,000 and a surplus over all charges of over $12,000,000 in the first nine months of 1901, the expenditure of $30,000 to ensure the maintenance of the highest possible standard of judicial strength in the supreme court of Canada is seen to be such a small consideration that the expense entailed will hardly be put up as an objection to the proposaf by even the least reasonable of its opponents.

Nor should it be necessary to consider the other objection which has been raised in the past, the necessity entailed of re-arranging the salaries of the judges in the other courts. The supreme court is essentially in a class by itself. It is not in a position similar to any provincial court since it is laying foundations for law throughout the whole of Canada, and since, as the country is growing by leaps and bounds at the present time this work is likely to be of the greatest importance within the next few years.

FRIENDS IN CALAMITY.

IT is seldom that a business community has to nerve itself to meet the effects of such a terrible conflagration as that which swept over Toronto's wholesale district this week and turned the premises and stock of more than a hundred and fifty firms into a widespread heap of ruins and debris.

The business men affected have faced the situation bravely and instead of the note of despair one might almost have expected one already hears the most encouraging reports of intended reconstruction and re-organization.

While the hardware trade has not suffered in anything like the proportion that several branches of the trade have the sufferers from the fire include wholesale hardware, paint, metals, stove and tinware, rubber and machinery concerns whose business interests extend over almost all Canada. In addition to these are many firms whose goods are handled by hardwaremen as well as by other retailers.

In view of the magnitude of the fire it is inevitable that many retailers will be put to some inconvenience. It is expected, however, that in such cases every consideration will be shown by customers of the sufferers, as such courtesy will in a great measure help the various firms to get their business into proper working shape again.

In this connection it is pleasing indeed to record the courtesy shown by firms who have long been keen competitors of those so completely burned out. Some concerns have offered their competitors in need such of their stock as may be needed for completion of orders until new stocks can be secured. In many ways a similar spirit of kindliness has manifested that the old-fashioned business principle of "hitting a rival when he is down" is not the fashion in Toronto at the present day.

A MENACE IN THE WEST.

WITHIN the next few years the character of the Northwest Territories of Canada will be formed for generations to come. Even to-day, influences are at work which will have their bearing on the future of the country. The importance of taking the utmost care in our dealings with the embryo provinces of the West will be readily admitted by every true Canadian.

The country is there to be developed, and it cannot be gainsaid that Providence has given to the Canadian people the task of bringing its vast resources to light and developing them for the advantage of all mankind. The land must not remain a barren wilderness. Its inherent riches must be exploited and to accomplish this task population must be brought to the Canadian shores and settled upon the vast stretches of unoccupied territory.

With this task the immigration authorities of the Dominion are endeavoring to cope, and with a fair measure of success, so far as numbers go. Statistics show that each year, increasing thousands of immigrants have arrived from Great Britain, Europe and the United States, and have been settled on the Western plains. And yet their coming has been but as a drop in a bucket. Still the call goes forth for more and more. The immigration agents are responding nobly and, if we mistake not, 1904 will witness a phenomenal influx of settlers.

It has frequently been pointed out by opponents of the Government, that there exists a tendency on the part of officials to sacrifice quality for quantity and that they imagine their obligation ends when they have placed another settler, good, bad or indifferent, on Canadian soil. This was particularly emphasized when the colonies of Doukhobors and Gallicians were brought to this country and settled in the West. Opposition to the Government's action was most pronounced at that time.

Without commenting on the wisdom or folly of this particular action of the Government, we would like to speak in general terms on the lamentable lack of foresight which has been displayed by the authorities in another direction. It would appear as if the Government were working entirely for the present, as if their instructions were simply to bring in so many settlers like so many head of cattle and dump them into the West; as if their salaries were in direct proportion to the number of immigrants landed at Canadian ports. They have forgotten the all important thing that a day of reckoning will come for everything they have overlooked.

Possibly the most important feature of the case, which they have overlooked, relates to the method of settling the immigrants. They have apparently forgotten that the future weal of Canada depends directly on the proper assimilation of the heterogeneous mass of foreigners, who are annually entering the country. Only a lamentably small proportion of our immigrants are British subjects, inspired with those British ideals of justice and equity which have made Canada what she is to-day. The huge majority lack these traits and to such they must be taught. This can best be accomplished by direct contact. Otherwise the newcomers will offer a serious menace to future progress.

Let us ask, are these new settlers being placed in such a way that they will come into direct contact with sturdy British ideals or are they being herded in isolated colonies, in which their own beliefs and institutions will have an opportunity to flourish and multiply? Are they being placed in such a way that the process of assimilation will be as rapid as possible, or are they so situated that the process will take generations? We are compelled to say that the Government has displayed a serious lack of foresight in placing these colonies, and that in herding settlers of similar race and sympathies together, they have seriously hampered the process of assimilation.

It is an actual fact that in many districts in the Northwest a traveller can journey for miles without encountering a single Britisher, the country being completely occupied by Mennonites and other peoples of peculiar beliefs. This is a condition which should not exist in Canada and the policy which has produced it should no longer be permitted to hold sway. Let us make Canada a united whole, true to British institutions and British ideals, and that as rapidly as possible.

MAY NOT REBUILD IN TORONTO.

THE one depressing note in the aftermath of the fire, as far as Toronto is concerned, is the report that several wholesale firms are considering removing to other centres. The cause assigned for this is the prevalence of rumors that labor unions interested in building operations will take advantage of the situation to insist on material advances in wages. As the cost of building in Toronto is at an excessive figure to-day it is maintained by some owners that it would be unwise to build in Toronto if the cost were made greater. The unions should think carefully before insisting on an advance now.

C. I. F. TERMS.

A. M. St. Arnaud, manager of the Canada Hardware Company, Montreal, states to Hardware and Metal that he is waiting for Mr. Jackson to cite the precedents in English courts to which he referred in the interview which appeared in our last issue. At the same time he desires to call Mr. Jackson's attention to the fact that we are in Canada, not in England, and that it is with Canadian law and practice that we are concerned.

AUSTRALASIAN TRADE.

IN his report to the Trade and Commerce Department of the Dominion Government, J. S. Larke, commercial agent, writes: "There are inquiries for Canadian lines covered by the preferential tariff. I leave by the Ventura for Auckland to-day for a tour to the chief towns of the colony. The shipments of goods from the United States have not been increasing either in quantity or variety, but from Canada they should steadily improve. * * * A firm selling the machinery and implements for wheat-growing only could do business profitably in the Central Division, but not in the other sections. On the coast the traveller should be able to offer dairying and corn-growing appliances, and in the west, the dry region, he should be equipped with windmills, pumps, and other irrigating materials. The travellers confine themselves to the special districts and become experts in the special requirements of their district. Where the business is still done by local firms, who purchase their goods outright, the trade naturally gravitates to the house which can supply the largest variety of the lines required by them. So far as expenses are concerned this applies to goods sold only to wholesale houses. With much enterprise Canadian firms have sent out travellers selling only such lines as silverware, graniteware, umbrellas, neckwear, &c. A young manufacturing country such as Canada could not get the larger share of the trade in these lines, and could not expect, in the face of the competition here, to sell enough to maintain a representative, but there appears to be no good reason why one man could not combine umbrellas and neckwear, and another plated goods and graniteware, particularly as these lines are sold to the same houses. Handled singly the business did not and could not pay, but by combination it might be made to pay. There have been some instances of effective combination on the part of Canadian exporters, but not many, and our trade suffers in consequence."

MARKETS AND MARKET NOTES

QUEBEC MARKETS.

Office of HARDWARE AND METAL,
232 McGill Street.
Montreal, April 22, 1904.

Hardware.

THERE is little change in the general condition of the wholesale hardware trade this week. Business is only fairly active and is not up to expectations. Compared with the same week in 1903 there has been a considerable decline for all of which it is hard to account. All branches of the trade are anxiously waiting for the opening of river and lake navigation which is expected to give a much needed impetus to business. Many points cannot be reached promptly or cheaply by rail and the opening of navigation is bound to give an impetus to business with these points. Wholesalers are still complaining that supplies from American manufacturers are delayed in shipment. Goods shipped early in March have not yet arrived and supplies of many lines are short. Trade is seriously handicapped by these delays. Collections are still very unsatisfactory, although there has been some improvement. Northwest trade is very active but the increase is not sufficient to compensate for the present dullness of trade in the east.

Prices throughout show little change. Wooden wash tubs have been advanced about 5 per cent. Petroleum faucets have been advanced in price.

Lawn Mowers—Trade has been very quiet this week very few orders having been received. Deliveries are now being made. Prices are steady and unchanged. We quote: With 8-inch wheel, sizes 12, 14 and 16 inch, $2.65 each; with 9-inch wheel, size 12, $3; size 14, $3.12 1-2; size 16, $3.25 each; Philadelphia pattern, size 12, $3.25, size 14, $3.50; size 16, $3.75 each; High Wheel, size 12, $4; 14, $4.25; 16, $4.50; 18 $4.75; 20, $5.25 each.

Garden Hose—There are no price changes. Business is fairly active and is expected to improve shortly. The discounts continue as follows: Trade, 75 per cent.; Western, 65 and 10 per cent.; White, 40 and 10 per cent.; Maroon, 40 and 10 per cent.; cotton, 60 per cent.

Hose Reels—As noted last week prices are from 15 to 25 per cent. higher than last year. It is impossible to give any satisfactory quotations on this line as there are so many makes and no standard price. It is safe to state, however, that there has been an advance of from 15 to 25 per cent.

Ice Cream Freezers—As noted last week American makes are about 10 per cent. dearer than last week. Business this week is not so active as last, but it is expected that the next month will see a very active demand. We quote the following range of prices for the leading brands: One quart, $1.50 to $1.60 each; 2 quart, $1.70 to $1.80 each; 3 quart, $1.95 to $2.25 each; 4 quart, $2.35 to $2.60 each; 6 quart, $2.95 to $3.25 each; 8 quart, $3.70 to $4.10 each; 10 quart, $4.75 to $5.50 each; 12 quart, $5.75 to $6.50 each; 14 quart, $6.75 to $7.50 each.

Agricultural Wrenches—In steady demand. The discount is now 25 per cent. off list, which means a slight reduction in price.

Harvest Tools—There is a good active demand this week. The discount is still 60 per cent.

Spring Hinges—Wholesalers report a fairly active demand. We again quote as follows: No. 5, $17.25 per gross; No. 10 $18 per gross; No. 20, $10.50; No. 120, $20; No. 51, $9.25; No. 50, $27.50.

Heavy Screw Hooks and Hinges—These are selling well at unchanged prices. Sizes 12 inches and upwards are selling at $3.25 per 100 lbs; the price of the 6, 8 and 10-inch sizes is $4.25.

Wire Hat and Coat Hooks—As noted last week, wire hat and coat hooks have been reduced about 10 per cent. The price of the 3-inch size is now 75 cents per gross.

Churns—Prices are firm and unchanged. Business is fair. There are no new features to the market. The discounts are 40 and 15 per cent. f.o.b. Montreal and 30 and 30 per cent. f.o.b. factory.

Sap Spouts—There is still a fair demand although the season is almost over. The price is $6 per 1,000. Cook's sugar bits are selling at 50 per cent. off list.

Poultry Netting—Trade is quiet this week. Discounts for 2-inch 19-gauge standard extras are 60 and 5; for 2-inch 16-gauge, the discounts are 55 and 5 per cent.

Galvanized Poultry Netting Staples—In steady request at former prices which were as follows: Sizes 5-8, 3-4, 1, 1 1-8, 10-lb boxes, $12.50 list; 25 and 50-lb boxes, $12.25 list; 100-lb boxes, $12 list. Less 57 1-2 per cent.

Bed Staples—The discount on the Montreal Rolling Mills Company's and the B. Greening Wire Company's lists is 57 1-2 per cent. The discounts on the Dominion Wire Company's list are 25 and 2 1-2 per cent.

Blind Staples—The discount is 40 per cent.

Boxwood Rules—Discounts range from 52 1-2 to 50 per cent. off list.

Shot Guns—These can be obtained at very low prices owing to the severe competition of the American manufacturers.

Wire Nails—Trade is still on the quiet side, but a big improvement is bound to come very soon. We quote: $2.40 per keg carlots and $2.45 per keg in small lots f.o.b. Gananoque, Montreal, London, Hamilton, Toronto, Brantford and St. John.

Cut Nails—Business has been quiet this week. Prices continue steady at former quotations, which were: $2.30 per keg f.o.b. Montreal, Toronto, Hamilton and St. John.

Fence Staples—Prices continue as follows: $3 per 100-lb keg for galvanized, and $2.80 for bright; 25 to 50-lb packages, 25c extra.

Pressed Spikes—The discount is 25 per cent.

Horseshoes—There is an average business doing for this season. Prices are steady. We quote: Iron shoes, light and medium pattern, No. 2 and larger, $3.65; No. 1 and smaller, $3.90; snow pattern, No. 2 and larger, $3.90; No. 1 and smaller, $4.15; light steel shoes, No. 2 and larger, $3.80; No. 1 and smaller, $4.05; featherweight, all sizes, 0 to 4, $5.35; toe weight, all sizes, 1 to 4, $6.60. Shoes more than one size in a keg, 10c per keg extra f.o.b. Montreal only.

Horsenails—Trade is of average volume. We quote: C brand, 40, 10 and 7 1-2 per cent. off list; other brands 55 to 57 1-2 per cent. off.

Screen Wire Cloth—The price is $1.50 per 100 square feet.

Galvanized Coil Spring Wire—Trade continues to show considerable improvement. We quote as follows: Nos. 6, 7 and 8, $3.20; No. 9, $2.70; No 10, $3.30; No. 11, $3.35; No. 12, $2.95; No. 13, $3.10. Carlots 5 cents less. Freight prepaid in less than car lots to extent of 25 cents and in carlots to extent of 20 cents. For following factory points freight is equalized: Montreal, Hamilton, London, Welland, Windsor, Stratford.

Galvanized Wire—The demand continues steady. We again quote as follows: No. 5, $3.65; Nos. 6, 7 and 8, $3.10; No. 9, $2.45; No. 10, $3.15; No. 11, $3.20; No. 12, $2.60; No. 13, $2.70; No. 14, $3.70. In carlots f.o.b. Cleveland, No. 5, $2.15; Nos. 6, 7, 8 and 9, $2.10; No. 10, $2.15; No. 11 $2.20; No. 12, $2.25; No. 13, $2.35; No. 14, $2.45. In less than carlots 12 1-2c extra per 100 lbs will be charged.

Barb Wire—Some wholesalers report orders from retailers who bought earlier in the season but not from the jobbers

and have been disappointed in deliveries. We quote: $2.75 per 100 lbs f.o.b. Montreal, and $2.50 f.o.b. Cleveland. Carlots of 15 tons $2.40 f.o.b. Cleveland.

Smooth Steel Wire—There is a fair trade passing at unchanged prices: Bright and annealed, $2.50 per 100 lb f.o.b. Montreal, Toronto, Halifax, London, Hamilton and St. John. Net extras per 100 lb are now as follows: Coppered wire, 60c; tinned wire. $2; oiling, 10c; spring wire, $1.25; best steel wire, 75c; bright soft-drawn, 15c; hay-baling wire, 20 to 25c.

Annealed Hay Wire—Annealed hay wire and annealed and oiled wire are now sold at list prices plus the usual extras.

Fine Steel Wire—There is a quiet trade doing at steady prices. The discount is 25 per cent. with net extras as follows: 1 and 2-lb hanks, 25c per 100-lbs; 1-2-lb hanks, 37 1-2c; 1-4-lb hanks, 50c.

Brass Wire—The market is quiet. The discount is 60 per cent.

Copper Wire—There is very little doing. The discount is 60 per cent.

Rivets and Burrs—There is a brisk trade this week. Discounts are: Best iron rivets, section carriage and wagon box, black rivets, tinned do., coopers' rivets and tinned swede rivets, 60 and 10 per cent.; swedes iron burrs are quoted at 55 per cent. off; copper rivets with the usual proportion of burrs, 45 per cent. off and coppered iron rivets and burrs, in 5-lb carton boxes are quoted at 60 and 10 per cent. off list.

Bolts and Nuts—The demand continues active and all indications point to a busy season in this line. Discounts are: Carriage bolts common, ($1.00) list 3-16 and 1-4 diameter, 60 per cent.; carriage bolts, common ($1) list, 5-16 and 3-8 diameter, 55 and 5 per cent.; carriage bolts, common ($1) list, 7-16 diameter and up, 55 per cent.; carriage bolts, full square ($2.40) list, 60 per cent.; carriage bolts, Norway iron ($3) list, 60 per cent.; machine bolts, 3-8 diameter and under, 60 per cent.; machine bolts, 7-16 diameter and larger, 55 and 5 per cent.; plow bolts, 55 and 5 per cent.; blank bolts, 55 and 5 per cent.; bolt ends, 55 and 5 per cent.; sleigh shoe bolts, 70 per cent.; coach screws, cone point, 70 per cent.; nuts, square, all sizes 4c per lb off; nuts, hexagon, all sizes, 4 1-4c per lb off.

Washers, 45 per cent. off.

Screws—There is a shortage in some sizes. The demand is brisk. We quote discounts as follows: Round head, bright, 82 1-2 per cent.; flat head bright, 87 1-2 per cent.; brass, round head, 75 per cent.; brass, flat head, 80 per cent.

Cordage—Business in rope and binder twine has been very active for several weeks. Prices are firm in all lines of cordage. Cotton goods continue firm at present high prices. We quote: Pure manila, 15c; British pure manila, 12 1-2c; sisal, 12c; double lathyarn, 11c; single lathyarn, 10 1-2c; Russian tarred spunyarn, 13 1-2c; jute rope, 3-8-in in diameter and upwards, 9c; cotto nrope, 21c; cotton twine, 24c for 3 and 4 ply. Cotton bedcord, 90c to $1.70, according to length. Sash cord 30 to 31 1-2c; cotton candle wick, 22 to 24c.

Building Paper—From country points there is a good demand and indications point to a brisk trade in the city unless building operations are paralyzed by the threatened strikes. We quote: Tarred felt, $1.85 per 100 lb; 2-ply ready roofing, 90c per roll; 3-ply, $1.15 per roll; carpet felt, $2.25 per 100 lb; dry sheathing, 40c per roll; tar sheathing, 50c per roll; dry fibre, 55c per roll; tarred fibre, 65c per roll O.K. and I.X.L., 70c per roll; heavy straw and sheathing, $35 per ton; slaters' felt, 65c per roll.

Cement—Trade is now commencing to be quite active and the opening of lake and river natigation will see some large shipments. Prices are steady at former quotations, which were: Canadian cement, $1.90 to $2.25: German, $2.25 to $2.40: English, $2.15 to $2.25; Belgian, $1.70 to $1.95 per barrel, ex store, and American, $2.20 to $2.40 ex-cars.

Firebricks—These are now moving in large quantities and it is doubtful whether supplies on hand are sufficient to last until the opening of navigation. English are selling at $16 to $22 per 1,000; Scotch, $17 to $22.

PLUMBING GOODS.

There is a fairly active trade in plumbing goods, but of course business is greatly hampered by the late opening of navigation. The backward season is responsible for a slight falling off in business as compared with last year. Orders are accumulating for shipment at the opening of navigation and there will soon be a big rush. Prices throughout are unchanged. Early in the week there was some cutting in soil pipe and fittings, but prices quoted are now being firmly maintained.

Lead Pipe—There is an active demand. Orders are accumulating for forward delivery. The price is still on a basis of 8c for composition and 7c for ordinary. The discount is 35 per cent.

Soil Pipe and Fittings—As noted above there was some strong competition in this line early in the week, but prices are now being well maintained.We quote: Light soil pipe, 3 to 6-in, 50 and 10 per cent.; medium and extra heavy soil pipe, 2 to 6-in. 60 per cent.; extra heavy soil pipe. 8-in. 45 per cent. Light fittings, 2 to 6-in, 50 and 10 per cent.; medium and extra heavy fittings, 2 to 6-in, 60 and 5 per cent.; extra heavy fittings 8-in, 45 per cent.

Iron Pipe—We quote again as follows: Standard pipe, per 100 feet, in length under 19 feet—black, 1-8-in, $2.30; 1-4-in, $2.30; 3-8-in, $2.55; 1-2-in, $2.85; 3-4-in, $3.65; 1-in, $5.20; 1 1-4-in, $7.35; 1 1-2-in, $8.95; 2-in, $12.55. Galvanized—1-4-in. $3.20; 3-8-in. $3.45; 1-2-in, $3.90: 3-4-in, $5; 1-in. $7.20; 1 1-4in. $10.05: 1 1-2-in. $12.20; 2-in, $16.85. In the above the discount on 1-8, 1-4 and 3-8 in black and 1-4 and 3-8 in galvanized is 12 1-2 per cent.; and on 1-2 to 2, inclusive, in black and galvanized is 15 per cent. Extra heavy pipe, plain ends, are quoted per 100 feet as follows: Black, 1-2-in, $4.20; 3-4-in, $5.25; 1-in, $7.55; 1 1-4-in, $10.55; 1 1-2-in, $12.75; 2-in, $17.60. Galvanized—1-2-in, $5.25; 3-4-in, $6.65; 1-in, $9.55; 1 1-4-in, $13.25; 1 1-2-in, $16; 2-in, $21.90. The discount on all sizes of extra heavy pipe is 12-12 per cent.

Solder—There is a fairly active demand this week at unchanged prices. Bar solder is quoted at 18 cents and wire solder is quoted at 18 1-2 cents.

METALS.

General trade in metals is fairly satisfactory, but the opening of navigation is expected to give it a much needed impetus. In pig iron there has been considerable activity this week, several fair-sized orders for imported iron having been booked. These sales are said to have been made at firmly maintained prices. Canada plates, black sheets, tinplates, etc., are firmly held, as English cable advices indicate a very strong market. It is rumored that English quotations on these lines may be withdrawn at any time. Since our last report ingot tin has strengthened and weakened again and our quotations of last week therefore still apply. Copper and lead are very firmly held in sympathy with prices in foreign markets.

Pig Iron—Import business is commencing to show some activity, orders for import iron to be delivered after the opening of navigation being fairly numerous. All the indications point to a good business this Spring in imported and domestic pig. In the sales which have been made recently prices have been fairly well maintained at the nominal quotations and the general tone of the market is firmer than some months ago. We quote: Summerlee, $20.25 to $20.75; Glengarnoch, $20.25 to $20.75; Gartsherrie, $20; Londonderry, $18.50 to $19. (No deliveries of Londonderry have been made yet, but these are the figures at which it is quoted.) Carnbroe, $18.50; No. 1 Middlesboro, $16.50; No. 2, $15.50. Ferrona iron delivered in Montreal in car lots is quoted as follows: No. 1, $18; No. 2, $17.50; No. 3, $16.50; No. 4, $16.

Bar Iron—Business this week has been quiet and there has not been much demand for forward delivery. Prices continue at former quotations which were: Merchants' bar, $1.75; horseshoe iron, $2; forged iron, $1.95.

Black Sheets—As noted above, English advices indicate a rising market and the withdrawal of all quotations is hinted at. Under these circumstances local stocks are firmly held at present prices: We again quote: 28-gauge, $2.35; 26-gauge, $2.30; 22 to 24-gauge, $2.25; 19 to 20-gauge, $2.30, and 8 to 10-gauge, $2.40.

Steel—There is a satisfactory trade passing this week. We quote as follows: Sleighshoe, $1.90: tire, $1.95 to $2.10;

spring, $2.75 to $2.95; toe calk, $2.55; machinery (iron finish), $2.45; square harrow, $2.45.

Tool Steel—We quote as follows: Black Diamond, 8 to 9c; Sanderson's, 8 to 9c, according to the grade; Jessop's, 13c; Jonas & Colver's, 10 to 20c; "Air Hardening," 65c per lb; Conqueror, 7 1-4c.

Sheet Zinc—There is a moderate trade at $6.15 to $6.25 in cask lots, and $6.50 in smaller.

Galvanized Iron—Prices are firm. There is an active trade at steady prices. Orders are accumulating for shipment as soon as the river and lakes are open. We quote again as follows: 28-gauge, Queen's Head, $4.30; Gorbal's "Best Best," $4.30; Apollo, 10 3-4 oz, $4.30; Fleur-de-Lis, $4; Comet, $4; Bell brand, $4. In less than case lots 25c extra.

Tinplates—Firmly held in sympathy with strong market in Wales. Former quotations of $3.75 for cokes and $4 for charcoals still apply.

Terne Plates—We quote $6.75.

Ingot Tin—Ingot tin market strengthened and weakened during the last week and quotations given in our last issue still apply. We quote 32 to 32 1-2c.

Ingot Copper—The copper market is very firm and remarks made in last issue still apply. The price is 13 3-4 to 14c per lb, the former price being for large quantities.

Antimony—No change. Price of Cookson's is 7 3-4 to 8c.

Coil Chain—The demand is quite active. We quote: No. 6, 10c; No. 5, 9c; No. 4, 8 1-2c; No. 3, 7c; 1-4-in, $6.10; 5-16-in, $4.70; 3-8-in, $4; 7-16-in, $3.80; 1-2-in, $3.70; 9-16-in, $3.55; 5-8-in, $3.35; 3-4-in, $3.30; 7-8-in, $3.25; and 1-in, $3.20 with 10c allowance on carlots.

Canada Plates—Prices are firm in sympathy with strong English market. We quote: 52s, $2.30; 60s, $2.30; 75s, $2.40; full polished, $3.60 and galvanized $4 to $4.10; galvanized 60s, $4.25 to $4.35.

Pig Lead—Lead is very firmly held and is likely to advance. For large quantities the price is $3.40, but this may be withdrawn at any time. The prevailing price is $3.50.

Zinc Spelter—Still quoted at 6c.

Scrap Metals—The market is quiet, but there is a good demand for copper, which has been advanced slightly. We quote: Heavy copper and wire, 11 to 11 1-2c per lb; light copper, 10 1-2c; heavy red brass, 10 to 10 1-4c; heavy yellow brass, 8 1-2c; light brass, 5 1-2c; lead, 2 3-4c; zinc, 2 3-4 to 3c; iron, No. 1 wrought, $10 to $12; machinery scrap, $15 to $16; stove plate, $12; mixed country rags, 65 to 75c per 100 lbs; old rubbers, 5 1-2 to 6c per lb.

HIDES.

There has been no change in hides. We quote:

No. 1 beef hides	0 08 0 08½
No. 2 "	0 07 0 07½
No. 3 "	0 06 0 06½
Lambskins	0 75
No. 1 calfskins	0 11

ONTARIO MARKETS.

Office of HARDWARE AND METAL,
10 Front Street, East.
Toronto, April 22, 1904.

DESPITE the continued Wintry weather there is a brisk demand for Spring and Summer goods. Business is practically of the same nature and volume as a week ago and as there are no price changes the market is comparatively featureless. The effect of the fire on the retail trade will not be as serious in the hardware trade as in several other lines, notably dry goods and stationery. In the latter line business will be seriously affected all over Canada, but in practically all hardware lines temporary inconveniences will be the worst result. The hardware firms affected are all strong financially and as far as can be learned have already made arrangements or are now making them for taking care of their customers' wants. It need hardly be suggested here that the trade should be as considerate as possible in their relations with the sufferers in the fire, at least for a few weeks, as it will take many days for even the most enterprising firm to get its office system down to a basis which will ensure as prompt service as they desire to give.

Oil Stove Wick—An advance equivalent to about 10 per cent. is quoted by some houses, owing to the rise in cotton values.

Steel Track Door Hangers—Prices are steady since the reduction, with a good trade doing. We quote as follows: Steel track, 1x3-16 inches, $3.75; 1 1-4x3-16 inches, $4.75. At least one house is, however, quoting as low as $3.50 for 1-inch hangers.

Chain—There is a good trade at steady prices. Prices are still as follows: 1-4-inch, $5.60; 5-16-inch, $4.45; 3-8-inch, $3.85; 7-16-inch, $3.70; 1-2-inch, $3.55; 9-16-inch, $3.45; 5-8-inch, $3.35; 3-4-inch, $3.25.

Step Ladders—There is a good demand for pine ladders on this market at 10c per foot for 3 to 6 feet, and 11c per foot for 7 to 10 feet ladders.

Lawn Mowers—Business in this line is improving each week. Prices keep as follows: Woodyatt, 10 1-2 inch wheel, $8.50; Star, 9 inch, $7; Daisy, 8 inch, $5.75; Philadelphia, 7 1-2 inch, $7; Ontario, 7 1-2 inch, $15.80; King Edward, 12 inch, $9.50 (14-inch cut in aboce). D. Maxwell & Sons, 10 1-2 inch, $7.50 to $10; 9 inch, $5.50 to $6.25; 8 inch, $4.90 to $5.50. Discount 50 per cent.

Screen Doors—The demand continues to expand. There is no change in prices which are as follows: Common, two or three panel, walnut, 4 inch, $6.50; yellow and green stained, $6.75; in natural colors oil finish, $8.75, with 20c less for 3-inch style.

Screen Wire Cloth—Prices are steady at $1.50.

Spring Hinges—An improved trade is reported with prices steady as follows: No. 5, $17.25 per gross; No. 10, $18 per gross; No. 20, $10.50; No. 120, $20; No. 51, $9.25; No. 50, $27.50.

Galvanized Wire—Business continues brisk. Prices are steady. We quote: No. 5, $3.65; Nos. 6, 7 and 8, $3.10; No. 9, $2.45; No. 10, $3.15; No. 11, $3.20; No. 12, $2.60; No. 13, $2.70; No. 14, $3.70. In carlots f.o.b. Cleveland, No. 5, $2.15; Nos. 6, 7, 8 and 9, $2.10; No. 10, $2.15; No. 11, $2.20; No. 12, $2.25; No. 13, $2.35; No. 14, $2.45. In less than carlots, 12 1-2c per 100 lbs extra charged.

Barb Wire—A fairly good business is doing. Our quotations are steady as follows: $2.75 per 100 lbs f.o.b. Toronto and $2.50 f.o.b. Cleveland. Carlots of 15 tons, $2.40 f.o.b. Cleveland.

Coiled Spring Wire—An excellent demand continues. The market is steady Our quotations are as follows: No. 9, $2.70 per 100 lbs, freights equalized with factory points at Montreal, Hamilton, London, Welland or Walkerville and allowance to other points up to 25c; carlots, $2.65, freight allowance to 20c.

Wire Nails—A steady trade is doing. Prices are unchanged at $2.45 per keg f.o.b. Toronto, with carlots $2.40.

Cut Nails—There is a fair trade, with prices steady at $2.30 per keg f.o.b. Toronto and Hamilton.

Horseshoes—A moderate trade is reported. Prices show no change. We quote as follows: Iron shoes, light and medium pattern, No. 2 and larger, $3.80; No. 1 and smaller, $4.05; snow pattern, No. 2 and larger, $4.05; No. 1 and smaller, $4.30; light steel shoes, No. 2 and larger, $3.95; No. 1 and smaller, $4.20; featherweight, all sizes, 0 to 4, $5.50; toe weight, all sizes, 1 to 4, $6.75. If shipped from factory 15c less.

Horsenails—Business continues fairly active. We still quote discounts as follows: "C" brand, 40, 10 and 7 1-2 per cent.; other brands 55 and 57 1-2 per cent.

Screws—A good movement in this line is recorded. Prices are steady. We quote: Flat head bright, 87 1-2 per cent. discount; round head bright, 82 1-2 per cent.; flat head brass, 80 per cent.; round head brass, 75 per cent.; round head bronze, 70 per cent.; flat head bronze, 75 per cent.

Rivets and Burrs—Practically every order that comes to hand calls for rivets and burrs. Prices are firm. We again quote as follows: Iron rivets, 60 and 10 per cent. discounts; iron burrs, 55 per cent.; copper rivets, with usual proportion of burrs, 45 per cent.

Bolts and Nuts—Sorting business is quite active. Prices are steady: We quote: Carriage bolts, common ($1 list), 3-16 and 1-4-inch, 60 per cent.; 5-16 and 3-8-inch, 55 and 5 per cent.; 7-16 and up, 55 per cent.; carriage bolts, full square ($2.40 list), 60 per cent.;

PORTLAND CEMENT

CANADIAN, ENGLISH, GERMAN and BELGIAN.

FIRE BRICKS, FIRE CLAY, ENAMELLED BRICKS, all colors. BUILDING BRICKS.

SEWER PIPES, CULVERT PIPES, WHEELBARROWS, FOUNDERS' and CONTRACTORS' SUPPLIES.

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151 Hastings St. W., VANCOUVER, B.C., and LIVERPOOL, ENGLAND.

carriage bolts, Norway iron ($3 list), 60 per cent.; machine bolts, 3-8 and less, 60 per cent.; 7-16 and up, 55 and 5 per cent.; coach screws, cone points, 66 2-3 and 10 per cent.

Cordage—There is only a fair trade doing in binder twne. Orders are well in and, as there is not much sale at the retail stores, repeat orders are not coming in. Twine, sashcord, etc., are steady at the higher prices. We quote: Pure manila, 15c; British pure manila, 12 1-2c; sisal, 12c; double lathyarn, 11c; single lathyarn, 10 1-2c; double shingleyarn, 11c; single shingleyarn, 10 1-2c; sashcord 'Hercules,' 32 to 35c; 'Star,' 36 to 38c; cotton rope, 3-16-inch and up, 20 1-2 to 22c; 5 32-inch, 25 to 27c; 1-8-inch, 25 to 28c; cotton twine, 3-ply 25 to 28c; 4-ply 32 to 34c; calking cotton, 16 1-2 to 17c; cotton waste, colored, 6 3-4c; white, 11 to 13c.

Building Paper—There is an active demand for building paper. Prices are firm throughout. We quote as follows: Tarred felt, $1.85 per 100 lbs; 2-ply ready roofing, 90c per roll; 3-ply, $1.15 per roll; carpet felt, $2.25 per 100 lb; dry seathing, 40c per roll; tar sheathing, 50c per roll; dry fibre, 55c per roll; tarred fibre, 65c per roll; O.K. and I.X.L., 70c per roll; heavy straw and sheathing, $35 per ton; slaters' felt, 60c per roll.

Firebricks—Prices are steady, the demand active. We quote English and Scotch at 28 to 35c.

Cement—Owing to the continuing disagreeable condition of the weather trade is not as good as might be expected at this season of the year, but dealers calculate that when the weather begins to ease up there will be a great rush for cement as there is a great deal of building being done this Spring. As it is the market is fairly brisk. Prices are firm as below: Canadian Portland, $1.90 to $2.25; American Portland, $2 to $2.10 f.o.b. Toronto.

PLUMBING GOODS.

Business continues to improve, though it is yet far below the volume expected. The fire is likely to affect the plumbing trade about as much as any in the city, as the warehouses which will take the place of those destroyed will surely be built on modern principles and will call for a large amount of plumbing and steam-fitting supplies. Prices are steady throughout.

Lead Pipe—Business is slow at steady prices. We quote: Lead, 7c; lead waste pipe, 8c; discount 35 per cent.

Soil Pipe and Fittings—An improvement in the demand continues. Prices are steady. We quote: Medium and extra heavy pipe and fittings, 60 per cent.; 7 and 8-inch pipe 40 and 5 per cent.

Iron Pipe Fittings—Business is larger than last week. We quote: Malleable fittings, 20 per cent.; cast iron (standard), 57 1-2 per cent.; headers, 52 1-2 per cent.; flanged unions, 60 per cent.; malleable bushings and plugs, 57 1-2 per

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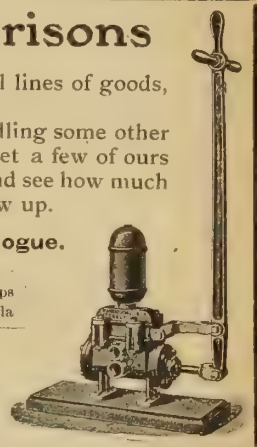
The R. McDougall Co. Limited

Galt, Ont.



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Manufacturers of

Ferrona Pig Iron

And SIEMENS MARTIN

OPEN HEARTH STEEL

cent.; nipples up to 6-inch inclusive, 67 1-2 per cent.

Copper Range Boilers—A fair trade has been done since the new prices were issued. Discounts at 15 per cent. continue.

Iron Pipe—Prices are firm at unchanged figures. We quote f.o.b. Toronto: Black pipe 1-8-inch, $3.25; 1-4-inch, $2.07; 3-8-inch, $2.25; 1-2-inch, $2.50; 3-4-inch, $3.22; 1-inch, $4.58; 1 1-4-inch, $6.47; 1 1-2-inch, $7.85; 2-inch, $11.05; 2 1-2-inch, $19.25; 3-inch, $22.75; 3 1-2-inch, $28.75; 4-inch, $35.25. Galvanized pipe, 1-4-inch, $2.88; 3-8-inch, $3.11; 1-2-inch, $3.42; 3-4-inch, $4.40; 1-inch, $6.35; 1 1-4-inch, $8.80; 1 1-2-inch, $10.75; 2-inch, $14.80.

Enameled Ware—There is a brisk movement at the lower prices. We quote: "Standard" 5 1-2 feet rolled rim, first quality, at $21.60; second quality, $17.85. There is no change in closet quotations.

METALS.

The pig iron market in the United States has weakened considerably yet foundry iron is holding fairly steady to last week's quotations. The Canadian market, while not so strong as last week, shows no reduction. In other lines there is practically no change. While large stocks of metal were destroyed in the warehouse of M. & L. Samuel, Benjamin & Co. stocks held elsewhere and in transit by that firm will probably relieve the situation in a few days.

Pig Iron—Business is of fairly large volume. Prices are nominally unchanged at: Middlesboro, $19.50; Canadian $18.50 to $19 for No. 1 and $18 to $18.50 for No. 2, f.o.b. Toronto; Midland, $1.50 lower.

Bar Iron—The market continues fairly steady. Prices are steady at $1.80 f.o.b. Toronto. For extras as cut to length while rolling, 2 feet and over, 10c per 100 lb; 1 foot and under 2 feet, 15c; under 1 foot, 20c; over 20 feet by special agreement according to length and size.

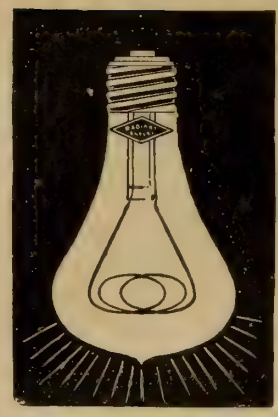
Steel—It is still stated that steel is being dumped on this market at lower prices than those now prevailing at Pittsburg. There is a good demand. Our quotations are as follows: Jessop's high speed, 60c; Jessop's "Standard" tool, 14c; "Chas. Leonard," 8 to 9c; Jessop's best crucible sheet steel, 14c; Crucible Steel Co.'s "Black Diamond," 10 to 11c; "Silver," 13c; "Special," 17c; "Rex" high speed, 65 to 75c; "Self Hardening," 45 to 50c; Morton's tool steel, 14c.

Black Sheets—Orders for both import and stock are excellent. Prices are steady.

Canada Plates—Business is increasing in volume. Prices are unchanged, though firm. We quote as below: All dull, $2.50; half-polished, $2.60; and all-bright, $3.50.

Tin—A large trade is doing. Quotations locally are firm but unchanged at 30 to 30 1-2c.

Galvanized Sheets—Prices are steady throughout. Our quotations are as



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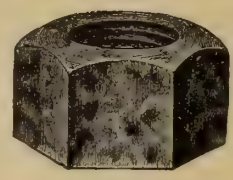
NIGHT LAMPS, ETC.

ONTARIO LANTERN & LAMP CO.
No. 30 St. Dizier St., MONTREAL. LIMITED.



THE JOHN MORROW MACHINE SCREW COMPANY, Limited
Manufacturers of
Set and Cap Screws, Special Milled Work, Engine Studs Etc. Cold Punched Nuts of every variety of finish.
INGERSOLL, ONT.

NEW RAILS

12, 14, 16, 18, 20, 24, 30, 35 and 56 lbs. to the Yard—carried in STOCK for prompt shipment. TRACK REQUISITES.

Sessenwein Bros., 103 Shannon St. .. MONTREAL.

DO IT NOW

MANUFACTURERS WISHING TO BE REPRESENTED IN
MANITOBA
COMMUNICATE WITH
DAVID PHILIP, Manufacturers' Agent
References Furnished. 185 Lombard St., - WINNIPEG, MAN.

Savage Rifles.

Model 1903
22 Caliber Repeater

Everywhere pleases discriminating sportsmen. Take advantage of the demand our extensive advertising campaign will create, and carry in stock the best selling high-grade rifles in the market.

The Savage Plan

We have built up our business by maintaining prices that give to the dealer a **legitimate** profit on every Savage Rifle he sells.

SAVAGE ARMS COMPANY, UTICA, N.Y., U.S.A.
BAKER & HAMILTON, San Francisco and Sacramento, Pacific Coast Agents.

follows: Queen's Head, $4.25 for 28 gauge; American, $.4 for 28 gauge; Bell brand, $4.25 for 28 guage; Gordon Crown, $4.25 for 28 gauge.

Tinplates—Prices are unchanged. We quote: Coke plates, bright, 14x20, $3.50; charcoal plates, $4.25.

Copper—There is no change in prices. We quote: Ingot copper, $13.75, and sheet copper, $20 per 100 lbs.

Brass—There is a fair trade, with the discount steady at 15 per cent.

Lead—The market is firm, a good trade being reported. We quote $3.30 per 100 lbs for pig lead and $3.65 for bar lead.

Zinc Spelter—A fair demand at 6 to 6 1-2c per lb.

Zinc Sheets—The market is firm and a fair business doing in small lots. We quote: Cask lots, $6.70 to $7. and part casks $7 to $7.25.

Solder—Good trade doing. Prices are still stiffening. We quote: Guaranteed half-and-half at 18c, and wiping 17c.

Antimony—8c per lb.

Old Material—A good supply, a fairly brisk demand and firm prices identify the market this week. Prices have undergone no change since our last quotations. We quote as follows: Heavy copper and wire, 10 1-4c per pound; light copper, 9 1-4c per pound; heavy red brass, 9 1-4c per lb; heavy yellow brass, 8 to 9c per lb; light brass 5 to 5 1-2c per lb; lead, $2.50 per cwt; scrap zinc, 3c per lb; iron, No. 1 wrought, $10; No. 2 wrought, $3; machinery cast scrap, $14; stoveplate, $10; malleable and steel, $4; old rubbers, 5 1-2 to 6c per lb; country mixed rags, 50c per 100 pounds.

PETROLEUM.

The market is fairly active with prices firm at the following quotations: Canadian prime white, 19c; Canadian water white, 20 1-2c; American prime white, 19 1-2c; American water white, 21 1-2c; ex-warehouse.

Hides, Skins and Wool.

The market is quiet this week and prices firm. New season lambskins have advanced 5c since our last quotations. Deacons (dairies) have also gone up 5c each. We quote the following prices :

HIDES.

No. 1 green, per lb	0 07
" 2 " "	0 06
" 1 " steers, per lb	0 07½
" 2 " " "	0 06½
Cured, per lb	0 08

CALFSKINS.

Veal skins, No. 1, 6 to 14 lb. inclusive	0 09
" " " 2 " " "	0 07
" " " 1 15 to 20 lb "	0 08
" " " 2 " "	0 06
Deacons (dairies), each	0 65
Sheep skins	1 00 1 15
Lamb skins	0 20

WOOL.

Unwashed wool, per lb	0 09 0 10
Fleece wool, new clip, per lb	0 15 0 16
Pulled wools, super, per lb	0 18 0oz
" " extra "	0 20 0 22

TRADE CONDITIONS IN MARITIME PROVINCES.

Halifax, April 18th, 1904.

THERE is not much change to note in trade conditions here. On Saturday a fierce snow storm visited the Maritime Provinces and for the last few days we have again been in the grip of Winter. The season promises to be very backward as travellers from the eastern end of the province report that many of the harbors are not yet open to navigation. Better conditions prevail on the western shore, however. The Lunenburg fishing fleet has cleared for the Spring voyage to the banks, but of course it is too soon yet to speak of results. The off shore fishing continues good and the boats are landing good fares of cod, halibut and haddock, which is putting some money into circulation. The lobster fishermen to the east met with considerable loss of gear in Saturday's storm, as they had just got their traps out for the first time this season.

* * *

There are few changes in prices at this point. Sheet lead has been marked up a half cent a pound and pig lead also is firmer. A freight allowance of ten cents a keg on wire nails is now conceded when shipped in ten keg lots.

* * *

An officer of the Maritime Hardware Association who returned last week from the meeting in St. John says the trade in the sister province has been quiet during the Winter months but is now beginning to look up somewhat. A good deal of paper falls due in the next few weeks and some anxiety is felt as to the manner in which it is likely to be met as this will afford the best poscible index of trade conditions.

* * *

A new company called the Cape Breton Iron & Steel Co., has been organized at Sydney and is about to commence building operations. The immediate business will be confined to foundry work. A new company is also promoted to mine and reduce the iron ores at Torbrook in the western end of the province

* * *

The Munro Wire Works at New Glasgow made a very satisfactory statement at their recent annual meeting. A dividend of six per cent. was declared and the reserve fund was doubled.

PITTSBURG METAL MARKET.

From The Iron Trade Review, April 20, 1904

Pig Iron—The cancellation of the Steel Corporation's May tonnage of Bessemer with the merchant furnaces in the Valleys has not yet caused the weakening of the market that might be expected. We note the sale of 1,000 tons of Bessemer for delivery the remainder of this month at $13.50 at the furnace. There is no inquiry for either Bessemer or basic for May and June delivery, but it is doubtful if better than $13.25 at the furnace could be done at this time. Small lots of foundry iron are being sold, mostly for prompt shipment at prices ranging from $14 to $14.85. That $14.85 will be paid indicates the peculiarity of the foundry iron situation in view of the fact that several excellent brands are being sold at $14 Pittsburg. We make the following quotations:

Bessemer, Valley	$13 35 to 13 50
Bessemer, Pittsburg	14 20 to 14 35
No. 1 Foundry	14 75 to 15 00
No. 2 Foundry	14 00 to 14 25
Gray forge, Pittsburg	13 25
Chilled basic, Valley	13 00 to 13 25
Chilled basic, Pittsburg	13 85 to 13 95

Steel—The steel market is quiet and there is little demand for billets or bars. Welsh mills are inquiring for tin bars and billets for delivery the third quarter and one lot of 10,000 tons has been sold at 80 shillings, delivered. Premiums for spot bars and billets are no longer being paid. Agreed quotations are as follows: Bessemer and open-hearth billets, 4x4 inches, and slabs, up to and including 0.25 carbon, $23 Pittsburg, Wheeling, Valley, Johnstown, Ashland, Ky., Ironton, O., and Lorain, O., 0.26 and including 0.60 carbon, $1 advance; and 0.61 to 1.00 carbon, $2 advance. Billets smaller than 3 7-8 inches and sheet and tin bars are $1 per ton extra. Bessemer and open-hearth rods are still quoted at $30 to $31 Pittsburg.

Wire and Wire Nails—Demand for wire and wire nails continues good, although the current buying is not as heavy as it was a month ago. The market is firm and there is practically no shading. Quotations are unchanged: Wire nails, carload lots to jobbers f.o.b. cars Pittsburg, are quoted $1.90 base; plain wire, carload lots, $1.80 base; barb wire, carload lots, $2.20 base; staples, carload lots, $2.05 keg. Galvanized, 30 cents extra. Carload lots to retailers are held at 5 cents advance in all lines, and on less than carload lots a further advance of 10 cents is charged. Steel and iron cut nails, carload lots, $1.75, and less than carload lots, $1.80, f.o.b. Pittsburg, plus freight to points of destination. Terms, 60 days, less 2 per cent. off in 10 days.

Pipes and Tubes—Several large contracts for line pipe and casing were placed during the past few days. The Wheeling Steel and Iron Co. was awarded a contract for 100 miles of 6-inch pipe for an oil line in California. This will require about 5,000 tons of material. The Philadelphia Co. also placed an order with an eastern mill for about 2,000 tons of pipe, while another order calling for a similar tonnage was placed by an eastern concern. The Manufacturers' Light and Heat Co. is contemplating the purchase of a large tonnage of line pipe, contracts for which are shortly to be placed. The requirements of the Standard Oil Co. it is estimated will be fully as large this year as last, when their purchases amounted to considerable over 100,000 tons.

Bars—Specifications on iron and steel bars are heavy, but the current buying is limited to small lots entirely. We repeat quotations: Bar iron, 1.40c to 1.45c, Pittsburg, for local delivery, while for Western shipment quotations are based on 1.35c, Pittsburg. Hoops are held at 1.40c base, and bands at 1.35c taking bar extras.

Sheets—The wage agreement entered into between the sheet and tin plate manufacturers and the Amalgamated Association last week calls for an 18 per cent. reduction on steel sheets and the same wages for rolling steel as iron, the latter having been rolled for 10 per cent. less than steel heretofore. The base on sheets has been reduced to 2.30c however. On tin plate the reduction amounts to 18 per cent. and the base has been reduced to $3.40 a box. The buying of both sheets and tin plate is heavy, numerous contracts for sheets for delivery to July 1 having been placed. On desirable orders as low as 2.20c has been done on sheets in 250 ton lots, but these concessions are by no means general.

Coke—The demand for foundry and furnace continues heavy, but shipments are being made more freely and premiums for prompt delivery are no longer being paid. Connellsville foundry coke is quoted at $2.15 to $2.50, while furnace is held at $1.60 to $1.65. During the week ending Saturday, April 9, the upper Connellsville region produced 203,946 tons while the output of the lower region amounted to 55,708 tons.

LONDON METAL QUOTATIONS.

From the Metal Market Report.
New York, April 20, 1904

Tin—Spot tin opened firm at £126 17s 6d, futures £126 12s 6d, and after sales of 220 tons of spot and 100 tons of futures closed firm at £127 2s 6d for spot and £126 15s for futures, making price as compared with yesterday 12s 6d higher on spot and 12s 6d higher on futures. Singapore quotation for tin today was equal to £126 5s London, 20s lower than yesterday's closing.

Copper—Spot copper opened steady at £57 17s 6d, futures £57 15s, and after sales of 100 tons of spot and 100 tons of futures, closed steady at £57 18s 9d for spot and £57 15s for futures, making price as compared with yesterday 1s 3d higher on spot and 2s 6d higher on futures.

Lead—The market closed at £12 2s 6d, making price as compared with yesterday 2s 6d lower.

HARDWARE TRADE AND THE FIRE.

AMONG the firms whose premises following in whom the hardware and stock was destroyed were the and kindred firms are particularly interested:

P. D. Dods & Co., paints and oils, 35 Front street west. Loss, $10,000; insurance, $5,000.

Dodge Mfg. Co., transmission equipment, 33 Front street west, warehouse and contents destroyed.

Dominion Fence Co., Limited, 78 Esplanade street west, factory and contents destroyed.

The Fairbanks Co., machinery, scales, etc., 41 Front street west, warehouse and contents destroyed.

E. W. Gillett & Co., 32-34 Front street west, wholesale yeast manufacturers, stock and machinery, $100,000; building, $30,000; insurance, $50,000.

Gutta Percha and Rubber Mfg. Co., 45-49 Front street west, loss, $500,000; covered.

Gilmore Silverware Company, 86 Bay street, loss $3,000.

H. S. Howland, Sons & Co., wholesale hardware, 37-39 Front street west, loss $175,000; insurance.

International Stock Food Co., Bay street, factory and plant destroyed.

W. Jessop & Sons, Limited, tool steels, etc., 82 Bay street, building and stock, $20,000; covered.

A. Muirhead, 82 Bay street, loss, $10,000; covered.

McClary Manufacturing Co., stoves, 14-18 Bay street, loss $40,000; insurance $25,000.

Office Specialty Company, 77 Bay street, loss $5,000; insurance, $5,000.

C. H. Westwood & Co., fishing supplies, 72-74 Bay, loss $60,000; insurance $55,000.

M. & L. Samuel, Benjamin & Co., Wellington street west, loss.....; insurance .....

W. B. Stewart, manufacturers' agent, 27 Front street west, stock destroyed.

What the Firms Are Doing.

The Dodge Mfg. Co., whose factory is at Toronto Junction, just a few miles from the scene of the fire, will not be seriously inconvenienced as they can look after the demands of the customers from the factory.

The Dominion Fence Co., whose factory and plant were destroyed, will be unable to get into the market again in time for the present season.

The Fairbanks Co. have taken temporary offices at 124 Bay street. As they have large stocks in their Montreal and Winnipeg warehouses they will be able to fill all orders in a reasonable time. They have opened their vaults

NOT IN THE COMBINE

Ask for Prices of

Shovels, Spades, Scoops, Etc.

WE HAVE A LARGE STOCK.

CANADA HARDWARE CO., Limited, MONTREAL.

and have found all their books intact, so will start at once to fill orders.

The E. W. Gillett Co. had wisely kept in reserve a duplicate set of machinery. They have already secured premises at 15 Wellington east, and expect to be in a position to supply the trade in a short time.

The Gutta Percha and Rubber Mfg. Co. have ample space in their factory in Parkdale, Toronto, for their warehouse staff. As day and night staffs will be employed and as the firm have a large stock on hand they expect to satisfatorily cope with their trade in a few days.

H. S. Howland, Sons & Co. have taken temporary offices at room 704 Temple Building, and are making arrangements to secure a warehouse as soon as possible. In the meantime they are taking care of general orders and are in as good position as ever to take orders for nails as their nail factory, the Graham Nail Works, are in no way affected.

The McClary Mfg. Co. have large stocks in London and Montreal, so in all probability they will be able to handle orders from the trade with almost the same despatch as if there had been no fire.

M. & L. Samuel, Benjamin & Co. have taken temporary offices at Room 503 Temple Building. Despite the loss of heavy stocks they are in a position to fill orders in practically all lines, having good stocks in other warehouses and in transit and having recovered all their books in good shape. They have already filled some orders since the fire.

The Canada Paint Co., whose premises were in the first reports given as destroyed, came through the disaster with practically no loss whatever, and are in no way inconvenienced in filling orders sent to them.

The McClary Mfg. Co., of which Mr. A. D. Kennelly is manager, have secured temporary offices in the building of The Land Security Co., Adelaide and Victoria streets. They have also secured one of the buildings on the exhibition grounds for the purpose of carrying stock, and are now in a position to fill orders promptly.

THE ALABASTINE CO.

The Alabastine Co., whose premises were destroyed by fire on Thursday last week, have issued the following in a circular to the trade: "It will be at least two weeks before we can again turn out Alabastine or Jellstone. In the meantime, those wanting Alabastine are requested to send in their orders. Our jobbers are well stocked, and with their co-operation and assistance, together with that of the trade generally, we hope to be able to keep all supplied. In the land plaster, paristone and calcined or plaster of paris department we expect to very soon complete arrangements whereby present contracts will be taken care of, and new trade supplied with as little delay as possible.

THE WINDOW GLASS INDUSTRY.

It will be interesting to the glass dealers and jobbers in Canada to learn something of the window glass industry which in its ramifications extends to all portions of the globe where civilized man trades with his fellows. All our lives are made more cheerful and comfortable by the utility of glass. It admits through the holes in the walls of our habitations light and the cheerfulness of the sun's rays, and at the same time protects us from inclement weather. It is used now by our architects in a variety of ways by being bent, beveled and variously ornamented by the arts well known to the trade for the embellishment and ornamenting of our dwellings.

As in plate glass so in window, cylinder or sheet glass, Belgium precedes all the glass making countries of the world both in point of developing and perfecting sheet glass manufacture, as also in the volume of her output, exceeding not merely the product of one or two, but all the glass producing countries combined—Germany, Austria, Hungary, the Netherlands, Russia, the United States, France and Great Britain. All these countries except Great Britain have within the past quarter of a century increased their production of window glass, but not a single one of them has succeeded in completely displacing the imports of Belgian glass. The United States, even with their high tariff on glass, imported in 1903 upwards of 25,177 tons of window glass from Belgium.

England, which once stood next to France in the manufacture of blown sheet glass, as well as plate glass, has gradually been forced to the background and almost compelled to yield to Belgium, her window glass and plate glass manufacture being now confined to one single firm at St. Helens, Lancashire. The aggressive competition and masterful grasp of the window glass manufacture by Belgium compelled this firm, for their salvation, to open depots in many parts of England and Canada by which means they secure the wholesale dealer's price and profits. Otherwise if they sold to the wholesalers at Belgium's wholesale prices they would inevitably sink before Belgium's glass supremacy as the following English firms have done, viz: The Birmingham Plate Glass Co., Jas. Hartley & Co., Sunderland (sheet glass), the Thames Plate Glass Co., Chance Bros. & Co., Limited, (in sheet glass), Lyne Plate Glass Co., the Union Plate Glass Co., the British Plate Glass Co., the London Plate Glass Co., and the Manchester Plate Glass Co. The result of this condition of things is that Belgium holds England as her very best customer among the world's buyers of glass. England bought from the window glass makers of Belgium in 1903, 55,407 tons, which quantity would cover the surface of 1,486 acres.

Belgium's chief customers are Great Britain, United States, China, Japan, Netherlands, Canada, British India, Argentine, Australia, Turkey, Switzerland, Egypt, Germany, Chili and Denmark. These are important buyers of Belgian glass in the order given, England heading the list with the above quantity out of a total of 167,724 tons which equals one-third, and Great Britain together with her dependencies took in 1903 upwards of 85,000 tons, which was more than half of Belgium's exports.

Belgium gives to her English buyers of glass the very best of her product. In fact the English jobber insists on a carefully selected and regular standard of quality in all the grades, which are firsts (bests), seconds, thirds and fourths, and to maintain these there is a grade below fourths known as coarse,

by which a fair average excellence is maintained in fourths. As Canada is but a small customer compared to England, we taking only 8,962 tons in 1903, Belgium does not value us to the same extent, hence sells to us fourths as the lowest grade which also contains a lot of coarse glass. Canadian jobbers have been buying this fourths grade for years without a murmur, but they are now demanding a more carefully selected grading equal to that supplied to the English market. This demand, however, will avail them very little, on the principle that something is not bought for nothing. They must with their demand be prepared to pay for what they ask for, but all jobbers who are alive to their interests and the public demand for better goods, will be prepared to have the goods. Poor goods are dear at any price. England gets the quality she wants from Belgium and why cannot our jobbers get the quality Canada wants? What are our jobbers doing to meet these requirements?

Glass is said not to arrive in Canada from Belgium in so good condition as from England. Why is it? "Oh," says the dilatory importer, "the boxes are not strong enough." That jobber has not stopped to think that glass breaks only from shock or concussion, which in 999 times in 1,000 has not been sufficient to make any impression on the package. The English maker is wise enough to have his own servant see his glass handled from railway to ship's hold, and on arrival in Canada to see it discharged to the ship's side and to cars, thereby assuring his glass from breakage by careless handling. What we ask is, what is the Canadian jobber doing in this particular? He trusts to luck and is improvident. The wonder is that any glass gets here sound from Belgium. Why do not the Canadian jobbers join hands and have an agent at Antwerp to care for their interests, and one here to see that glass discharged in Canada? Let the Canadian jobber wake up and see that the remedy lies in his own hands, both as to securing better quality and glass arriving in sounder condition.

"Belgium precedes all the world in window glass making, and strange as it may seem, even France, Germany, England and the United States learned the art from Belgium. France and the United States first, Germany next and England last. Belgium is still what she has uninterruptedly been since 1840, the greatest blown sheet glass manufacturer in the world—with the world for her customer and the world-mart her almost undisputed domain. She precedes the rest in this specialty and has always maintained her lead. Other countries have come in to the competitive arena and here and there a portion of the domestic domain has been disputed, but thus far no other country has even so much as approached the distinction of being an international competitor in the world-mart with Belgium."

PERSONAL MENTION.

Mr. E. Dowsley, of A. Ramsay & Son, Montreal, has returned to his desk this week after an illness of about three weeks.

HARDWARE CONDITIONS IN MANITOBA.

BUSINESS for the past week shows up to have been very good and bright prospects are showing for the future.

The rising of the South Saskatchewan River at Saskatoon, which carried away two spans of the C. P. R. bridge, will undoubtedly delay traffic to some extent west of Saskatoon. It is reported that it will be two weeks before the bridge is repaired.

* * *

The Winnipeg branch of the Canada Cycle & Motor Co. report that orders are coming in fast for both light and heavy cars, although the majority of purchasers favor the heavier powered cars, with Tonneare bodies to carry four passengers. A neat and well finished "Ford" car had just arrived and will be sold in Winnipeg by McCulloch & Boswell. Buyers of cars are demanding two cylinder engines, as offering more elasticity in drive and greater power than the single cylinder type.

* * *

The market practically remains the same with little or no change in prices of any note. We quote:

Barbed wire, 100 lb.	$3 15
Plain galvanized 6 to 8	3 39
" 9	2 50
Plain galvanized 10	3 50
" 12	3 10
" 13	3 20
" 14	3 90
" 15	4 45
" 16	4 60
Plain twist	3 15
Staples	3 65
Oiled annealed wire 10	3 42
" 11	3 48
" 12	3 56
" 13	3 66
" 14	3 76
" 15	3 91
Annealed wires (unoiled) 10c. less.	
Horsenails, 40 per cent. discount.	
Horseshoes, iron, No. 0 to No 1	$4 75
No. 2 and larger	4 45
Snow shoes, No. 0 to No. 1	4 60
No. 2 and larger	4 45
Steel, No. 0 to No. 1	4 45
No. 2 and larger	4 20

Cut Nails—		Wire Nails—	
2d 1 in.	$4 10	1 in.	4 15
3d Fin. 1⅛ in.	4 10	1⅛ in.	4 10
3d 1¼ in.	3 75	1¼ "	3 70
4d 1½ in.	3 50	1½ "	3 50
5d 1¾ in.	3 50	1¾ "	3 50
6d 2 in.	3 40	2 "	3 40
8d 2½ in.	3 25	2½ "	3 25
10d 3 in.	3 20	3 "	3 20
20d 4 in.	3 15	3½ "	3 15
30d 4½ in.	3 10	4 "	3 10
40d 5 in.	3 10	4½ "	3 10
50d 5½ in.	3 10	5 "	3 10
60d 6 in.	3 10	5½ "	3 10
		6 "	3 10

Bar iron (basis)	2 50
Swedish iron (basis)	4 75
Sleigh shoe steel	2 85
Spring steel	3 25
Machinery steel	3 50
Tool steel, Black Diamond, 100 lb	8 50
Jessop	13 00
Sheet iron, black, 10 to 16 gauge, 100 lb.	3 50
18 to 22 gauge	3 75
24 gauge	3 90
26 gauge	4 00
28 gauge	4 10

Galvanized Iron, Apollo, 16 gauge	4 00
18 and 20 gauge	4 00
22 and 24 gauge	4 25
26 gauge	4 25
28 gauge	4 50
30 gauge or 10¾ oz	4 75
Extra sheets, 36 in. wide an advance of 25 p.c. per 100 lb.	
Queen's Head, 24 gauge	4 25
26 gauge	4 50
28 "	4 75
Extra sheets, 36-in. wide, an advance of 25 p.c. per 100 lb.	
Genuine Russian, per lb	11
Imitation " "	07 to 08
Tinned, 24 gauge, 100 lb	8 00
26 gauge	8 50
Tinplate, IC charcoal, 20 x 28, box	9 50
" IX "	11 50
" IXX "	13 50
Ingot tin	35
Canada plate, 18 x 21, 18 x 24 and 20 x 28.	3 00
Canada plate, full polished	3 15
Sheet zinc, cask lots, 100 lb	7 00
Broken lots	7 50
Pig lead, 100 lb	5 50
Black iron pipe, ⅛ inch	3 30
" ¼ "	3 30
" ⅜ "	3 40
" ½ "	3 75
Black iron pipe, ¾ inch	4 30
" 1 "	6 25
" 1¼ "	8 75
" 1½ "	10 50
" 2 "	14 50
Rope, sisal, 7-16 and larger, basis	11 75
Manila, 7-16 and larger, basis	15 25
Lathyarn	11 25
Solder	20
Axes, chopping	$ 6 75 to 12 00
" double bitts	12 00 to 18 00
Bluestone	5 25
Screws, flat head, iron, bright	85 and 10 p.c.
Round " "	80 p.c.
Flat " brass	75 and 10 p.c.
Round " "	70 and 10 p.c.
Coach	70 p.c.
Bolts, carriage, 3-16 and ¼	60 p.c.
" 5-16 and ⅜	55 and 5 p.c.
" 7-16 and up	55 p.c.
Bolts, machine, ⅜ and under	50 and 5 p.c.
" 7-16 and over	55 and 5 p.c.
Bolts, tire	60 and 5 p.c.
Bolt ends	55 and 5 p.c.
Sleigh shoe bolts	70 p.c.
Machine screws	70 p.c.
Plough bolts	55 and 5 p.c.
Square nuts, case lots	3c. discount.
" " small lots	2½c. "
Hex " case lots	3c. "
" " smaller lots	2½c. "
Rivets, iron	50 and 10 p.c.
Copper, No. 8	32
" No. 12	36
Coil chain, 3-16 inch	9⅜
" ¼ inch	7⅜
" 5-16 inch	5¾
" ⅜ inch	5¾
" 7-16 inch	4¾
" ½ inch	4½
" ⅝ and ¾ inch	4
Spades and shovels	40 and 5 p.c.
Harvest tools	60 p.c.
Axe handles, turned, s. g. hickory, doz.	$3 15
No. 1	1 90
No. 2	1 60
Octagon extra	2 30
No. 1	1 60
Files common	70 and 10 p.c.
Diamond	60 p.c.
Building paper:	
Anchor, plain	65c.
" tarred	70c.
Pure fibre, plain	67½c.
" " tarred	80c.
Ammunition, cartridges, Dominion R.F.	50 p.c.
Dominion, C.F., pistol	30 p.c.
" military	15 p.c.
American R.F.	30 p.c.
C.F. pistol	5 p.c.
C.F. military	10 p.c. advance.

RETURNED APR 29 1904

Loaded shells:	
Eley's soft, 12 gauge black	15 00
chilled, 12 gauge	16 00
soft, 10 gauge	18 00
chilled, 10 gauge	19 00
Shot, Ordinary, per 100 lb	6 00
Chilled	6 50
Powder, F.F., keg	4 75
F.F.G.	5 00
Tinware, pressed, retinned	70 and 10 p.c.
" " plain	75 and 2½ p.c.
" pieced	
Japanned ware	37½ p.c.
Enamelled ware, white	45 p.c.
" Famous	50 and 10 p.c.
" Imperial	50 and 10 p.c.
Green Wire Cloth	1 55

PETROLEUM.

Water white American	27½c.
Prime white American	25½c.
Water white Canadian	25½c.
Prime white Canadian	24½c.

SCRAP.

No. 1 cast iron	$14 to 15
No. 2 "	7
Wrought iron scrap	5
Copper (heavy)	8½c. per lb.
Yellow brass (heavy)	7½c. "
Light brass	5c. to 6c. "
Lead pipe, or tea lead	2c. to 2½c. "
Zinc scrap	1c. "

PAINTS, OILS AND GLASS.

White lead	$6 00 to $6 50
Putty in bladder, 2½ lb., in keg of 100 lbs.	0 02¾
Turpentine, pure in barrels	$ 0 97
Less than barrel lots	1 02
Linseed oil, raw	0 57
Boiled	0 60

WINDOW GLASS.

Single 1st break, up to 25 miled inches, $3.50; 26 to 40, $3.75; 41 to 50, $3.25; 51 to 60, $4.50; 61 to 70, $5, in 100-ft. boxes.

Lubricating oils, heavy castor machine	0 29
" " extra engine	0 27
" " dynamo	0 35
" " black	0 22
" " cylinder	$0 50 to 0 75 (as to quality)
Harness oil	0 50 to 0 60
Neatsfoot oil	1 00
Vegetable oil, 1st pressure	1 00½
" " 2nd pressure	1 09½

WANT TO EXPORT LEAD ORE.

THE Executive Council of the Associated Boards of Trade of Eastern British Columbia met in Nelson, B.C., last week and unanimously endorsed the memorial of the associate silver lead mines and the smelters to permit of the temporary export of a limited quantity of lead ore, the quantity exported to share in the benefits of the Dominion lead bounty. If this is done the quantity of silver lead ore produced will be greatly increased. The council also approved of the memorial of the Rossland board, asking that the duty on acid not manufactured in Canada, used in lead refining at the Trail smelter, be remitted. The third resolution approved of the request of the miners for export examination and report on the zinc resources of the Kootenay.

The Vulcan Iron Works Company, Winnipeg, will add another large building to their already extensive establishments at Point Douglas. This building will be 64x165 feet and will be used for a blacksmith and machine shop. Construction operations will be commenced next month.

CROWN JEWEL, STYLE "F."

The Crown Jewel Steel Range

Is indeed the Housewife's "JEWEL," made in Canada by the makers of the celebrated **Grand Jewel Cook Stove**, of which **over 30,000** have already been sold.

In view of the increased demand for Steel Stoves and Ranges, the makers are now giving their attention largely to this branch of the business, with highly successful results.

The Crown Jewel Steel Range has **Interchangeable Linings**, and will burn hard or soft coal, and when fitted with wood linings will burn wood 26 inches long. Six 8 or 9-inch Pot Holes with interchangeable key plates and large oven.

WRITE FOR DETAILS

The Burrow, Stewart & Milne Co., Limited,
HAMILTON.

NORTHWEST DISTRIBUTORS

MERRICK, ANDERSON & CO., Winnipeg.

MANUFACTURED BY
G. F. STEPHENS & CO., LIMITED
WINNIPEG, CANADA.

PAINT, OIL AND BRUSH TRADES

MONTREAL PAINTERS STRIKE.

THE retail paint trade of Montreal is very seriously affected by the strike of the International Brotherhood of Painters, Decorators and Paperhangers which was declared on Monday night. The strike involves about 900 skilled mechanics and is therefore of very serious proportions. About 17 employers signed the new agreement which the union presented and their 250 men are at work as usual, but the greater part of the painting trade is completely tied up.

The question at issue is solely the recognition of the union. The men are not asking for more wages; they are not asking for shorter hours. The whole question is whether or not the union shall be recognized. The present agreement with the employers expired on April 1st, but in the hope that some understanding could be reached the men remained at work until it was evident that the employers were fully determined to resist the demands.

In their reply to the demands of the men the Master Painters' Association stated that they were fully determined to enter into no further agreement with the union. They were resolved to reserve the right to make such arrangements as will suit the requirements of their various shops. They did not intend making any change in wages or in the number of hours of labor. They reserved to themselves the right to employ whom they pleased, whether union or non-union men. "Our shops shall continue to be as before, open shops to all competent men. No interference with our shops will be allowed by any officials of the House Painters' Union." These were the closing sentences of the reply.

It is to be hoped that the strike will not be of long duration as it is paralyzing the retail paint trade of the city.

Henderson & Potts' Price List.

Henderson & Potts Co., Montreal and Halifax, have issued their price list for the present season. The lines listed include alum, aluminum paint and bronze, anti-corrosive paints, deck, barn, floor, brick and wagon paints, benzine, liquid marine black, blackboard paint, borax, Brandram's white lead, zinc white and colors, kalsomine, carriage gloss paints, chemicals, colors in oil, coach colors, coal tar, dry colors, Dampney's ship's compositions, liquid and patent dryers, enamel paints, liquid and paste wood fillers, floor wax, Florence white, glues, gloss paints, gold bronze, leaf and paint, graining colors, graphite paint, liquid marine and Paris green, handy color paints, handy varnishes, hat enamel, Japanese enamel paints, japans, varnishes, kalsomine, knives, lacquers, linseed oil, liquid house paints, etc., litharge, mixed paints, roofing paints, white and red leads, paint and varnish removers, seam paint, shellac, sponges, stains, turpentine, wall tints yacht enamels, wood stains and fillers. As the Henderson & Potts Co. are recognized as among the most progressive and wide-awake manufacturing and wholesale paint firms in Canada this price list should be in the hands of all enterprising retail hardwaremen.

LINSEED OIL

Raw and Boiled

"GUARANTEED PURE"

MANUFACTURED BY

Canada Linseed Oil Mills, LIMITED.

MONTREAL.

☞ **BARRELS WANTED!!**

We are open to **buy good, sound, oak** Linseed Oil, Turpentine, Varnish, and Machine Oil Barrels.

McArthur, Corneille & Co.

MONTREAL

Glue and Gelatine

An extensive assortment, to suit all requirements.
WILL BE PLEASED TO SUBMIT SAMPLES AND PRICES

MANUFACTURERS AND IMPORTERS OF . . .

White Lead, Oils and Colors, Prepared Paints, Window Glass, Varnishes, Etc.

SELLING AGENTS IN CANADA

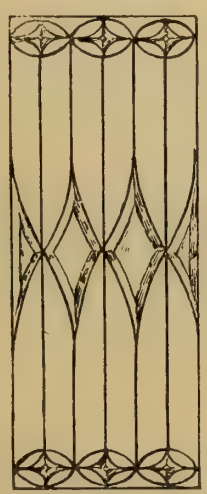
For the GENUINE
Imperial French Green
of JOHN LUCAS & CO., PHILADELPHIA.

And CELEBRATED
English Varnishes
of CHAS. TURNER & SON, LONDON.

Please mention HARDWARE AND METAL when writing.

Show These to Your Customers.

BEVEL PLATE DOOR AND WINDOW PANELS



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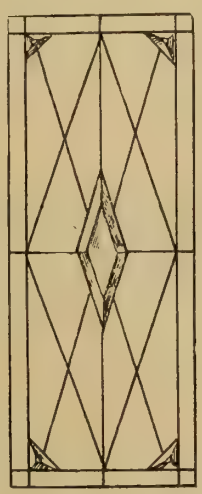


103.

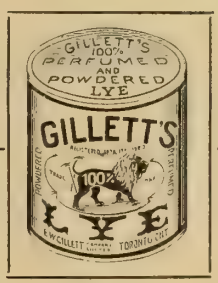
LUXFER WINDOW PRISMS

LUXFER SIDEWALK PRISMS

3 feet Square } STANDARD SIDEWALK PRISMS
4 feet Square } IN STOCK.

LUXFER PRISM CO.,

100 King St. W., TORONTO.



WATCH!

We shall endeavor to point out week by week uses for

GILLETT'S LYE

so that the hardware dealer will be able to sell more of it.

WATCH OUR ADVERTISING

E.W.GILLETT COMPANY LIMITED

TORONTO.

Paint and Oil Markets

Quebec.

Office of HARDWARE AND METAL,
232 McGill Street.
Montreal, April 22, 1904.

THE demand for linseed oil and turpentine continues steady and there are no extraordinary features to note. Stocks are fairly ample and in neither line is the market particularly strong. At the same time it is worthy of note that advices from Savannah indicate a slight stiffening of quotations and in consequence prices for May delivery of turpentine quoted by some Montreal houses, have been advanced this week. It was mentioned in last issue that for May shipments some houses were quoting prices 4 to 5 cents below the present market price. This statement does not apply to the market this week. The best price quoted for May delivery is now 85 cents.

The milder weather which prevailed early in the week had a stimulating effect on the demand from country points. But locally the optimistic feeling caused by the improvement in business this month has been dissipated by the strike of the house painters. It is said that 900 painters are idle and of course the result has been simply to paralyze the retail trade in this city. The effect will soon be felt by the jobbers and grinders, and will be only partially compensated by the improvement in country business. Prices generally may be described as steady. We quote:

Ground White Lead—Best brands, Government standard. $4.50; No. 1 $4.25 to $4.40; No. 2, $4 to $4.10; No. 3, $3.67 1-2 to $3.77 1-2; No. 4, $3.30 to $3.40, all f.o.b. Montreal.

Dry White Lead—$4.25 in casks, and in kegs $4.50.

Dry White Zinc—Pure dry, in casks, 6 1-4c; in 100-lb kegs, 6 3-4c; No. 1, zinc, in casks, 5 1-4c; in 100-lb kegs, 5 3-4c.

White Zinc—(ground in oil)—Pure, 25-lb irons, 8c; No. 1, 7c; No. 2, 6c.

Putty—Bulk, in barrels, $1.50; in 25-lb tins and irons, $1.80; bladdered putty in barrels, $1.75.

Orange Mineral—Casks, 7c; 100-lb kegs, 7 1-4c; smaller quantities, 8 1-4c.

Red Leads—Genuine red lead, in casks, $4.25; in 100-lb kegs, $4.50; in less quantities, $5.50 per 100 lb. No. 1 red lead, casks, $3; kegs, $4.25, and smaller quantities, $5.25.

Litharge—Ground, casks, 5c; in less quantities, 5 1-2c; flake litharge, casks, $5; smalls, $5.50 per 100 lb.

Linseed Oil—Raw, 1 to 4 barrels, 46c; 5 to 9 barrels, 45c; boiled, 1 to 4 barrels, 49c; 5 to 9 barrels, 48c. Delivered in Ontario between Montreal and Oshawa at 2c per gallon advance.

Turpentine—Single barrels 86 1-2 to 87c per gallon; 2 to 4 barrels, 85 1-2 to 86c per gallon. Standard gallon of 8.6 pounds. See remarks above.

Shellac Varnish—Pure white, $2.85 to $3.50; pure orange, $2.75 to $3.40; No. 1 orange shellac, $2.45 to $2.60.

Mixed Paints—$1.20 to $1.40 per gallon.

Castor Oil—8 3-4 to 9 1-4c in wholesale lots, and 1-2c additional for small lots.

Canadian Paris Green—Barrels, 14 1-4c; arsenic kegs, 14 1-2c; 50 and 100 lb drums, 15c; 25-lb drums, 15 1-4c; 1-lb packages, 16c; 1-2-lb packages, 18c; 1-lb tins, 17c. Terms 2 per cent. discount for cash in 30 days or 90 days net.

English Paris Green—Barrels, 14 1-4c; arsenic kegs, 14 1-2c; 50 and 100 lb drums, 15c per lb; 25 lb drums, 15 1-2c; 1-lb paper boxes, 16c; 1-lb tin boxes, 17c. Terms, 2 per cent. 30 days; 90 days net.

Ontario.

Office of HARDWARE AND METAL.
10 Front street east,
Toronto, April 22, 1904

THE effects of the unfavorable weather are even more apparent this week than in former ones. Trade early in the year was so small that it was generally accepted that April would be a particularly heavy month and that the balance for the season would be about maintained. These expectations have not, however, been in any way fulfilled. Business is no way larger than customary at this season; is, in fact, smaller now than last year in many respects.

Prices of most lines are steady. Turpentine is the only line which gives evidence of weakness. In this line, while prices are unchanged, the tendency is lower and a decline may result before the end of the week.

White Lead—Ex-Toronto, pure white lead, $4.65; No. 1, $4.20; No. 2, $3.90; No. 3, $3.50; No. 4, $3.25 in packages of 25 lb and upwards; 1-2c per lb extra will be charged for 12 1-2-lb packages; genuine dry white lead, in casks, $4.50.

Red Lead—Genuine in casks of 560 lb, $4.25; ditto, in kegs of 100 lb, $4.50; No. 1, in casks of 560 lb, $3.75 to $4; ditto, in kegs of 100 lb, $4.25.

White Zinc—Genuine, French V.M., in casks, $6 to $6.25; Lehigh, in casks, $6 to $6.25.

Shingle Stain—In 5-gallon lots, 60 to 85c per gallon.

NO CHANCES TAKEN.

You do not run a risk or take a chance when you secure the agency of a ready mixed paint made with the best white lead the world produces—BRANDRAM'S B. B. GENUINE.

The only two brands manufactured in Canada that contain this white lead are

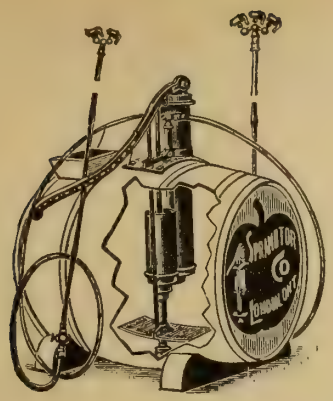
ANCHOR AND ENGLISH.

TRADE MARK

When you handle either you have a sure thing. A paint that will bring repeat orders to your store.

Send us a post card and let us tell you all about them.

HENDERSON & POTTS, Limited, Halifax.
HENDERSON & POTTS CO., Limited, Montreal.



THE SPRAMOTOR

is recognized by the users as the most durable and efficient apparatus yet invented, for the

Prevention of blight and bugs on fruit and potatoes.

For the destruction of wild mustard in the grain crops without injury to the grain, and for

The painting of buildings.

Has been awarded First Place by the Canadian Government in actual contest, and

The Gold Medal at the Pan-American.

The Trade fully protected.

Write for particulars and discounts. Terms liberal.

THE SPRAMOTOR CO.,

68-70 King St., - - LONDON, CAN.

McCaskill, Dougall & Co.

Manufacturers

RAILWAY, CARRIAGE AND BOAT **VARNISHES.**
HIGH-GRADE FURNITURE and HOUSE VARNISHES

MONTREAL.

R. E. THORNE, 768 Craig St., MONTREAL

Wholesale Agent and Importer

Dry Colors, Ochres, Bronze Powders, Aluminum Powder, Schlag Metal, Bronze Liquids and Varnishes.

Toronto Office—29 Melinda St.

Memorial Windows

UNEXCELLED
DOMESTIC ART GLASS

H. E. St. George, London, Ont.

TRADE

NOBLES & HOARE · NH · LONDON ·

MARK

Nobles & Hoare.

CORNWALL ROAD STAMFORD STREET.

LONDON, ENG.

Manufacturers of

HIGH-CLASS VARNISHES ONLY

Which can be obtained direct from the works or from the principal Color Dealers in Canada

"Island City" Paint and Varnish Works

Our "Island City" Enamel Paints are the best in the market—17 artistic shades.

Our "Island City" Aluminum, Gold and Silver Paints can be used with great satisfaction on Furnaces, Radiators, all sorts of Furniture and Ornaments that require renovating.

P. D. DODS & CO., Proprietors, Montreal, Toronto, Vancouver.

Decorative Enamel.

A line of genuine enamel, imparting a hard, lustrous, non-absorbent surface that always remains bright and attractive, and is the best from a Sanitary Standpoint. Adapted for woodwork, furniture and earthen and metalware of all kinds.

19 Colors and Tints. ***Gallons and Half-Gallons.***

Send for Quotations

THE STANDARD PAINT AND VARNISH WORKS CO. LIMITED

Manufacturers of Colors, Paints and Varnishes.

WINDSOR - - CANADA.

Announcement

The following circular has been mailed to the Liquid Paint customers of **The Canada Paint Company.**

"IN FILLING the Mailing List, which you were good enough to send us, with a memorandum of our Specialties, your name being printed upon the book of houses, we enclose a booklet bringing forward to the notice of your customers our 'SUN FLOOR FINISH.'

We attach a specimen of this booklet, and beg to state that, as we advertise this item very largely, it would be well for you to see that your stock is complete with our SUN FLOOR FINISH, as we anticipate the demand will be very large.

You will find further particulars on page 46 of Catalogue.

The SUN FLOOR FINISH is sold in sealed cans, put up in

HALF-PINTS, PINTS,
QUARTS,
HALF-GALLONS and GALLONS.

We will be glad to receive your Specification for SUN FLOOR FINISH."

Yours truly,

The Canada Paint Co.,
LIMITED.

Paris White—90c to $1 per 100 lb.

Whiting—60 to 65c per 100 lb; Gilders' whiting, 75c.

Shellac—Pure orange, in barrels, $2.50 to $3; white, $2.50 per gallon; No. 1, $2.37 1-2, including price of can.

Linseed Oil—Raw, 1 to 2 bbls, 48c; boiled, 51c; 3 to 5 bbls, raw, 47c; boiled, 50c; 6 to 9 bbls, raw, 46c; boiled, 49c; delivered, Toronto, Hamilton, London and Guelph. One firm is quoting raw, 1 to 4 bbls, 47c; boiled, 50c; 5 to 9 bbls, raw, 46c; boiled 49c; 10 bbls and over, open; ex-Toronto, 2 per cent. off 30 days.

Turpentine—Single bbls, 85c; 2 to 4 bbls, 84c; 5 bbls and over, open, Toronto, Hamilton, London and Guelph, with 2c extra for delivery outside. One firm quotes: Single bbls, 84 1-2c; 2 to 4 bbls, 83 1-2c, delivered; 5 bbls and over, open, ex-Toronto with 2 per cent. off 30 days. For less quantities than barrels, 5c per gallon extra will be added, and for 5-gallon packages, 50c and 10-gallon packages, 80c will be charged.

Glues—Broken sheet, in 200-lb bbls, 8 to 8 1-2c per lb; cabinet glue, in bbls, 11 1-2 to 12c; emery glue, in bbls, 17c; bookbinders', ground, 10 1-2c; finest American, white, 19c; No. 1 American white, 15c per lb.

Putty—Common, $1.65; pure (linseed oil) bladders in barrels, $2; bladders, in 100-lb kegs, $2.25; bulk in barrels, $1.75; bulk, less than barrels and up to 100-lb, $2.

Plaster Paris—New Brunswick, $2 per bbl.

Liquid Paints—Pure, $1.20 to $1.40 per gallon; No. 1, $1.10 per gallon.

Barn Paints—65 to 70c per gallon.

Castor Oil—English, in cases, 7 1-2 to 8c per pound, and 8 1-2 to 9c for single tins.

English Paris Green — Petroleum bbls, 13 1-4c; arsenic kegs, 13 1-2c; 50 to 100-lb drums, 14c; 1-lb packages, 15c; 1-lb tins, 16c; 1-2-lb tins, 18c.

Canadian Paris Green (present delivery)—Petroleum bbls, 13 1-4c; arsenic kegs, 13 1-2c; 50 and 100-lb drums, 14c; 1-2-lb tins, 18c.

St. John.

In burning oil there has been no change in price and it is doubtful if the reported decline in the States has affected the market. Business is light. Linseeds are stil offered low. Large shipments are being made on account of Lubricating oils have considerable attention at this season. Fish oils are scarce.

Window Glass.

MONTREAL.

Prices locally are unchanged but the market is strong and an advance is not unlikely. Prices have been advanced in Belgium owing to the fear of a general strike which may tie up the whole industry and cause delay in shipments. The first of May is always dreaded in Belgium as it is so often the occasion of troublesome strikes. We again quote: First break, 50 feet, $1.70; second break, $1.80 for 50 feet. First break, 100 feet, $3.25; second break, $3.45; third break, $3.95; fourth break, $4.20.

TORONTO.

Business in window glass throughout the country is slow compared with what was expected. A momentary impetus to the plate glass market has been given by the rush demands for large panes broken by the fire here this week. It is expected, moreover, that rebuilding operations will cause a busy season in this line. We quote window glass as follows: Star, first break at $3.30 per 100 feet and Double Diamond first break, at $5.10. Discount 15 and 20 per cent.

The Oil Industry of Japan.

THE development of the oil industry in Japan has been attended with pronounced success, there having been a rapid increase in the amount and value of the native product, says an exchange. The amount of kerosene used in the country has increased even more rapidly than has the development of the industry during the past 30 years, and larger importations have steadily accompanied the growing native production until the first six months of this year, during which the importation was only about two-thirds that of the same period in 1902. Whether this falling off marks a turn in the tide, or is only a temporary backward movement, is uncertain. Prior to 1900 there were no less than 40 native oil companies in the country, and during the two years following 28 new companies entered the field, but many have since been crushed out of existence by the International Oil Company, which is a branch of the Standard Oil Trust of America, and has a large refinery at Naoeutsu. The International is now working to secure a monopoly of the oil fields in districts where rich deposits are believed to exist.

WILCOX MFG. CO. OF ONTARIO, Limited

HEAD OFFICE **LONDON, ONT.**

Door Hangers of every description, Automatic Fire Door Equipments, Overhead Trolley Carrying Systems, Velox Ball-Bearing Grindstones, Velox Ball-Bearing Emery Grinders, Triumph Wire Stretchers, Sash Weights.

WRITE FOR PRICES.

FACTORIES:

AURORA, Ill.
ST. THOMAS, Ont.
HAMILTON, Ont.

American Steel & Wire Co.

New York Empire Building
Montreal N. Y. Life Building
Chicago The Rookery

BARBED WIRE CALVANIZED PLAIN WIRE
PLAIN TWIST CABLE FENCING

Telegraph and Telephone Wire; Mattress, Broom, Weaving Wires of every description; Rail Bonds, Bale Ties, Special Wires for all purposes, Springs, Horse Shoes, Wire Rope, Cold-drawn Steel Shafting.

FIRE NOTICE

While our Warehouse and General Offices have been destroyed in the conflagration, our

Factories are Untouched

and CONTAIN THE LARGEST STOCK we have ever had.
We have already arranged to run NIGHT and DAY shifts.
Customers will kindly send duplicates of recent orders.

THE GUTTA PERCHA & RUBBER MFG. COMPANY
OF TORONTO, LIMITED.

STOVES AND TINWARE.

New Designs for Next Season.

MANY of their designs for next season now being ready the Western Foundry Co., Limited, Wingham, Ont., have issued several booklets which will be found of general interest to the trade. One of these is descriptive of the "Huron Manitou" a medium-prices wood cook stove, the trimmings of which consist of base strips, nickel plated oven and front door, medallions and side shelf, making it in every respect a handsome stove. This stove has a roomy firebox, heavy grates and linings, large roomy ovens, large copper reservoir and smooth castings, and is well mounted and well made. Another circular describes the "Huron Fame" box stove, a high-grade stove with extra large feed door opening, draw-out hearth slide, commodious swinging top with covers and centre, is mounted without the use of rods, thus allowing expansion and contraction of the castings and so preventing the liability of cracking. The entire body as well as the top is ornamented. A third circular refers to the "Premier Todd" box stove, the features of which are an extra large feed door with large turnbuckle; quick action screw draft, automatic rolling damper, opens and shuts with door; reversible pipe collar, and full revertible flues; nickel crown pieces, foot rails, screw draft, turnbuckles and automatic damper handle. The most important of this series of booklets is that devoted to the "Huron" steel range for hard or soft coal or wood. The points of excellence in regard to this stove are given as follows: The body is made of heavy cold rolled close annealed steel of a refined quality. All parts that are exposed to the direct action of the fire are of double thickness, with an asbestos mill-board between, all securely riveted together in a workmanlike manner. This construction cannot be excelled. The ovens are made of heavy wrought steel, and are extra large and high. Over the top oven plate is placed a removable cast iron plate, affording full protection from the action of the fire. The bottom oven plate is supplied with cast iron braces to prevent warping. The fire box is of good capacity. The end linings being of heavy cast iron and the front and back linings of brick. This has proved to be the most desirable fire box for coal burning that is known. The grates are of the duplex pattern and can be removed without disturbing the fire box linings. The duplex grate for burning coal is of good weight and perfect construction. By reversing it it can be used for ordinary wood burning. The wood grate is especially constructed with a view to greater economy in wood burning. It can be adjusted to meet the exact requirements of the operator. The openings can be regulated so as to increase or lessen the consumption of fuel. A wood extension is also provided, the use of which permits the burning of twenty-four inch wood. The top frames are cut in four sections to prevent cracking or warping. They are bolted together and made to receive panel sections which are interchangeable. An extra heavy post, which is held in position with a bolt, adds to the support of the panels. The size of the top permits the range to be carried through an ordinary door. The balanced oven door is provided with a gravity handle. An oil tempered steel spring in each lower corner gives it a perfect balance and causes it to drop gradually.

The fire door is hinged to swing away from the oven and has a heavy cast iron lining, and gives a large opening for burning wood. The end register is inverted with a view to protection from breakage in shipping. The ash pan is bailed and of generous capacity. Ventilafed base—The space between the oven and the floor is thoroughly ventilated permitting the free circulation of air therein. This feature removes any possibility of overheating the floor. High shelf or closet—Is extra large and well proportioned, and permits of the use of seven-inch pipe.

Guelph Council was Unkind.

The Guelph Foundry Company petitioned the council at their last meeting to grant them the privilege of extending a portion of their proposed new warehouse for nine feet on Paisley street. The matter was referred to the Board of Works and this committee in their report did not express approval so the proposition was not accepted, owing to opposition from some ratepayers.

$5 CHEQUE PERFORATOR

perforates and indelibly inks the amount. Five dollars only. Express paid. Sent on approval.

Canadian General Purchasing Agency
MONTREAL.

Wire-Cone Incandescent Toaster

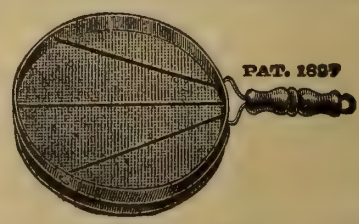
Only perfect Bread Toaster for Gas or Gasoline Stoves. No smoky taste to bread toasted on this toaster. Write for prices.

H.O.Edy, Montreal. E.T.Wright & Co., Hamilton

HARKINS & WILLIS,
Manufacturers and Inventors - ANN HARBOR, Mich

COVERT MFG. CO.
West Troy, N.Y.
Steel Carriage and Wagon Jacks
Harness Snaps, Chain, Rope and Web Goods, etc.
SOLD BY ALL LEADING JOBBERS.

PRIEST'S CLIPPERS
BALL BEARINGS
Largest Variety, Toilet, Hand, Electric Power
ARE THE BEST.
Highest Quality Grooming and Sheep-Shearing Machines.
WE MAKE THEM.
SEND FOR CATALOGUE TO
American Shearer Mfg. Co., Nashua, N.H., USA



The FAIRGRIEVE GAS TOASTER

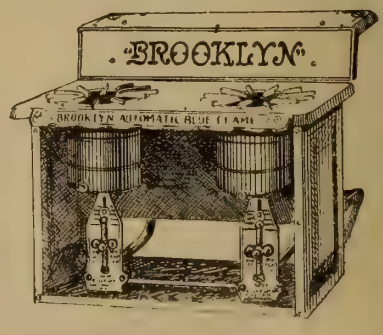
Retails at 25c. The only Toaster guaranteed to toast on gas, gasoline or blue flame oil stoves without taste or smell. Write for prices.

THE FAIRGRIEVE MAN'FG. CO.,
295 COLLEGE ST., TORONTO.

U. S. Branch: 289 Jefferson Ave., DETROIT

Agents for Great Britain: Heine, Solly & Co., Sutton House, 2 Old Street, London, E.C.

BROOKLYN
BLUE FLAME WICKLESS OIL COOK STOVES



Two or Three Burners.

Prices and Booklet, showing full line of these goods, on application.

Our new illustrated catalogue is now ready.

E. T. Wright & Co., Hamilton, Canada.

Have you tried it?

Tried what?

SELLING MANTELS.

This is in your line of business, and it will pay you.

The Batty Stove & Hardware Co
76 YORK ST., TORONTO.

DIAMOND EXTENSION STOVE BACK

They are easily adjusted and fitted to a stove by anyone.

Please your customers by supplying them immediately with what they want.

Patented, July 11th, 1893. Canadian Patent, June 14th, 1894.

EXTENDED.

Sold by Jobbers of - - -

Hardware Tinware and Stoves.

Manufactured by THE ADAMS COMPANY, Dubuque, Iowa, U. S. A.
" " TAYLOR-FORBES CO., Limited, Guelph, Ontario.

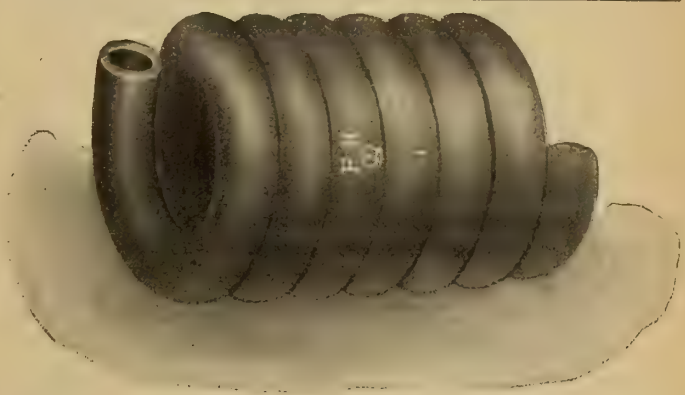
P-H

PIPE THAT IS PIPE.

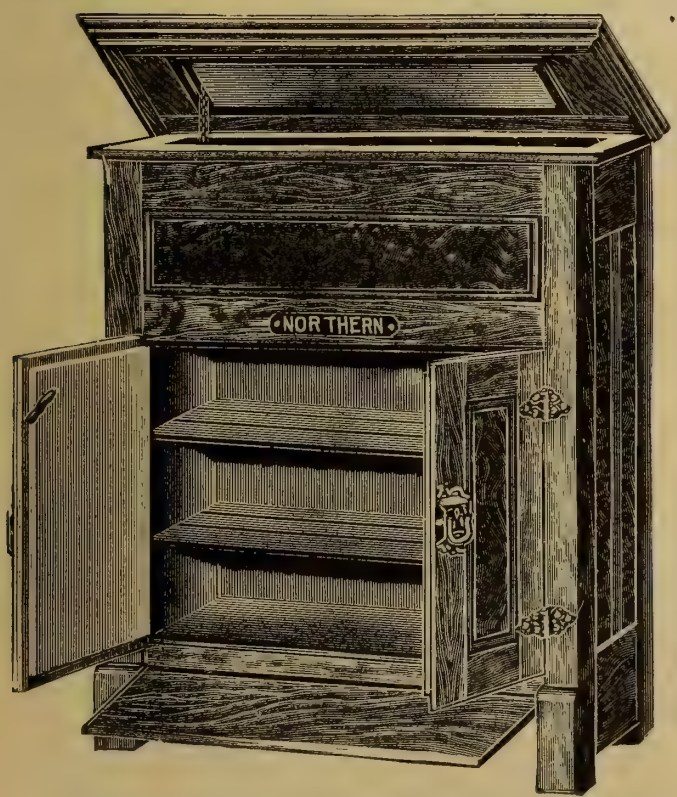
Iron Pipe Economy.

No waste of time, temper or labor if you work with our P-H brand.

Send for circular.



Page-Hersey Iron & Tube Co., Limited, Guelph, Can.



Hardwood—Antique Flow Finish—Zinc Lined Throughout—
New Style Swing Base—Extra Large Ice Box.

Northern Refrigerators.

The cheapest and most satisfactory refrigerator for the money on the market.

"Dry Cold Air Principle."

Splendid value.

Write for prices.

Our Other Summer Specialties:

Lightning Ice Cream Freezers.
Blue Flame Oil Stoves.
Ice Cream Dishers.
Green Wire Cloth.
Fly Traps, Etc.

The THOS. DAVIDSON MFG. CO. Limited. ...MONTREAL

HEATING AND PLUMBING

BUILDING SITUATION IN MONTREAL.

THERE is little change this week in conditions in the building trades of Montreal. The Stone Cutters' Union are still on strike and the atmosphere is surcharged with rumors of further strikes in the building trades. In another column reference is made to the strike of the House Painters' Union.

For the moment interest centres principally in the demands of the Carpenters' and Joiners' Union. Some little time ago this union formulated a new schedule of wages which was distributed among employes for their signature. This schedule raised the maximum rate from 22½ to 25 cents per hour. The officials of the Builders' Exchange delayed answering this demand and consequently no action was taken on the first of April, when the old agreement expired. A joint meeting of all the local unions in affiliation with the Brotherhood of Carpenters and Joiners was held in Charbonneau's Hall on Tuesday night. No definite action was taken; it was decided not to strike without official sanction from headquarters. The meeting was by no means harmonious and while some "hot heads" were anxious to strike the majority of the six hundred members present were anxious for an amicable agreement.

The master builders are opposed to the new agreement proposed by the men principally on account of the clause demanding recognition of the union. The agreement calls for the employment of union men only and the right of the business agent of the union to visit shops. The employers state that an "open shop" policy is to be carried out.

Stratford Plumbing By-Law.

THE draft of the plumbing by-law has been completed and it will be submitted to the Stratford City Council this evening. It is an exhaustive document, comprising twenty typewritten pages, says the Beacon. The Board of Works have had the matter in hand for some time and they have gone into it thoroughly. The by-law provides, in short, that plumbers shall be licensed, that their work shall be subject to inspection, that pipes of a specified size and weight shall be used for different purposes, connections shall be made in a certain way, the best of ventilation shall be provided, and that all new plumbing shall be properly tested. An important clause, also, is that which will compel manufactories to clarify their waste before turning it into the city sewers.

"There shall be a board of examiners of plumbers, consisting of five members, the mayor, chairman of the Board of Works, chairman of the Board of Health, the medical health officer and the city engineer.

"Every person desiring to engage in, carry on or conduct the business of plumber in this city shall file with the city clerk a petition in writing asking to be licensed as a plumber.

"Every applicant for a license shall satisfy the board that he has attained the age of 21 years, and shall furnish the board of examiners with satisfactory evidence of his reponsibility, and that he is himself a practical plumber, or that he will employ practical and experienced plumbers to do all work, and will not permit any work to be done except by competent workmen.

"The board of examiners shall examine all applicants for license as to their practical knowledge of plumbing, house drainage, ventilation and any other matters as they may deem necessary connected with the trade of plumber.

"The license fee shall be $2.

"No person shall engage in, carry on or conduct the business of plumber except as the employe of a licensed plumber unless he or the partnership firm of which he is a member is the holder of a license.

"The licenses shall expire on December 31 each year.

"The council may from time to time appoint an inspector of plumbing, whose duty it shall be to enforce the terms of the by-law. Until an inspector is appointed this work shall fall to the city engineer.

"The inspector, city engineer, medical health officer, sanitary inspector or any other person appointed for that purpose, shall have the right to enter any premises for the purpose of enforcing compliance with the provisions of the by-law.

"Before proceeding to construct, reconstruct or alter any portion of the drainage, ventilation or water system of any hotel, warehouse, dwelling house or other building, the owner or his agent shall file an application for a permit to do the same, such to be accompanied by a specification or abstract stating the nature of the work to be done, the size, kind and weight of all pipes, etc., and also a plan which shall show the street, street numbers and the drainage system underground.

"No plumber shall perform work until he has satisfied himself that the owner has complied with the above regulation.

"A permit shall be granted or refused within two days after the filing of application and shall be valid for six months.

"All materials used shall be inspected and passed upon by the inspector before work is commenced.

"Each soil pipe or drain shall be so placed as to be always readily inspected without excavation or destruction to walls or floors and the plumber shall be responsible for the connection of his work with the house sewer connection.

"All work shall be done by skilled mechanics, and the inspector shall be the sole judge of it.

"Every water cock, bibb, tap, hydrant attached to any water service or pipe connected with and supplied from the water works system of the city shall bear the name of the maker and shall be tested both as to strength and weight.

"All water pipes shall be laid with due regard to danger from freezing and shall be properly laid and graded with a fall to a stop and waste cock placed in the cellar or other convenient point, where they can be entirely drained off. Each consumer in a tenement building shall be supplied with a separate stop and waste cock on the service pipe inside the building, unless the same is metered.

"The walls or floors where urinals are placed shall be of marble, slate or other non-absorbent materials.

"In no classes of buildings will water closets or urinals be permitted in cellars or basements, without special means of lighting and ventilating being provided and approved by the inspector and medical health officer.

"The liquid wastes from manufactories shall be so clarified or filtered in

When you talk, you want it to go for some good once for all, don't you?

You don't want to be obliged to talk, and argue, and force your goods continually, do you?

You want your goods to do some of the talking themselves, don't you?

RAMSAY'S PAINTS

will do some of the talking themselves, and save you time and worry.

People will pay a fair price for a good thing, and a good thing talks always to the user and to his neighbors.

Ramsay's show cards, newspaper "ads." and posters talk also, because they are attractive, they impress. They don't bluster, they talk confidently.

That helps you!

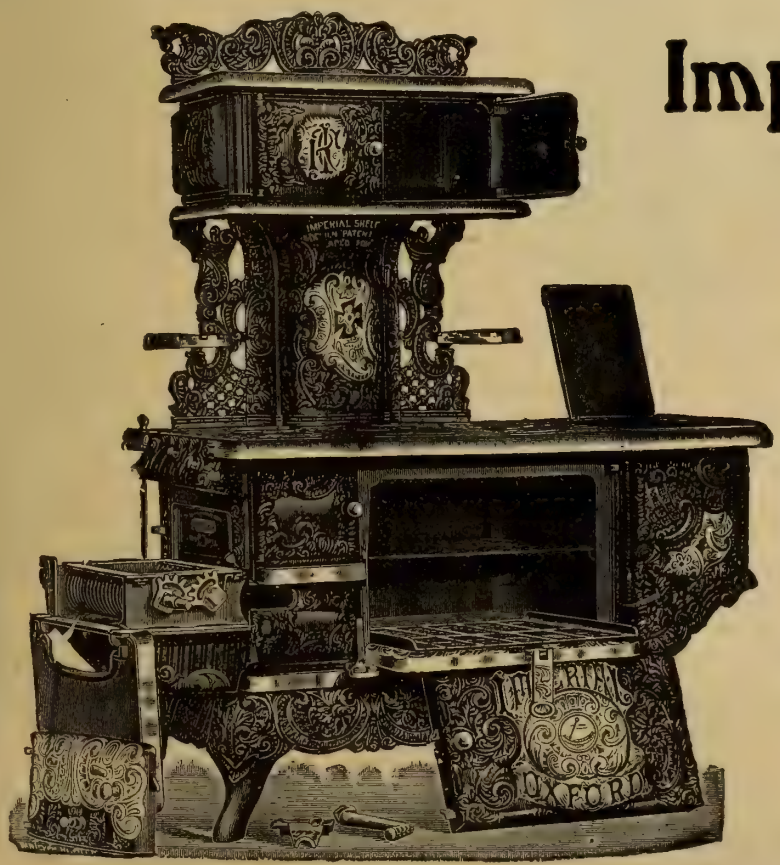
A. RAMSAY & SON **EST'D** **THE PAINT**
MONTREAL **1842** **MAKERS**

The New Century Ball-Bearing Washing Machine.

Not the cheapest but decidedly the best Washing Machine made.

Five to seven minutes only required for a tubful.
The operator need not stand when using it, and there is practically no wear on garments.
Full information given on application.

THE DOWSWELL MANUFACTURING CO., Limited.
Hamilton, Ont.
W. L. HALDIMAND & SON, Montreal, - Eastern Agents.



Imperial Oxford . . Advertising

in the daily papers throughout Canada is causing brisk business for the merchants who handle the

Imperial Oxford Range

It's good advertising for a good range. That makes good business.

More people know the good points of the **Imperial Oxford**, to-day, than ever before. We never stop impressing them with its pre-eminence. It is the easiest range on the market to sell.

The Gurney Foundry Co., Limited,
TORONTO WINNIPEG VANCOUVER

CORRESPONDENTS:

THE GURNEY-MASSEY CO., LIMITED,
MONTREAL, QUE.

THE GURNEY STANDARD METAL CO., LIMITED
CALGARY, ALTA.

suitable tanks that all substances injurious to the sewers, or that tend to cause stoppages in the sewers, or that will produce a nuisance, will be completely removed before discharging such wastes into the sewer system. All such sedimentary tanks shall be arranged so that they may be readily examined by the sanitary inspector. This section shall apply to establishments already existing, as well as to any coming hereafter.

"All faulty plumbing work shall be made perfect to the satisfaction of the inspector.

"The entire plumbing system within the buildings must be tested by the plumber in the presence of the inspector.

"In all cases the woodwork shall be permanently removed from the front of each water closet, and the woodwork in front of wash bowls and sinks shall be placed on hinges.

"If a water closet, urinal, sink or other fixture be found in an unclean condition the tenant or owner will be notified and on a recurrence of this state either one will be prosecuted for creating a nuisance."

Building Permits.

TORONTO.

R. Liddell, four attached two-storey brick dwellings on Ulster street, to cost $5,000.

C. W. Coleman, a two-storey brick dwelling on Charles street, to cost $2,500.

W. B. Charlton, two detached frame dwellings on Kenilworth avenue, to cost $2,400.

P. McIntosh & Son, a one-storey brick office and stable on Cottingham street, to cost $2,000.

James Low, a two-storey brick and stone dwelling on Baldwin street, to cost $1,800.

Mr. Cox, two detached roughcast and brick-fronted dwellings on Hamilton avenue, to cost $2,400.

J. Wheller, two pairs of semi-detached two-storey brick dwellings on Victor avenue, to cost $8,000.

Jas. Head, a two-storey frame and roughcast addition to dwelling on Jones avenue, to cost $6,000.

Abbott & Hogarth, six attached two-storey frame dwellings on Kippendavie avenue, to cost $5,000.

W. H. Williams, a pair of two and one-half-storey brick residences on Bismarck avenue, to cost $4,500.

Dr. Allan Baines, a two and one-half-storey brick and stone dwelling on Bloor street west, to cost $6,000.

Charles Bulley, a pair of semi-detached two-storey and attic brick dwellings on Montrose avenue, to cost 3,400.

J. J. Fraser, one pair of semi-detached two-storey and attic brick dwellings on Vermont avenue, to cost $7,000.

A. E. Emery, a two-storey and attic brick and stone dwelling on corner of Harbord and Euclid avenue, to cost $4,000.

A. Brock, one pair of semi-detached two-storey and attic brick and stone dwellings on Markham street, to cost $2,500.

J. W. Devitt and Robert Holt, a pair of semi-detached, two-storey and attic brick dwellings on Crawford street, to cost $3,000.

Geo. Mills, a pair of semi-detached brick and roughcast one-storey and mansard dwellings on Ossington avenue, to cost $2,400.

R. C. Vaughan, three pairs of semi-detached two-storey and attic brick dwellings on Bathurst street, to cost $9,000, and for a two-storey and attic brick store and dwelling on Huron street, to cost $3,000.

North American Land Co., a two-storey and attic detached brick and stone dwelling on Palmerston boulevard, to cost $4,000; also a similar style of dwelling on Palmerston boulevard near College street, to cost $4,500; also three pairs of semi-detached two-storey and attic brick dwellings on Harbord street, to cost $9,000.

MONTREAL.

M. Laniel, 50 Bienville, to erect on St. Hubert a house to cost $2,000.

F. X. St. Charles & Co., for alterations to 39 St. Gabriel, to cost $10,000.

Dominion Bag Company, for alterations to 317 St. Patrick, to cost $11,000.

A. Martineau & Fils, 1062 St. Denis, for alterations to 1674 Notre Dame, to cost $1,000.

Rev. Father of St. Sacrament, 11 Mount Royal, to erect on Mount Royal a house to cost $5,000.

Hudon & Orsali, 278 St. Paul street, to erect on St. Paul and Vaudreuil a warehouse, dimensions 50x132, to cost $30,000.

F. X. St. Charles & Co., 257 St. Lawrence, to erect on St. Gabriel, a warehouse, dimensions 70x27, to cost $13,000.

J. Franklin, 7 St. Lawrence, to erect on Craig and Amherst streets, four buildings (house and store combined) to cost $14,000.

M. B. Simard, 1001 St. Catherine street, to erect on St. Catherine two buildings (house and store combined) to cost $10,000 each.

H. W. Stroud, 117 Mackay, to erect on corner St. Paul and Place Youville, a warehouse, dimensions 26x106, to cost $12,000. John James Browne & Son, architects.

Damase Leclair, 714 St. Urbain, to erect on Mentana, two houses each forming two dwellings, to cost $2,000 each, and also two houses on Chambord street, to cost $2,000 each.

VANCOUVER.

A business block for E. Rogers on Hastings street next to the block occupied by Barr & Anderson, to cost $8,000.

A brick and stone building to cost $5,000 is to be erected on Pender street by Baynes & Horrie.

E. Wilson secured a permit to build a large dwelling with stone foundations on Robson street, to cost $4,500.

A residence for J. W. F. Johnston is to be built on the corner of Chilco and Barclay streets, to cost $3,500.

The past week, which has marked the opening of building operations on a large scale, has been a very busy one among local contractors as well as for the city building inspector. Among the recent permits were the following :

Building Notes.

Over $30,000 will be spent in enlargements to the European Hotel, Guelph.

Tenders will be received up till April 23, 1904, for the erection of a stone church on Broadway, Toronto.

The Winnipeg Board of Works will erect a new office building at the new yards on Ross street.

St. Paul's Lutheran church, Berlin, have decided to erect a new parsonage at a cost of $3,000.

W. O. Wright, Moncton, N. B., is calling for tenders for the Albert County Court House before May 7.

W. J. O'Connor, Winnipeg, has plans prepared for an hotel on Notre Dame street east. It will be 66x66 ft., five storeys high.

A Methodist church is to be erected in the town of North Bay. Tenders will be received up till noon of April 26th, 1904.

Tenders have been called by Jas. Chisholm, architect, for the improvements to be made on the All People's Mission building on Maple street, Winnipeg.

Sam'l. Hooper, architect, McIntyre block, Winnipeg, has called for tenders for new abattoir and other premises for the Gallagher-Holman-Lafrance Company of Winnipeg.

Among the tenders accepted for the Ketchum school were : Structural iron work, Dominion Bridge Company, Limited, for $850; for roofing, W. D. Hutson, for $298.

The Woodstock Lumber Co. have let the contracts for the erection of their new factory in Woodstock. The building is to cost about $6,000.

Ottawa is to have a new arts building in connection with the university there. Plans and specifications may be seen at A. O. Van Herbulis' office, Toronto.

The Anglican body of Gladstone, Man., intend erecting a large brick edifice in that place this season. The Presbyterians also intend enlarging their present church in Gladstone.

The Dalrymple block, Tillsonburg, was destroyed by fire last week. The losses were : C. W. Conn, stove and tin dealer, loss $5,000, insurance, $2,500; G. E. Burke, loss $3,000, insurance $1,000; Wm. Dalrymple, loss $5,000, insurance $2,000.

The Neepawa Hotel Company has been incorporated and granted letters patent for the purpose of building and equipping an hotel in the town of Neepawa, Man., and carrying on the business of hotel-

Acetylene Gas Generators.

New principles embodied in our machines render them safe and economical. The prices are below those of others. Send for booklet, prices and terms.

Agents experienced in gas fitting wanted.

ST. THOMAS ACETYLENE MNFG. CO., Limited.

St. Thomas, Ont.

Dundas Axe Works

DUNDAS, CANADA.

Write for Prices

P. BERTRAM, - Manager.

To Manufacturers' Agents

HARDWARE AND METAL has inquiries from time to time from manufacturers and others wanting representatives in the leading business centres here and abroad.

Firms or individuals open for agencies in Canada or abroad may have their names and addresses placed on a special list kept for the information of inquirers in our various offices throughout Canada and in Great Britain without charge.

Address
Business Manager
HARDWARE AND METAL
Montreal and Toronto

A MOST USEFUL FIRM

We cut to your order, any size, on short notice,

BRASS and COPPER

—Sheets
—Tubes
—Rods

The waste is ours—not much waste, though.

The Booth Copper Co., LIMITED,
119-123 Queen St. East,
TORONTO.

TRADE MARK J REGISTERED.

Jardine Patent Pipe Die.

One man can easily thread a two-inch pipe at one cut. Write for circular.

A. B. JARDINE & CO.

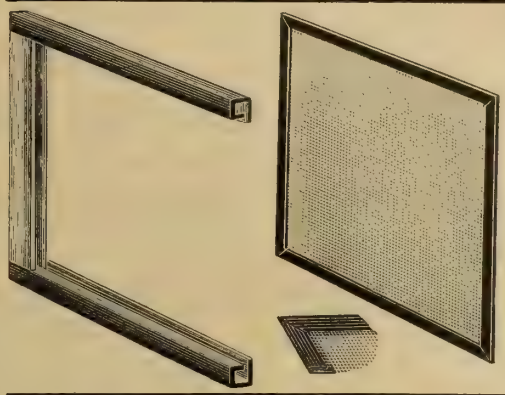
Mfrs. TAPS and DIES.

HESPELER, ONT.

PIG IRON FOR IMPORT.

Carnbroe, Summerlee, Gartsherrie and Middlesboro', Glengarnock.

Henry Rogers, Sons & Co., Montreal, P.Q.



Wood is out Metal is in

Our Metal Screens (patented), cost no more than wood. Many times better.

Send for Circular.

C. M. CUTTS & CO.

Makers, Toronto Junction.

Pedlar's "Perfect" Metal Lath

CHEAP AS WOOD

Delivered to any railway station in Canada, for 10c. per square yard. Discount to dealers. Circulars and samples on request.

Pedlar People, Oshawa, Can., or 767 Craig St., Montreal, Que.

keepers. The capital stock is fixed at $50,000.

Mr. Dion is installing an electric plant to furnish electric light and other power for the St. Louis hotel, Quebec City. The new plant will have a capacity of 500 lamps, and also sufficient power will be generated for the elevators, etc., even when the proposed addition to the present building is erected.

Plumbing and Heating Notes.

W. A. Stephenson & Co., plumbers, Montreal, have dissolved.

The Hamilton & Toronto Sewer Pipe Co., Hamilton, have obtained a charter.

Bastien & Sigouin, plumbers and roofers, Montreal, have dissolved partnership.

POINTERS ON SELLING LOCKS.

"THE clerk who sets out to sell a lock," said a man who has spent his business life in selling these articles to the Hardware Dealers' Magazine, "should first find out just what the lock is to be used for, so that he may understandingly discuss the matter with his customer.

"He should also be in a position to tell his man all about locks, and if he wants to do that he must study them up.

"There are all kinds to choose from. The poor ones are, of course, the cheapest, but lack both in security and durability.

"There are usually three grades of lock in each style. In the cabinet cheaper grade is found the common lock, such as is used on bureau drawers. It has no tumblers, is not warded, and any key will fit it that will enter the keyhole. There are usually four of these on a bureau, and one key is used for unlocking or locking all of them.

"A little better grade of this class is a lock having wards, whereby a number of changes are secured, but these add very little to the security.

"The next class is composed of those having one or two tumblers. They have a greater number of changes, and some security—that is, a little more than the first class, of which I have spoken.

"The better grades are those having a gang of tumblers or levers, and also in this class are the pin tumbler locks. These are the most secure, and of necessity are the more expensive."

"So much for cabinet locks," said the representative, "now how about the other class?"

"The same rules," was the response, "apply practically to locks used in buildings. As an illustration, a four-inch mortise lock that is made and used, in which there are no tumblers.

"A better grade will have wards and one tumbler. In the finer locks such as are used in better class of buildings, the locks are supplied with a gang of tumblers or a pinlock cylinder.

"Much of the greater quantity of locks sold is of course in the cheaper grades. They are made with scarcely any hand labor, the parts fitting loosely, and are assembled by cheap help. In the better grades, when tumblers are used, the labor of mechanics is required and the addition of levers, the putting of the bolts and other handwork makes this class of lock more expensive, although much better, and far more secure."

"How about finishes?"

"The common grades of locks are made of iron, with a lacquer finish. In the better grades of tumbler locks the fronts are made of brass or bronze, which is finished in different styles to match the trimmings used in the building which they are to adorn and secure. In the very fine grades oxidized silver, or in some cases gold plating, are resorted to.

Advertising is the nails and spikes that hold together the structure of a man's business.

"In buying a lock," the speaker continued, "a great many people make mistakes. The burglar or picklock seems to be the only man they think of, and not the man with the bunch of keys A man places a cheap lock on his desk. He says, 'What's the use of a good one? The desk is of wood, and if a man wants to breay into it he can do so with no trouble.' He forgets that a cheap lock will yield to almost any key, that to break in is a risky job, and can be done but once, while the fellow who wants to pry into his secrets can unlock and lock his desk and examine his papers day in or day out, and he be none the wiser.

"I would say to a clerk: 'Sell a man a good lock instead of a cheap one every time you get a chance. He is safer and feels better in the long run.'"

COMPLIMENTS FOR CONCRETE.

It is but a few years ago that the use of cement, or concrete, in the building of foundations, vaults and structural works of a primary character was considered a great advance in building methods, yet within the past two years so wonderful has been the progress made that we have witnessed phenomenal achievements in the application of concrete, causing almost a revolution in many leading departments of structural work, embracing high office buildings, dwellings, public works, municipal improvements, industrial plants, railroads, submarine, mining, ornamental and recreation ground construction.

As a matter of fact, when we see M. E. Ingalls, president of the Big Four railroad, constructing in Cincinnati, Ohio, a fifteen-storey office building entirely of reinforced concrete, and without the use of any structural steel whatever, it is evident that there has been inaugurated a new era in construction. In fact, concrete reinforced by imbedded steel rods, bars or wire rings, has become indispensable to modern building methods, for it does not rust or corrode, like steel, grows stronger with age, and is absolutely fireproof.—The New York Commercial Chronicle.

NOTES OF THE TRADE.

Geo. Robertson, formerly general merchant in Vegreville, N.W.T. has erected a very nice and commodious hardware store in that place. In appearance, with its showroom filled up with machinery, etc., it is quite attractive.

Spence & Fleming, of the Vermilion Trading Co., in Vegreville, are putting up a fine large store in addition to the one they now have at that place. It is understood that Mr. E. L. Poulin is also going to erect another large store in front of the one he now has.

D. D. McPhee, Sr., of D. D. McPhee & Son, general merchants, Alexandria, Ont., has sold out to D. C. Sinclair, late of the Glengarry Mills Co. Donald McPhee, Jr., will remain in the firm, which will be known as McPhee & Sinclair.

John H. M. Robertson, Charles U. Robertson, Alex. A. McMichael, James Robertson and Alex. Robertson, all of Montreal, are applying for incorporation as the James Robertson Co., Limited, with head office in St. John, N.B.

A. E. Coleman has moved his stock of hardware from Manitou, Man., to Darlington, where he has entered into partnership with his brother.

"SHIELD BRAND" SHEATHING

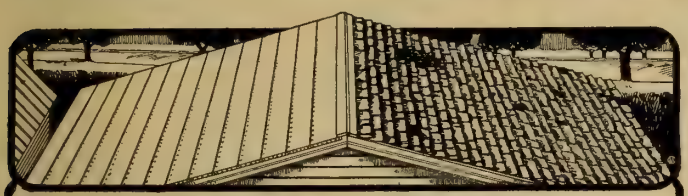
TARRED or DRY.

For Lining—Houses, Barns and Stables. Extra strong, full weight, best quality. When ordering from your dealer DEMAND the "Shield Brand." It's a quick seller.

MANUFACTURED ONLY BY—

Lockerby & McComb, 65 Shannon St., Montreal

Bell Telephone Main 1989.



CONSTRUCTION vs. DESTRUCTION.
CARE vs. CARELESSNESS.
BEST MATERIAL vs. POOR MATERIAL
REX FLINTKOTE ROOFING vs. ALL OTHER ROOFING.

REX Flintkote Roofing

TRADE MARK

The above tells the whole story, and means to the dealer a quick-selling, business-bringing roofing *vs.* the ordinary kind that never sells, because people don't want it, and when they are persuaded to try it never come back again. If you want satisfied customers for roofing, you should write us to-day about **Rex Flintkote Roofing.**

J. A. & W. BIRD & CO., 49 India Street, Boston, Mass.

To the Hardware Trade.

We carry in stock the following goods, and can fill all orders promptly :

Jack Screws,
Mortising Machines,
Shelf Brackets, (Wrought and Cast Iron)
Furniture Casters,
Mrs. Potts' Irons, (New Pattern)
Letter Presses,

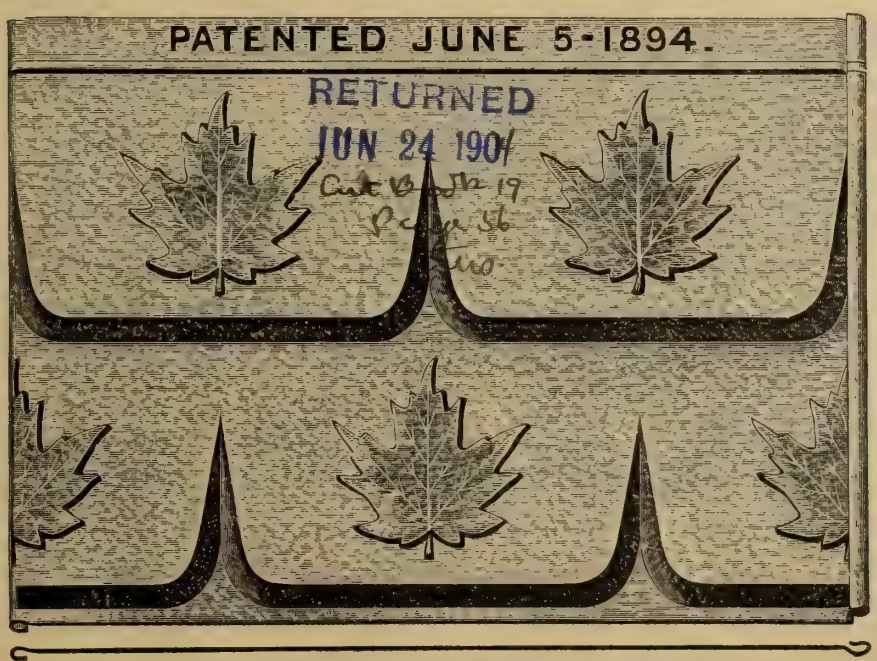
Awning Pulleys, etc., etc.

THE H. R. IVES CO., MONTREAL LIMITED.

THE . .

"SAFE LOCK"

will please your old customers and bring new ones.



No other construction makes as good a roof as

THE . .

"SAFE LOCK"

THE "SAFE LOCK" METAL SHINGLE.

If you want to lay a good foundation for a profitable and continuous roofing trade, only the "SAFE LOCK" can help you. Every roof sold is a lasting advertisement, and wherever introduced no substitutes are acceptable.

HAVE YOU OUR CATALOGUE AND PRICE LIST?

THE METAL SHINGLE & SIDING CO., Limited

PRESTON, ONT.

REPRESENTATIVES :

CLARE & BROCKEST, Winnipeg. ELLIS & GROGAN, Calgary.

INDUSTRIAL GOSSIP

HARDWARE AND METAL would be pleased to receive from any authoritative source industrial news of any sort, the formation or incorporation of companies, establishment or enlargement of mills, factories foundries or other works, railway or mining news, etc. All such correspondence will be treated as confidential when desired.

THE British American Fish Corporation, Limited, have been incorporated to engage in fishing operations in a large way, with a capital stock of $500,000. They have sought power to catch fish, own and operate vessels, lumber mills, machinery, elevators, cold storage plants, etc. W. H. E. Jackson, London, Eng., F. H. Markey, Geo. H. Montgomery and K. G. Robertson, Montreal, are provisional directors.

The Berliner Gramophone Co., of Canada, Limited, have been incorporated with a capital of $10,000, to acquire and carry on the business of Emile Berliner, gramophone manufacturer, Montreal, and to do general machinist work.

* * *

The Speight Wagon Co., Limited, Markham, Ont., have been incorporated to manufacture and deal in wagons, sleighs, farm and railroad carts, carriages and vehicles of all descriptions; capital $200,000; directors, T. H. Speight and G. A. Speight, Markham; Thos. Heys and C. H. Heys, Toronto, and C. Kloepfer, Guelph.

* * *

The Canada Wheel Works, Limited, Merritton, Ont., have been incorporated with $100,000 capital to manufacture and deal in shafts, poles, rims, spokes, and other parts of carriages, wagons, sleighs and other vehicles, or any of the parts of carriages, buggies, wagons, sleighs or other vehicles. The provisional directors are F. N. and J. S. Hara, Merritton, and H. H. Collier, St. Catharines.

* * *

A Sydney, N. S., despatch says: "The organization of a company to be known as the Cape Breton Iron and Steel Company, Limited, with capital of $250,000, has been completed for the purpose of manufacturing various iron and steel products from raw materials, which materials are to be supplied by the Dominion Iron and Steel Company. A large portion of the capital is already subscribed and it is proposed to proceed shortly with the construction of the necessary buildings. The first department to be put into operation will be for the manufacture of iron, steel and brass castings of every description and also marine work. About 30 men will be employed. Those connected with the new company are mostly all local men."

Amherst, N. S., has a new industry to be known as the Decoration, Marble and Tiling Co., capital $100,000. The officers are C. A. Lusby, president; E. M. Hutt, manager; H. W. Rogers, secretary-treasurer, pro tem. The company will operate in Amherst, and have already sufficient orders to employ a number of men.

* * *

The bill incorporating the Cascapedia Manufacturing and Trading Company has been reported in the Dominion House. Angus and Hugh McLean, of Buffalo; F. J. H. Eckardt, of Toronto; Senator Edwards and John A. Cameron, Rockland, and Gordon C. Edwards, of Ottawa, are the incorporators. The capital stock is $2,500,000. The company will go into the lumber business in the Gaspe Peninsula.

* * *

The Galt Art Metal Co., Limited, have been incorporated with $100,000 capital, to manufacture, sell and deal in all kinds of sheet metal material for the interior or exterior of buildings, including roofing, siding, ceilings and cornices, with incidental and subsidiary powers; capital $100,000; directors, David Spiers, Frederick Hedley Hayhurst, Hugh McCulloch, William Lutz and Joseph Stauffer, all of Galt.

* * *

The Northern Elevator Company have had plans prepared for the erection of a flour mill in Winnipeg. The materials used in the construction will be concrete, stone and brick, and no money will be spared on either building or equipment in order that everything may be up-to-date. The mill is to have a capacity of 2,500 barrels a day and is to be completed in time to grind this year's crop.

* * *

According to the Winnipeg Free Press the Northern Elevator Company, Winnipeg, have issued a writ against the Lake Huron-Manitoba Milling Company, Goderich, claiming $10,000 damages for the wrongful conversion of 10,000 bushels of wheat, which they say was consigned to the defendants, to be held to the order of plaintiffs, but was conveyed to the defendants' own use.

* * *

NOTES.

A three storey factory will be erected at Louise Bridge, Man., by a new machinery company, work to be started at once.

The Dominion Canning Co., Limited, Toronto, have been incorporated with $100,000 capital to carry on a canning business.

The Elliott, Marr & Co., Limited, London, Ont., have been incorporated to carry on a wholesale grocery business; capital $100,000.

The Toronto Wringer Co. are asking a bonus of $5,000 from Brantford, in consideration of which they would build a factory and plant in Brantford.

The Laidlaw Lumber Co., Limited, Toronto, have been incorporated with $300,000 capital to carry on a general lumbering business in succession to the R. Laidlaw Lumber Co., Sarnia, Ont.

Alsip Bros., builders, Winnipeg, are adding two new brick machines to their yard at Louise Bridge. They expect to turn out over 15,000,000 bricks this season.

The John A. Lang Leather Co., Limited, Ottawa, have been incorporated to carry on a general tannery business; capital $200,000; directors, John A. Lang, Berlin; John A. McGrail, Acton; Denis Murphy, G. S. May and W. C. May, Ottawa.

The Alvinston Flax Co., Limited, have been incorporated to grow and manufacture flax and its products; capital $25,000; directors, T. A. G. Gordon, A. S. Harkness, A. B. Connor, D. C. Munro, Alvinston, Ont., and W. H. Murray, Stratford.

The Queen City Concrete Paving Co., Limited, Toronto, have been incorporated to undertake contracts in paving and road construction and to erect buildings. W. L. Purvis, R. J. Moyes, T. Cosburn, Wm. Brimblecombe and John Preston are the directors; the capital, $40,000.

The Jackson Wagon Co., Limited, St. George, Ont., have been incorporated to manufacture and sell wagons, carts, sleighs, buggies and similar vehicles; capital $100,000; directors, S. G. Kitchen, D. Jackson, J. M. Kitchen, J. R. Hutchison and H. J. Freeman, St. George.

The Hamilton Steel and Iron Company is suing Sayer & Co., Liverpool, England, through Staunton & O'Heir, for $1,669.56 damages for alleged breach of contract in supplying scrap iron that is alleged not to have been up to the specifications.

The Ogilvie Milling Company have purchased additional property at the corner of Dock street and North Wharf, St. John, N.B., which they intend transforming into a modern office building.

The Empire Elevator Company are reported to have closed a contract with a Minneapolis firm for the erection this season of a terminal elevator at Fort William with a capacity of one and three-quarter million bushels.

The Frost Fence Company have taken the sole selling rights for the famous Art Garland stoves and ranges for Canada. This will make a considerable increase in the company's business and will mean an extensive increase in the office and shipping staff.—Welland, Ont., Telegraph.

. . FULL STOCK . .

Salt Glazed Vitrified

SEWER PIPE

Double Strength Culvert Pipe a Specialty.

THE CANADIAN SEWER PIPE CO.

HAMILTON, ONT. TORONTO, ONT.
ST. JOHNS, QUE.

OAKEY'S The original and only Genuine preparation for Cleaning Cutlery 6d. and 1s Canisters.

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KNIFE POLISH

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MANUFACTURERS OF

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STEAM AND GAS COX

GUARANTEED SATISFACTORY.

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Detroit, U.S.A.

Permanent, Economical, Handsome.

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Comes in rolls, ready to lay, with nails and cement. All ready covered with white sea gravel. No further attention after laid.

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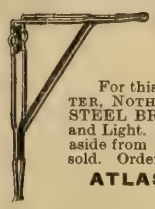
Room 215 Coristine Building, - MONTREAL.

Sun, Frost, Water, Fumes DO NOT affect it. Write to-day for agency.



Will Hold Up a Shelf!

That's what a shelf bracket is for.

For this purpose there can be NOTHING BETTER, NOTHING CHEAPER than the BRADLEY STEEL BRACKET. It is well Japanned, Strong and Light. The saving in freight is a good profit, aside from the lower price at which the goods are sold. Order direct or through your jobber.

ATLAS MFG. CO.,
New Haven, Conn., U.S.A.

PORTLAND CEMENTS

Best German, Belgian and English Brands.

FIRE BRICKS
FIRE CLAY
FLUE LININGS
DRAIN PIPES
HARD WALL PLASTER
CALCINED PLASTER
WHEELBARROWS
MORTAR STAINS.

A Full Stock of Builders' and Contractors' Supplies.

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Write for our quotations.

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MANUFACTURER and SUPPLY MERCHANT

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HACK SAW BLADE

MADE BY
CHAS. BAYNES
KNUZDEN BROOK
BLACKBURN

The Hanover Portland Cement Co., Limited

HANOVER, ONTARIO.

Manufacturers of the Celebrated **"Saugeen Brand"** OF PORTLAND CEMENT.

Prices on application.

"THE EMLYN" SAW BENCH

Made in 6 sizes. Best value obtainable. Specially designed for export With or without "Emlyn" Patent Guard. Sole maker—

CHARLES D. PHILLIPS,

Cables— "Machinery," Newport.

Emlyn Engineering Works
NEWPORT, MON., ENGLAND

Feathers in Our Cap.

Write us for the good list of high-class roofing jobs we have executed during the past two or three years —jobs in which the

Ormsby Skylight

was specified.

A. B. ORMSBY & CO.,

Cor. Queen and George Streets,
TORONTO, ONT.

ATKINS HIGH-GRADE, CROSS-CUT **SAWS** ARE SUPERIOR TO ALL OTHERS IN MATERIAL, TEMPER, WORKMANSHIP FINISH AND CUTTING QUALITIES.

OUR VICTOR, TUTTLE TOOTH AND SEGMENT GROUND SAWS ARE THE FAVORITES IN THE CAMPS

E. C. ATKINS & CO.,

INCORPORATED.

LEADING MANUFACTURERS OF HIGH-GRADE, CROSS-CUT, HAND, BAND, CIRCULAR, HACK, BACK, WOOD AND SMALL SAWS OF ALL KINDS

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Brown and Manilla Wrapping
Hanging and Print,
Colored Papers

ALEX. McARTHUR & CO., LIMITED. Office 82 McGill St., Montreal

CURRENT MARKET QUOTATIONS.

April 22. 1904.

These prices are for such qualities and quantities as are usually ordered by retail dealers on the usual terms of credit, the lowest figures being for larger quantities and prompt pay. Large cash buyers can frequently make purchases at better prices. The Editor is anxious to be informed at once of any apparent errors in this list, as the desire is to make it perfectly accurate.

METALS.

TIN.

Lamb and Flag and Straits— 56 and 28-lb. ingots, 100 lb.	$30 00	$31 00

TINPLATES.

Charcoal Plates—Bright.

	Per box.
M.L.S., equal to Bradley—	
I C, usual sizes	$6 50
I X "	8 00
I X X "	9 50
Famous, equal to Bradley—	
I C	6 75
I X	8 25
I X X	9 75
Raven and Vulture Grades—	
I C, usual sizes	4 25
I X "	5 00
I X X "	5 75
I X X X "	6 50

"Dominion Crown Best"—Double Coated, Tissued.

	Per box.
I C	5 50
I X	6 50
X X	7 50

Allaway's Best"—Standard Quality.

I C	4 50
I X	5 50
I X X	6 50

Coke Plates—Bright.

Bessemer Steel—	
I.C., usual size, 14x20	3 50
I.C., special sizes, base	3 75
20x28	7 50

Charcoal Plates—Terne

Dean or J. G. Grade—	
I.C., 20x28, 112 sheets	7 50
IX., Terne Tin	10 50

Charcoal Tin Boiler Plates.

Cookley Grade—	
X X, 14x56, 50 sheet bxs. / " 14x60, " / " 14x65, "	7 00

Tinned Sheets.

72x30 up to 24 gauge	7 25	7 50
" " 26 "	7 75	8 00

IRON AND STEEL.

Common bar, per 100 lb.	....	1 80
Refined " "	....	2 20
Horseshoe Iron "	....	2 25
Hoop steel, 1½ to 3-in. base	....	2 75
Sleigh shoe steel, "	....	2 10
Tire steel	2 30	2 50
Reeled machinery	....	3 00
Toe calk steel	2 85	3 00
T. Firth&Co.'s tool steel, per lb	0 12½	0 13
Jessop's high speed steel	....	0 60
" standard tool steel	....	0 14
" crucible sheet steel	....	0 14
" Chas. Leonard's tool	0 08	0 09
Crucible Steel Co.		
" Black Diamond	0 10	0 11
" Silver steel	....	0 13
" Special	....	0 17
" Rex high speed steel	0 65	0 75
" Self Hardening	0 45	0 50
Jonas & Colver's tool steel	0 10	0 20
" "Air Hardening"	....	0 70
Drill steel, per lb	0 08	0 10
Russia Iron— Genuine	....	0 11

STEEL BOILER PLATE.

¼ in	2 50	2 60
3-16 in	2 60	2 70
in. and thicker	2 50	2 60

BABBIT METAL.

"Tandem," A per lb.	0 27
" B "	0 21
" C "	0 11½
Frictionless Metal "	0 23

Syracuse Smelting Works:

Aluminum, genuine	0 45
Government, "	0 44
Tough, "	0 40
Hard, "	0 40
Dynamo	0 30
Special	0 25
Harmony	0 22
Car Box	0 20
Extra	0 15

The Canada Metal Co.:

Imperial, genuine	0 40
Metallic	0 30
Hercules	0 20
Star	0 15
No. 1	0 12
No. 2	0 10
No. 3	0 06
No. 4	0 05

Geo. Langwell & Son.

No. 1	0 08
No. 2	0 07
No. 3	0 05½
Extra	0 09½

BLACK SHEETS.

	Montreal.	Toronto
10 and 16 gauge	2 25	2 50
18 gauge	2 30	2 50
20 "	2 30	2 50
22 to 24 gauge	2 35	2 70
26 "	2 40	2 80
28	2 40	2 90

COPPER WIRE.

Discount, 50 per cent.

CANADA PLATES.

Ordinary	2 60
All bright	3 50

Galvanized Canada Plates—

	Ordinary.	Dom. Crown.
18x24x52	4 25	4 35
" 60	4 50	4 60
20x28x80	8 50	8 70
" 94	9 00	9 20

GALVANIZED SHEETS.

	Fleur-de-Lis.	Gordon Crown.	Comet	Bell. Queen's Head
16 gauge	3 65	....	....	....
18 to 24 gauge	3 75	3 75	3 75	3 75
26 "	4 00	4 00	3 90	4 00
28 "	4 25	4 25	4 05	4 25

American brands, $4.00 for 28 gauge.
Less than case lots 10 to 15c. extra.

CHAIN.

Proof coil, 3-16 in., per 100 lb.	....
" ¼ "	5 60
" 5-16 "	4 45
" ⅜ "	3 85
" 7-16 "	3 70
" ½ "	3 55
" 9-16 "	3 45
" ⅝ "	3 35
" ¾ "	3 25

Halter, kennel and post chains, 40 to 40 and 5 per cent.

Cow ties	40 p.c.
Tie out chains	65 p.c.
Stall fixtures	35 p.c.
Trace chain	45 p.c.

Jack chain, iron, single and double, discount 35 p.c.
Jack chain, brass, single and double, discount 40 p.c.

COPPER.

Ingot.	Per 100 lb.
Casting, car lots	13 75

Bars.

Cut lengths, round, ½ to ⅞ in.	21 00	23 00
" round and square, 1 to 2 inches	21 00	23 00

Sheet.

Plain, 16 oz., 14x48 and 14x60	20 00
Plain, 14 oz.	21 00
Tinned copper sheet	24 00
Planished	32 00

Braziers' (in sheets).

4x6 ft., 25 to 30 lb. each, per lb.	0 22
" 35 to 45 " "	0 21
" 50-lb. and above "	0 20

BOILER AND T.K. PITTS.

Plain tinned, per lb	0 28
Spun, per lb	0 32

BRASS.

Rod and Sheet, 14 to 30 gauge, 15 per cent.

Sheets, hard-rolled, 2x4	0 23
Tubing, base, per lb	0 23½

ZINC SPELTER.

Foreign, per 100 lb	6 00	6 25
Domestic " "	....	....

ZINC SHEET.

5-cwt. casks	6 15	6 50
Part casks	6 50	7 00

LEAD.

Imported Pig, per 100 lb.	3 20	3 30
Bar, per lb	....	0 05
Sheets, 2½ lb. sq. ft., by roll	....	0 06½
Sheets, 3 to 6 lb. "	....	0 06

NOTE.—Cut sheets ½c. per lb., extra. Pipe, by the roll, usual weights per yard, lists at 7c. per lb. and 35 p.c dis. f.o.b. Toronto.

NOTE.—Cut lengths, net price, waste pipe 8-ft. lengths, lists at 8c.

ANTIMONY.

Cookson's per lb.	7 50	8 00

SHOT.

Common, $6.50 per 100 lb.; chilled, $7.00 per 100 lb.; buck, seal and ball, $7.50. Discount, 17½ p.c. Prices are f.o.b. Toronto, Hamilton, Montreal, St. John and Halifax. Terms, 3 p.c. cash, freights equalized.

PLUMBING GOODS.

BATH TUBS.

Zinc	6 00

Copper, discount 20 per cent. off revised list.

BATHS.

Standard Enameled.

5½-ft. rolled rim, 1st quality	21 60
5½ " " " 2nd "	17 85

CLOSETS.

	Net.
Fittings	1 00
Plain Simplex Syphon Jet	9 00
Emb. " " "	9 50
Fittings	1 25
Low Down Elgin or Teutonic, plain	6 00
Low " " " emb.	6 50
Connection	1 25
Plain Richelieu	4 25
Emb. "	4 50
Connections	1 25
Basins, P.O., 14-in	0 63
Basins, oval, 17 x 14-in.	1 50
Basins, " 19 x 15-in.	2 00

IRON PIPE.

Black pipe—	Per 100 feet.
⅛ inch	3 05
¼ "	2 07
⅜ "	2 25
½ "	2 50
¾ "	3 22
1 "	4 58
1¼ "	6 47
1½ "	7 85
2 "	11 05
2½ "	19 25
3 "	22 75
3½ "	28 75
4 "	35 25
4½ "	41 00
5 "	44 00
6 "	57 50

Galvanized pipe—	
¼ inch	2 88
⅜ "	3 11
½ "	3 42
¾ "	4 40
1 "	6 35
1¼ "	8 80
1½ "	10 75
2 "	14 80

Malleable Fittings—Discount 20 p.c.
Cast Iron Fittings—
Standard, 57½ per cent.; unions, 55 per cent.; on nipples, headers and flanged unions, 60 per cent.

PLUMBERS' BRASS GOODS.

Standard Compression work, dis. 60 & 10 p.c.
Cushion work, discount 50 per cent.
Fuller work, discount 70 per cent.
6 dozen lots and over of the above, extra discount 10 per cent.
Lever handle Stops and Waste, discount 60 per cent. With, in lots of 2 dozen and over, an extra discount of 10 per cent.
J.M.T. Globe, Angle and Check Valves, discount 55 per cent.
Standard Globe, Angle and Check Valves, discount 60 per cent.
"Kerr" Globe, Angle and Check Valve, discount 60 per cent.
J. M. T. Radiator Valves discount 55 per cent.
Standard Radiator Valves, discount 60 per cent.
Patent Quick-Opening Valves, discount 65 per cent.

No. 1 compression bath cock net	1 75
No. 4 " " "	1 90
No. 7 Fuller's "	2 10
No. 4½, " "	2 25
Patent Compression Cushion, basin cock, hot and cold per doz.	15 00
Patent Compression Cushion, bath cock, No. 2208	2 25

Square head brass cocks, discount 55 per cent
" " iron " " 50 to 60 "
Thompson Smoke-test Machine $25.00

RANGE BOILERS.

Dominion, 30 gallon net	4 75
" 35 " "	5 75
" 40 " "	6 75
Copper, 30 gallon "	22 00
" 35 " "	24 00
" 40 " "	28 00

Discount off copper boilers 15 per cent.

SOIL PIPE AND FITTINGS.

Light soil pipe, discount, 50 per cent.
" " fittings, discount 50 and 10 p.c.
Med. and Extra heavy pipe and fittings, dis. 60 per cent.
7 and 8-in. pipe, discount 40 and 5 per cent.

SOLDER.

	Per lb
Bar, half-and-half, guaranteed	0 19
Bar, half-and-half, commercial	0 18
Refined	0 18

PAINTS AND OILS.

BLUESTONE.

Casks, for spraying,	5 50
100-lb. lots do per lb.	0 08

COLORS IN OIL.

1-lb. tins, pure.

Venetian red, per lb.	0 08
Chrome yellow	0 15
Golden ochre	0 08
French "	0 06
Marine black	0 04
Chrome green	0 10
French Permanent green	0 13
Signwriters' black	0 15
Umber	0 11
Sienna	0

YOU CAN MAKE MONEY.

Send us the names of parties in your section who are about to erect steel frame buildings or roof trusses. We will do the best we can to get the order. If we do, we shall pay you a good commission.

THE HAMILTON BRIDGE WORKS CO., LIMITED

Long Distance 'Phone, Hamilton 630. **HAMILTON, CANADA.**

COLORS DRY.

Pure in bbls., per cwt. Less than this quantity ½c. extra.

Common ochre, bbls.	....	2 50
Yellow ochre	....	1 12½
Brussels ochre	....	2 75
Venetian red,	1 50	2 25
English oxides,	3 00	3 25
American oxides	1 25	2 75
Canadian red oxides	....	1 50
Super magnetic oxides, 93 p.c.	....	2 00
Burnt sienna	....	9 00
" umber	6 00	7 00
Raw umber	6 00	7 00
Drop black	....	12 00
Chrome yellow	....	0 18
Chrome greens	....	5 50
French green	....	0 09
Golden ochre	....	2 75
Ultramarine blue, in 28-lb. bxs	7 00	10 00
Fire proof mineral	....	1 00
Genuine Eng. Litharge	....	4 50
Mortar color	....	1 00
Pure Indian red. lb	....	0 09
Whiting, bbl	....	0 65
English vermilion in 30-lb. bgs.	...	0 85

CASTOR OIL.

British, 1st. qual, in cases, per lb	0 08½	0 09½
" " small lots	0 10	0 10½

COD OIL, ETC.

Cod oil, per gal	0 50	0 55
Pure olive	....	1 40
" neatsfoot	....	0 90

WHITE LEAD. er 100 lb.

Pure	....	4 75
No. 1	....	4 50
No. 2	....	4 25
No. 3	....	3 87½
No. 4	....	3 50
Munro's Select Flake White..	....	4 75
Elephant and Decorators' Pure	....	4 75
Monarch	....	5 00
Decorator's Pure	....	4 75
Essex Genuine	....	4 25
Sterling Pure	....	5 00
Island City Pure	....	5 00
Ramsay's Pure Lead	4 75	5 00
Ramsay's Exterior	4 50	4 75

RED LEAD.

Genuine, 560 lb. casks, per cwt	$4 25	$4 50
Genuine, 100 lb. kegs, "	....	4 75
No. 1, 560 lb. casks, per cwt ...	....	4 00
No. 1, 100 lb. kegs, per cwt ..	....	4 25

WHITE ZINC.

Extra Red Seal	0 06	0 08
French V. M.	0 06	0 06½
Lehigh	0 06	0 06¼

DRY WHITE LEAD.

Pure, casks	4 50
Pure, kegs	4 75
No. 1, casks	4 25
No. 1, kegs	4 50

PREPARED PAINTS.

In ¼, ½ and 1-gallon tins.

Pure, per gallon	....	1 20
Second qualities, per gallon ..	....	1 00
Barn (in bbls.)	0 60	0 90
The Sherwin-Williams paints	1 30	1 40
Canada Paint Co.'s pure	....	1 25
Toronto Lead & Color Co's pure	....	1 25
Sanderson Pearcy's pure	....	1 20
Standard Co.'s "New Era."..	....	1 30
"Globe" barn	60	70
Francis-Frost Co.'s "Ark" B'd	....	1 25
" British Navy deck	....	1 50
Henderson & Potts's "Anchor"	....	1 35
Globe Paint Co.'s mixed	....	1 30
" barn and bridge	....	0 75
Ramsay's paints, Pure, per gal.	....	1 20
" Thistle, "	....	1 00
" Outside, bbls	0 55	0 65
Island City House Paint	....	1 25
" Floor "	....	1 25
Sterling House Paint	....	1 20
" Floor "	....	1 10
National	....	1 05

PUTTY.

Bulk in bbls	1 50
Bulk in less quantity	1 75
Bladders in bbls	1 75
Bladders in kegs, boxes or loose	1 90
25-lb. tins	1 85
12½ lb. tins	2 10
Bladders in bulk or tins less than 100 lb.	1 90

VARNISHES.

In 5-gal. lots.	Per gal.	Net.
Carriage, No. 1	1 50	1 60
Pale durable body	4 10	4 25
" rubbing	2 85	3 20
Gold size, japan	1 50	1 60
No. 1 brown japan	0 85	0 90
Elastic oak	....	1 50
Furniture, extra	1 10	1 25
" No. 1	0 90	1 00
Hard oil finish	1 35	1 50
Light oil finish	1 60	1 70
Damar	1 75	2 00
Shellac, white	2 40	2 50
" orange	2 30	2 40
Turpentine, brown japan	1 10	1 20
" black japan	1 10	1 20
" " No. 1.	0 85	0 90
Elastilite varnish, 1 gal. can, each..		2 00
Granitine floor finish, per gal		2 75

Maple Leaf coach enamels; size 1, $1.20; size 2, 70c.; size 3, 40c. each.

Sherwin-Williams' kopal varnish, assorted case, from to 1 gal., $2.50.

GLUE.

Common	0 08	0 08½
French medal..	0 10	0 14
White, extra	0 18	0 22
Gelatine	....	....
Strip	0 18	0 20
Coopers	0 19	0 20
Huttner	....	....
Ground	0 12	0 16
Cologne, genuine	....	

HARDWARE.

AMMUNITION.

Cartridges.

B. B. Caps Dominion, 50 and 5 per cent.
Rim Fire Pistol, discount 40 p.c., American.
Rim Fire Cartridges, Dominion, 50 and 5 p.c.
Central Fire Pistol and Rifle, 10 p.c., Amer.
Central Fire Cartridges, pistol sizes, Dominion, 30 per cent.
Central Fire Cartridges, Sporting and Military, Dominion, 15 per cent.
Central Fire, Military and Sporting, American, add 5 per cent. to list. B.B. Caps, discount 40 per cent., American.
Loaded and empty Shells, "Trap" and "Dominion" grades, 25 per cent. Rival and Nitro, 10 per cent. advance on list.
Brass Shot Shells, 55 per cent.
Primers, Dom., 30 per cent.; American, $1.60.

Wads.	per lb.
Best thick white felt wadding, in ½-bags	$ 00
Best thick brown or grey felt wads, in ½-lb. bags	0 70
Best thick white card wads, in boxes of 500 each, 12 and smaller gauges	0 99
Best thick white card wads, in boxes of 500 each, 10 gauge	0 35
Best thick white card wads, in boxes of 500 each, 8 gauge	0 55
Thin card wads, in boxes of 1,000 each, 12 and smaller gauges	0 20
Thin card wads, in boxes of 1,000 each, 10 gauge	0 25
Thin card wads, in boxes of 1,000 each. 8 gauge	...

Chemically prepared black edge grey cloth wads, in boxes of 250 each—	Per M.
11 and smaller gauge	0 60
9 and 10 gauges	0 70
7 and 8 "	0 90
5 and 6 "	1 10

Superior chemically prepared pink edge, best white cloth wads, in boxes of 250 each—

11 and smaller gauge	1 15
9 and 10 gauges	1 40
7 and 8 "	1 65
5 and 6 "	1 90

ADZES.

Discount 20 per cent.

ANVILS.

Wright's, 80-lb. and over	0 10¾
Hay Budden, 80-lb. and over	0 09¼
Brook's, 80-lb. and over	0 11¼

AUGERS.

Gilmour's, discount 65 and 5 per cent. off list.

AXES.

Chopping Axes		
Single bit, per doz.	7 00	10 00
Double bit, "	10 00	18 00
Bench Axes, 40 per cent.		
Broad Axes, 25 per cent.		
Hunters' Axes	5 50	6 00
Boys' Axes	6 25	7 00
Splitting Axes	7 00	12 00
Handled Axes	....	10 00

AMERICAN AXE AND TOOL CO.

Red Ridge, boys', handled. ...	....	5 75
" hunters	....	5 25

AXLE GREASE

Ordinary, per gross	6 00	7 00
Best quality	10 00	12 00

BELLS.

Hand.

Brass, 60 per cent.
Nickel, 55 per cent.

Cow.

American make, discount 63¾ per cent.
Canadian, discount 45 and 50 per cent.

Door.

Gongs, Sargant's	5 50	8 00

" Peterboro', discount 50 and 10 per cent. off new list.

Farm.

American, each	1 25	3 00

House.

American, per lb.	0 35	0 40

BELLOWS.

Hand, per doz	3 35	4 75
Moulders', per doz..	7 50	10 00

Blacksmiths', discount 40 per cent.

BELTING.

Extra, 60 per cent.
Standard, 60 and 10 per cent.
No. 1, not wider than 6 in., 60, 10 and 10 per cent.
Agricultural, not wider than 4 in., 75 per cent.

BITS.

Auger.

Gilmour's, discount 60 per cent.
Rockford, discount 50 and 10 per cent.
Jennings' Gen., net list.

Car.

Gilmour's, 47½ per cent.

Expansive.

Clark's, 40 per cent.

Gimlet.

Clark's, per doz	0 65	0 90
Diamond, Shell, per doz	1 00	1 50
Nail and Spike, per gross	2 25	5 20

BLIND AND BED STAPLES.

All sizes, per lb.	0 07¾	0 12

BOLTS AND NUTS — Per cent.

Carriage Bolts, common ($1 list)	
" " 3-16 and ¼	60
" " 3-16 and ⅜	55 and 5
" " 7-16 and up	55
" " full sq. ($2.40 list)	60
" " Norway Iron ($3 list)	60
Machine Bolts, all sizes, ⅜ and less	60
Machine Bolts, 7-16 and up	55 and 5
Plough Bolts	55 and 5
Blank Bolts	55 and 5
Bolt Ends	55 and 5
Sleigh Shoe Bolts	70
Coach Screws, cone point	70

Nuts, square, all sizes, 4c. per lb. off.
Nuts, hexagon, all sizes, 4¼c. per lb. off.
Stove Rods, per lb., 5½ to 6c.

BOOT CALKS.

Small and medium, ball ....per M.	4 25
Small heel "	4 50

BRIGHT WIRE GOODS.

Discount 62½ per cent.

BUTCHERS' CLEAVERS.

German ....per doz.	6 00	9 00
American "	12 00	18 00

BUTCHER KNIVES.

Bailey's ....per doz.	0 60	6 30

BUILDING PAPER, ETC

Tarred Felt, per 100 lb.	85
Ready roofing, 2-ply, not under 45 lb. per roll	0 90
Ready roofing, 3-ply, not under 65 lb., per roll	1 15
Carpet Felt ....per ton	45 00
Heavy Straw Sheathing.......per ton	35 00
Dry Sheathing.....per roll, 400 sq. ft.	0 40
Tar " " 400 "	0 50
Dry Fibre " 400 "	0 55
Tarred Fibre " 400 "	0 65
O. K. & I. X. L " 400 "	0 70
Resin-sized 400 "	0 45
Oiled Sheathing " 600 "	1 00
Oiled " " 400 "	0 70
Roof Coating, in barrels.. ...per gal.	0 17
Roof " small packages "	0 25
Refined Tar..........per barrel	5 00
Coal Tar "	4 00
Coal Tar, less than barrels....per gal.	0 15
Roofing Pitch..........per 100 lb.	1 10

BULL RINGS.

Copper, $2.00 for 2½-inch, and $1.9 for 2-inch

BUTTS.

Wrought Brass, net revised list.

Cast Iron.

Loose Pin, discount 60 per cent

Wrought Steel.

Fast Joint, discount 65, 10 and 2½ per cent.
Loose Pin, discount 65, 10 and 2½ per cent.
Berlin Bronzed, discount 70, 70 and 5 per cent

Gen. Bronzed ....per pair	0 40	0 65

CARPET STRETCHERS.

American ....per doz.	1 00	1 50
Bullard's "	....	6 50

CASTORS.

Bed, new list, discount 55 to 57½ per cent.
Plate, discount 52½ to 57½ per cent.

CATTLE LEADERS.

Nos. 32 and 33 .. ...per gross	7 50	8 50

CHALK.

Carpenters' Colored, per gross	0 45	0 75
White lump.........per cwt.	0 60	0 65
Red	0 05	0 06
Crayon...........per gross	0 14	0 18

CHISELS.

Socket, Framing and Firmer.

Broad's, discount 60 and 10 per cent.
Warnock's, discount 50 and 10 per cent.
P. S. & W. Extra, discount 60 and 10 per cen

FOODS—STOCK.

Colonial Stock Foods, 50c. packages, per doz	$4 00
" " " 25c. pkgs., "	2 00
" " " 10c. " "	75
" " " 25-lb. pail, each	1 30
Poultry Foods, 25c. packages	1 25
Cough Powders, per doz	1 25
Worm " "	1 25
International Stock Foods, $1 packages, per doz.	8 00
International Stock Foods, per pail	2 75
" " " per bbl	10 50
" Poultry " $1 pkgs., per dz.	8 00
" Worm Powders, 50c pkgs. "	4 00
" Pine Healing Oil, per doz	8 00
" Pheno-Chloro, $1 pkgs., per doz	8 00
" Hoof Ointment	8 00
" Compound Absorbent	16 00

Also 25c. pkgs. at $2 per doz. 50c. pkgs. at 4 per doz.

CLIPS

Axle, discount 65 per cent.

Paterson's Wire Edged Ready Roofing

has successfully stood the test of Canada's variable climate for over twenty years, and is the only popular substitute for shingles.

We are advertising the above Roofing extensively in the "Farmers' Magazines" and in all cases we ask prospective customers to order our goods from their local Hardware Merchants.

There will be a very large quantity of our Ready Roofing sold in the future, and you can't blame us if you don't get your share of that trade.

Prices, Samples and Testimonials from

The Paterson Mfg. Co., Limited

Toronto and Montreal.

COMPASSES, DIVIDERS, ETC.

American, discount 62½ to 65 per cent.

CONDUCTOR PIPE.

Plain or Corrugated.

2-inch	per 100 feet	3 00
3 "	" "	4 00
4 "	" "	5 25
5 "	" "	6 75
6 "	" "	9 00

CRADLES, GRAIN.

Canadian, discount 20 to 25 per cent.

CROSSCUT SAW HANDLES.

S. & D., No. 3	per pair	0 17½
S. & D., " 5	"	0 22½
S. & D., " 6	"	0 15
Boynton pattern	"	0 20

DOOR SPRINGS.

Torrey's Rod	per doz.	....	1 75
Coil, 9 to 11 in.	"	0 95	1 65
English	"	2 00	4 00

DRAW KNIVES.

Coach and Wagon, discount 50 per cent.

Carpenters' discount 60 and 10 per cent.

DRILLS.

Hand and Breast.

Millar's Falls, per doz., net list.

DRILL BITS.

Morse, discount 37½ to 40 per cent.
Standard, discount 50 and 5 to 55 per cent.

FAUCETS.

Common, cork-lined, discount 35 per cent.

EAVETROUGHS.

10-inch ... per 100 ft. 10 00

ELBOWS (stovepipe.)

5 and 6-inch, common	per doz.	1 20
7-inch	"	1 35

Polished, 15c. per dozen extra.

ESCUTCHEONS.

Discount 50 and 10 per cent., new list

ESCUTCHEON PINS.

Iron, discount 40 per cent.

FACTORY MILK CANS.

Discount off revised list, 40 per cent.

FILES AND RASPS.

Great Western	70 and 10 per cent.
Arcade	70 " 10 "
Kearney & Foot	70 " 10 "
Disston's	70 " 10 "
American	70 " 10 "
J. Barton Smith	70 " 10 "
McClellan	70 " 10 "
Eagle	70 " 10 "
Nicholson, 60 and 10 to 60, 10 and 5	"
Royal	80 "
Globe	70 to 75 "

Black Diamond, 60 and 10 to 60, 10 and 5 per cent.
Jowitt's, English list, 25 to 27½ per cent.
Nicholson File Co.'s "Simplicity" file handle, per gross 85c. to $1.50

GLASS.

Window. Box Price.

Size United Inches.	Star Per 50 ft.	Star Per 100 ft.	D. Diamond Per 50 ft.	D. Diamond Per 100 ft.
Under 26	....	3 80	....	5 06
26 to 40	....	4 00	....	5 44
41 to 50	....	4 50	....	6 56
51 to 60	....	4 75	....	7 50
61 to 70	....	5 00	....	8 62
71 to 80	....	5 30	....	9 38
81 to 85	....	....	....	10 75
86 to 90	....	....	....	12 30
91 to 95	....	....	....	15 00
96 to 100	....	....	....	18 00

Discount, 1 per cent.

GAUGES.

Marking, Mortise, Etc.

Stanley's discount 50 to 55 per cent.

Wire Gauges.

Winn's, Nos. 26 to 33 ....each 1 65 2 40

GILLETT'S POWDERED LYE.

1-case, $3.60; 3-case, $3.50; 5-case and over, $3.40.

HALTERS.

Rope, ⅜-inch	per gross	....	12 00
Rope, ½ "	"	....	9 00
Rope, ⅝ to ¾-inch	"	....	14 00
Leather, 1-inch	per doz.	....	4 00
Leather, 1¼ "	"	....	5 20
Web	"	....	2 45

HAMMERS.

Nail.

Maydole's, discount 5 to 10 per cent. Canadian discount 25 to 27½ per cent.

Tack.

Magnetic ....per doz. 1 10 1 20

Sledge.

Canadian ....per lb. 0 07½ 0 08½

Ball Pean.

English and Canadian, per lb. 0 22 0 25

HANDLES.

Axe, 2nd growth, per doz. net	3 00	4 00
tore door ....per doz.	1 00	1 50

Fork.

C. & B., discount 40 per cent., revised list.

Hoe.

C. & B., discount 40 per cent., revised list.

Saw.

American ....per doz 1 00 1 25

Plane.

American .... per gross 3 15 3 75

Hammer and Hatchet.

Canadian, discount 40 per cent.

HANGERS.	doz. pairs.	
Steel barn door	8 00	10 00
Stearns, 4-inch	....	4 50
" 5-inch	....	6 00
Zenith	....	9 00
Lane's covered—		
No. 11, 5-foot run	....	8 40
No. 11½, 10-foot run	....	10 80
No. 12, 10-foot run	....	12 60
No. 14, 15-foot run	...	21 00
Steel, covered	4 00	11 00
" track, 1 x 3-16 in(100 ft)	....	3 75
" " 1¼ x 3-16 in(100 ft)	....	4 75

HARVEST TOOLS.

Discount 60 per cent.

HATCHETS.

Canadian, discount 40 to 42½ per cent.

HAT ENAMEL.

Henderson & Potts' "Anchor Bran

HINGES.

Blind, Parker's, discount 60 per cent.

Heavy T and strap, 4-in., per lb.	0 06½
" " 5-in., "	0 06¼
" " 6-in., "	0 06
" " 8-in., "	0 05¾
" " 10-in., "	0 05½

Light T and strap, discount 65 and 5 per cent.
Screw hook and hinge

6 to 10 in.	per 100 lb.	....	4 50
12 in. up	"	....	3 25
Spring, No. 20, per gro. pairs		....	10 50

HOES.

Garden, Mortar, etc., discount 60 per cent.
Planter .... per doz. 4 00 4 50

HOLLOW WARE.

Tinned cast, 35 per cent.

HOOKS.

Cast Iron.

Bird cage	per doz.	0 50	1 10
Clothes line, No. 61	"	0 00	0 70
Harness	"	0 60	12 00
Hat and coat	per gro.	1 10	10 00
Chandelier	per doz.	0 50	1 00

Wrought Iron.

Wrought hooks and staples Canadian discount 60 per cent.

Wire.

Hat and coat, discount 60 per cent.
Belt ....per 1,000 .... 0 60
Screw, bright, discount 60 per cent.

HORSE NAILS.

"C" brand, 40, 10 and 7½ per cent. off list } Oval
"M" brand, 55, per cent. } head
Countersunk, 57½ per cent.
"Monarch," 50 and 7½ per cent.
"Peerless" 50 per cent. dis.

HORSESHOES.

F.O.B. Montreal

Iron Shoes.	No. 2 and larger.	No. 1 and smaller.
Light, medium and heavy	3 65	3 90
Snow shoes	3 90	4 15

Steel Shoes.

XL, sizes 1 to 5	....	5 35
Light, No. 2 and larger	....	3 80
No. 1 and smaller	....	4 05
Featherweight, all sizes 0 to 4.	....	5 35
Toeweight, all sizes 1 to 4	....	6 60

JAPANNED WARE.

Discount 50 per cent.

ICE PICKS.

Star ....per doz. 00 3 25

KETTLES.

Brass spun 7½ per cent. discount off new list.
Copper ....per lb. 0 30 0 50
American, 60 and 10 to 65 and 5 per cent.

KEYS.

Lock, Canadian dis. 40 to 40 and 10 per cent.
Cabinet, trunk and padlock, American .... per gross 0 60

KNOBS.

Door, japanned and N.P., per doz.		1 50	2 50
Bronze, Berlin	per doz.	2 75	3 25
Bronze, Genuine	"	6 00	9 00
Shutter, porcelain, F. & L. screw	per gross	1 30	00
White door knobs	per doz.	....	00

HAY KNIVES.

Net prices.

LAMP WICKS.

Discount, 60 per cent.

LANTERNS.

Cold Blast	per doz.	7 00
No. 3, "Wright's"	"	8 50
Ordinary, with O burner.	"	4 00
Dashboard, cold blast	"	9 00
No. 0	"	5 75

Japanning, 50c. per doz. extra.

LEMON SQUEEZERS.

Porcelain lined	per doz.	2 20	5 60
Galvanized	"	1 87	3 85
King, wood	"	2 75	2 90
King, glass	"	4 00	4 50
All glass	"	0 50	0 90

LINES.

Fish	per gross	1 05	2 50
Chalk	"	1 90	7 40

LAWN MOWERS.

Woodyatt, 10½-in. wheel, 14-in. cut	..	8 50
Star, 9-in. " "	..	7 00
Daisy, 8-in. " "	(net)	2 87½
Philadelphia, 7½-in. " "	..	7 00
Ontario, 7½-in. " "	..	15 80
King Edw'd, 12-in. " "	..	9 50

Discount, 50 per cent., with freight concessions in quantity shipments.

Maxwell & Sons:

10½-in. high wheel	7 50	10 00
9-in.	5 50	6 25
8-in.	4 90	5 50

Discount 50 per cent.

LOCKS.

Canadian, 50 to 50 and 10 per cent.
Russell & Erwin ...per doz.

Cabinet.

Eagle, discount 30 per cent.

Padlocks.

English and Am. .... per doz. 0 50 6 00
Eagle, discount 20 to 25 per cent.

MACHINE SCREWS.

Iron and Brass.

Flat head, discount 25 per cent.
Round head, discount 20 per cent.

MALLETS.

Tinsmiths'	per doz.	1 25	1 50
Carpenters', hickory,	"	1 25	3 75
Lignum Vitae	"	3 85	5 00
Caulking, each		0 60	2 00

MATTOCKS.

Canadian .... per doz. 5 50 6 50

MEAT CUTTERS.

American, discoun 3½ per cent.
German, 15 per cen
Gem ....each 1 15

MILK CAN TRIMMINGS.

Discount 25 per cent.

NAILS.	Cut.	Wire.
2d and 3d	3 30	3 45
3d	2 95	3 12
4 and 5d	2 70	2 95
6 and 7d	2 60	2 80
8 and 9d	2 45	2 60
10 and 12d	2 40	2 55
16 and 20d	2 35	2 50
30, 40, 50 and 60d (base)	2 30	2 45

Cut nails in carlots 5c. less.
Wire nails in carlots are $2.40.
Steel cut nails 10c. extra.
Miscellaneous wire nails, discount 75 per cent.
Coopers' nails, discount 30 per cent.

NAIL PULLERS.

German and American 1 75 50

NAIL SETS.

Square, round and octagon, per gross 3 38
Diamond 1 00

POULTRY NETTING.

2-in. Mesh, 19 w.g., dis. 60 per cent.
2-in. Mesh, 16 w.g. and heavier, 50 p.c.

OAKUM.

U. S. Navy	per 100 lb.	....	6 75
Plumbers	"	....	3 00

OILERS.

McClary's Model galvanized oil can, with pump, 5 gallon, per dozen 10 00
Davidson oilers, discount 40 per cent.
Zinc and tin, discount 50, 50 and 10 per cent.

Copper	per doz.	1 25	3 50
Brass	"	1 50	3 50

Malleable, discount 25 per cent

GALVANIZED PAILS.

Dufferin pattern pails, discount 45 per cent
Flaring pattern, discount 45 per cent.
Galvanized washtubs, discount 45 per cent

PIECED WARE.

Discount 40 per cent off list, June, 1899.
10-qt. flaring sap buckets, discount 40 per cent
6, 10 and 14-qt. flaring pails dis. 40 per cent.
Creamer cans, discount 40 per cent.

PICKS.

Per dozen 6 00 9 00

PICTURE NAILS.

Porcelain head	per gross	1 35	1 50
Brass head	"	0 40	1 00

PICTURE WIRE.

Tin and gilt, discount 75 per cent.

PINE TAR.

½ pint in tins	per gross	...	7 80
1 " "	"	....	9 60

PLANES.

Wood bench, Canadian discount 40 per cent., American discount 50 per cent.
Wood, fancy Canadian or American, 37½ to 40 per cent

Remington Double Hammer Guns
ARE PREFERRED

Because they retail at a moderate price.

Because of their wearing and shooting qualities.

Because they have the reputation of "Standing the Racket."

REMINGTON ARMS CO., ILION, N.Y.

Agency: 313 Broadway, New York. Depot: 86-88 First St., San Francisco, Cal.

PLANE IRONS.

English ....per doz. 2 00 5 00

PLIERS AND NIPPERS.

Button's genuine, per doz. pairs, discount 37½ to 40 per cent.
Button's imitation....per doz. 5 00 9 00
German .... " 0 60 60

PRESSED SPIKES.

Discount 20 per cent.

PULLEYS.

Hothouse ....per doz. 0 55 1 00
Axle .... " 0 22 0 33
Screw .... " 0 27 1 00
Awning .... " 0 35 2 50

PUMPS.

Canadian cistern 1 80 3 60
Canadian pitcher spout 1 40 2 10

PUNCHES.

Saddler's .. ..per doz. 1 00 1 85
Conductor's.......... " 3 00 15 00
Tinners' solid..........per set 0 72
" hollow......per inch 1 00

RAKES.

Wood............ per doz. net 1 20 up

RAZORS. per doz.

Elliot's 4 00 18 00
Geo. Butler's & Co.'s.......... 4 00 18 00
Boker's 7 50 11 00
" King Cutter 12 50 15 00
Wade & Butcher's............ 3 60 10 00
Theile & Quack's 7 00 12 00
Bailey's 6 00 12 00
Bailey's Brantford 10 00 11 00
Carbo Magnetic.............. .... 15 00
Griffon Barber's Favorite 10 75
Griffon No. 65................ .... 13 00
Griffon Safety Razors........ ... 13 50
Griffon Stropping Machines.. .... 13 50
Lewis Bros.' "Klean Kutter" 8 50 10 50

REGISTERS.

Discount 40 per cent.

RIVETS AND BURRS.

Iron Rivets, black and tinned, discount 60 and 10 per cent.
Iron Burrs, discount 55 per cent.
Extras on Iron Rivets in 1-lb. cartons, ½c. per lb.
Extras on Iron Rivets in ½-lb cartons, 1c. per lb.
Copper Rivets, with usual proportion burrs, 45 per cent. discount. Cartons, 1c. per lb. extra, net.
Copper Burrs only, discount 30 and 10 per cent.
Extras on Tinned or Coppered Rivets, ½-lb. cartons, 1c. per lb.

RIVET SETS.

Canadian, discount 35 to 37½ per cent.

ROPE, ETC.

Sisal.............................. 0 11½
Pure Manilla 0 14½
"British" Manilla.................. 0 12
Cotton, 3-16 inch and larger 0 21
" 5-32 inch 0 25
" ¼ inch 0 25
Russia Deep Sea 0 15
Jute................................ 0 08
Lath Yarn, single 0 10½
" double 0 11
Sisal bed cord, 48 feet........per doz. 0 65
" " 60 feet .... " 0 80
" " 72 feet.... ... " 0 95

RULES.

Boxwood, discount 55 per cent.
Ivory, discount 37½ to 40 per cent.

SAD IRONS.

Mrs. Potts, No. 55, polished....per set 0 80
" No. 50, nickle-plated, " 0 90
Common, plain........................ 4 50
" plated 5 50

SAND AND EMERY PAPER.

B. & A. sand, discount, 40 and 5 per cent
Emery, discount 40 per cent.
Garnet (Rurton's) 5 to 10 per cent. advance on list.

SAP SPOUTS.

Bronzed iron with hooks ....per 1,000 7 50
"Eureka" tinned steel, hooks " 8 00

SAWS.

Hand, Disston's, discount 12½ per cent
S. & D., discount 40 per cent.
Crosscut, Disston's....per foot 0 35 0 55
S. & D., discount 35 per cent. on Nos. 2 and 3.
Hack, complete..........each 0 75 2 75
" frame only........each 0 50 1 25

SASH WEIGHTS.

Sectional..........per 100 lb. 2 00 2 25
Solid .... " 1 50 1 75

SASH CORD.

Per lb........................ 0 28 0 30

SAW SETS. per doz.

Lincoln and Whiting 4 75
Hand Sets, Perfect 4 00
X-Cut Sets, " 7 50

SCALES.

Gurney Standard, 40 per cent.
Gurney Champion, 50 per cent.
Burrow, Stewart & Milne—
Imperial Standard, discount 40 per cent.
Weigh Beams, discount 35 per cent.
Champion Scales, discount 50 per cent.
Fairbanks standard, discount 35 per cent.
" Dominion, discount 55 per cent
" Richelieu, discount 55 per cent.
Warren's new Standard, discount 40 per cent.
" " Champion, discount 50 per cent.
" Weighbeams, discount 35 per cent.

SCREW DRIVERS.

argent's ....per doz. 0 65 1 00

SCREEN DOORS.

Common doors, 2 or 3 panel, walnut stained, 4-in. style..........per doz. 6 50
Common doors, 2 or 3 panel, yellow and green stained, 4-in. style....per doz. 6 75
Common doors, 2 or 3 panel, in natural colors, oil finish ....per doz. 8 75
3-in. style 20c. per dozen less.

SCREWS.

Wood, F. H., bright and steel, discount 87½ per cent.
Wood, R. H., bright, dis. 82½ per cent.
" F. H., brass, dis. 80 per cent.
" R. H., " dis. 75 per cent.
" F. H., bronze, dis. 75 per cent.
" R. H., " dis. 70 per cent.
Drive Screws, dis. 87½ per cent.
Bench, wood ....per doz. 3 25 4 00
" iron .... " 4 25 5 00
Set, case hardened, dis. 60 per cent.
Square Cap, dis. 50 and 5 per cent.
Hexagon Cap, dis. 45 per cent.

SCYTHES.

Per doz. net.................. 6 00 9 00

SCYTHE SNATHS.

Canadian, discount 40 per cent.

SHEARS.

Bailey Cutlery Co., full nickeled, discou and 2½ per cent.
Bailey Cutlery, Japan Handles, discount 67½ per cent.
Seymour's, discount 50 and 10 per cent.

SHOVELS AND SPADES.

Canadian, discount 45 per cent.

SINKS.

Cast iron, 16 x 24.. .... 0 85
" 18 x 30.... .... 1 00
" 18 x 36.............. .... 1 40

SNAPS.

Harness, German, discount 25 per cent.
Lock, Andrews' 4 50 11 50

SOLDERING IRONS.

1, 1½-lb................ per lb. 0 37
2-lb. or over .... " 0 34

SQUARES.

Iron, No. 493 ....per doz. 2 40 2 55
" No. 494 .... " 3 25 3 40
Steel, discount 60 to 60 and 5 per cent.
Try and Bevel, discount 50 to 52½ per cent.

STAMPED WARE.

Plain, discount 75 and 12½ per cent. off revised list.
Retinned, discount 75 per cent off revised list.

STAPLES.

Galvanized 3 00
Plain 2 80
Coopers', discount 45 per cent.
Poultry netting staples, discount 40 per cent.

STOCKS AND DIES.

American discount 25 per cent.

STONE.

Washita ....per lb. 0 28 0 60
Hindostan .... " 0 06 0 07
" slip .... " 0 09 0 09
Labrador............ " ... 0 13
" Axe.......... " 0 15
Turkey .... " 0 50
Arkansas.............. " 1 50
Water-of-Ayr .... " 0 10
Scythe ....per gross 3 50 5 00
Grind, 2-in., 40 to 200 lb., per ton 25 00
" " under 40 lb., " 28 00
" under 2 in. thick, " 29 00

STOVEPIPES.

5 and 6 inch, per 100 lengths 7 00
7 inch........ " " 7 50

ENAMELINE STOVE POLISH.

No. 4, 3 doz. in case..net cash 4 80
No. 6, 3 doz. in case.. " 8 40

TACKS, BRADS, ETC.

Carpet tacks, blued .... 80 and 15
" " tinned............ 80 and 20
" " (in kegs).......... 40
Cut tacks, blued, in dozens only 80
" ¼ weights 60
Swedes cut tacks, blued and tinned—
In bulk...................... 80 and 10
In dozens 75
Swedes, upholsterers', bulk....85, 12½ and 12½
" brush, blued and tinned bulk 70
Swedes, gimp, blued, tinned and japanned........................ 75 and 12½
Zinc tacks 35
Leather carpet tacks.......... .. 55
Copper tacks.................... 50
Copper nails 52½
Trunk nails, black .... 65 and 5
Trunk nails, tinned.............. 65 and 10
Clout nails, blued .... 65 and 5
Chair nails...................... 35
Patent brads.................... 40
Fine finishing.................... 40
Lining tacks, in papers.......... 10
" " in bulk............ 15
" " solid heads, in bulk 75
Saddle nails, in papers.......... 10
" " in bulk............ 15
Tufting buttons, 22 line, in dozens only 60
Zinc glaziers' points 5
Double pointed tacks, papers.. 90 and 10
" " " bulk.... 40
Clinch and duck rivets.......... 45

TAPE LINES.

English, ass skin......per doz. 2 75 5 00
English, Patent Leather 5 50 9 75
Chesterman's ....each 0 90 2 85
" steel........each 0 80 8 00

TINNERS' SNIPS.

Per doz...................... 3 00 15 00

THERMOMETERS.

Tin case and dairy, discount 75 to 75 and 10 per cent.

TRAPS (steel.)

Game, Newhouse, discount 25 per cent.
Game, H. & N., P. S. & W., 65 per cent.
Game, steel, 72½, 75 per cent.

TROWELS.

Disston's, discount 10 per cent.
German ....per doz. 4 75 6 00
S. & D., discount 35 per cent.

TWINES.

Bag, Russian ....per lb. 0 27
Wrapping, cotton, 3-ply 0 24
" " 4-ply 0 27
Mattress ....per lb. 0 33 0 45
Staging................ " 0 27 0 35

VISES.

Wright's...................... .... 0 13½
Brook's........................ .... 0 12½
Pipe Vise, Hinge, No. 1 .... 3 50
" " " No. 2...... .... 5 50
Saw Vise 4 50 9 00
Columbia Hardware Co.
Blacksmiths' (discount) 60 per cent.
" parallel (discount) 45 per cent.

ENAMELLED WARE.

White, Princess, Turquoise, Blue and White discount 50 per cent......................
Diamond, Famous, Premier, discount 50 and 10 per cent..........................
Granite or Pearl, Imperial, Crescent, discount 50, 10 and 10 per cent.
Premier steel ware, 40 per cent.
"Star" decorated steel and decorated white, 25 per cent.

WIRE.

Smooth Steel Wire.

No. 0-9 gauge...................... $2 50
10 " .... 6c. extra.
11 " .... 12c. "
12 " .... 20c. "
13 " .... 30c. "
14 " .... 40c. "
15 " .... 55c. "
16 " .... 70c "

Add 60c. for coppering and $2 for tinning.

Extra net per 100 lb.—Oiled wire 10c., spring wire $1.25, special hay baling wire 30c., best steel wire 75c., bright soft drawn 15c., charcoal (extra quality) $1.25, packed in casks or cases 15c., bagging and papering 10c., 50 and 100-lb. bundles 10c., in 25-lb. bundles 15c., in 5 and 10-lb. bundles 25c., in 1-lb. hanks, 50c., in ½-lb. hanks 75c., in ¼-lb. hanks $1.

Fine Steel Wire, discount 25 per cent. List of extras: In 100-lb. lots: No. 17, $5—No. 18, $5.50—No. 19, $6—No. 20, $6.65—No. 21, $7—No. 22, $7.30—No. 23, $7,65—No. 24, $8—No. 25, $9—No. 26, $9.50—No. 27, $10—No. 28, $11—No. 29, $12—No. 30, $13—No. 31, $14—No. 32, $15—No. 33, $16—No. 34, $17. Extras net—tinned wire, Nos. 17-25, $2—Nos. 26-31, $4—Nos. 32-34, $6. Coppered, 5c.—oiling, 10c.—in 25-lb. bundles, 15c.—in 5 and 10-lb. bundles, 25c.—in 1-lb. hanks, 25c.—in ½-lb. hanks, 38c.—in ¼-lb. hanks, 50c.—packed in casks or cases, 15c.—bagging or papering, 10c.

Brass wire, discount 60 per cent. off the list.

Copper wire, discount 60 per cent. net cash 30 days, f.o.b factory.

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Clothes Line Wire, regular 7 strand, No. 17, $4.65; No. 18. $2.90; No. 19, $2.60. Hollow 6 strand, No. 17, $4.30; No. 18, $2.70; No. 19, $2.35; No. 20, $2.30, f.o b. Hamilton, Toronto, Montreal.

WIRE FENCING.

Galvanized barb...... .... 2 75
Galvanized, plain twist 2 80
Galvanized barb, f.o.b. Cleveland, $2 55½ in less than carlots, and $2 45 in carlots.

COILED SPRING WIRE.

High Carbon, No. 9.................. $2 70
" No. 11 .... 3 35
" No. 12 .... 2 95

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Painted Screen, per 100 sq. ft., net.. 1 50
Terms, 2 per cent. off 30 days.

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Agricultural, discount 60 per cent.
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" S.,.... ......per doz. 5 80 6 00
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Burrell's Pipe............each 3 00
Pocket ....per doz. 0 25 2 90

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Royal American...... " 24 00
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Lightning .... " 27 00
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Canadian make, discount 40 per cent.

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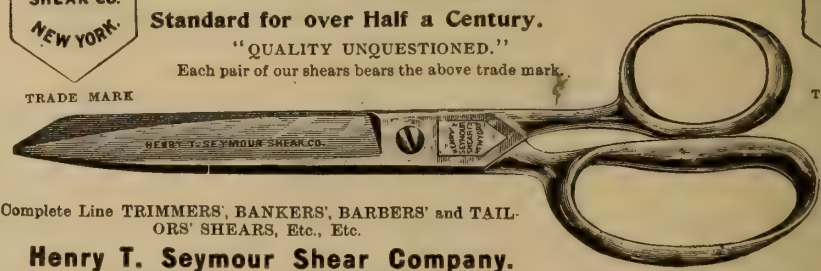

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Hamilton Steel and Iron Co., Hamilton.
Montreal Steel Works, Montreal.

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Oneida Community, Niagara Falls.
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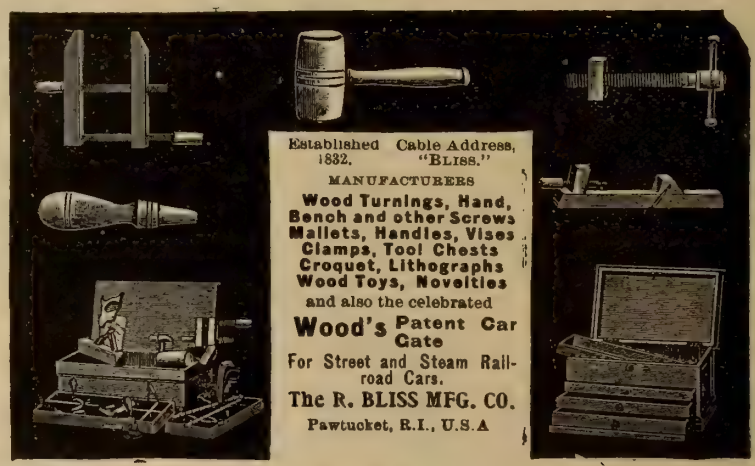

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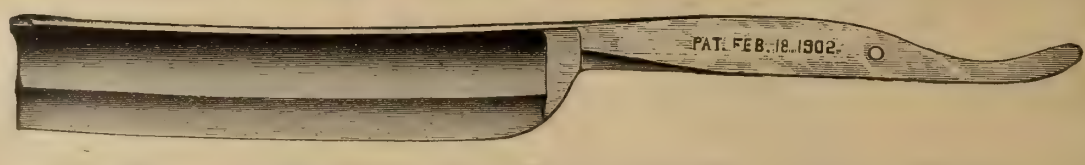

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Have you ever seen a razor too good to be used on your face?

The old-fashioned way to grind a razor was the English full hollow, but it was found that, if ground thick, it was harsh on the face, if very thin it would vibrate or would not shave clean.

About 30 years ago a new style of grinding was invented, the German full concaved; this was found better; it had only one fault, being thick above the edge it cannot easily be kept sharp on a strop, you have to hone it very often. We are making a newly Patented Razor, the American Double Hollow, which has two distinct hollows. This razor, if properly used on a strop, practically never needs honing, because it is so thin above the edge. Try it and you will be more than pleased.

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GOOD QUALITY. PROMPT SHIPMENT.

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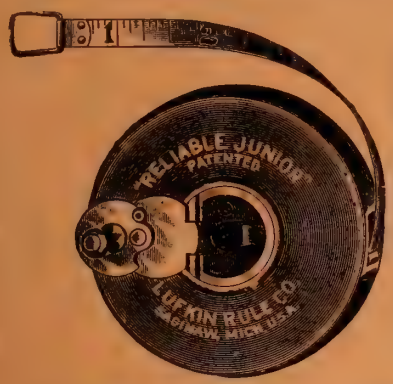

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We are willing to let women be the judges of our stoves.

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VOL. XVI. MONTREAL AND TORONTO, APRIL 30, 1904. NO. 18

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That's all you need to know about Galvanized Iron.

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We Can
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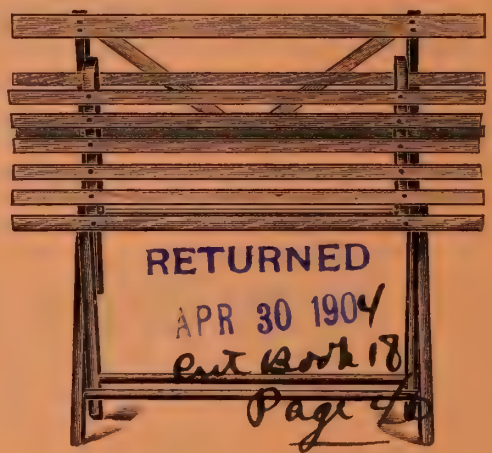

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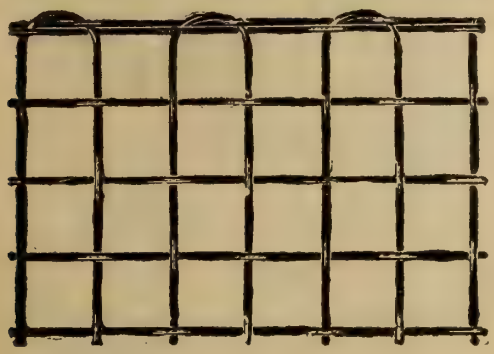

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We make a specialty of

HORSE SHOE PADS

the best in the market.

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Other Tools are very good Tools, but

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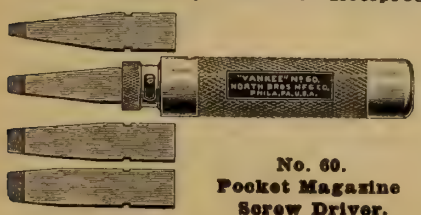

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Ice Cream Freezers.

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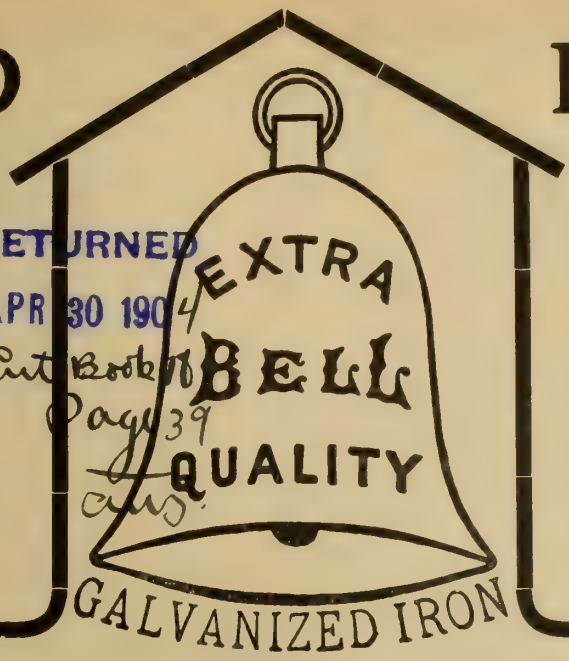
Bell Brand Galvanized Iron is held high in the estimation of sheet metal workers and the Trade.



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TIRE STEEL
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Of every description.
Net Mountings,
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Dangerous to use Inferior Cordage.

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Low-priced goods are not always the cheapest.

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Specimen Copies Free on Application.

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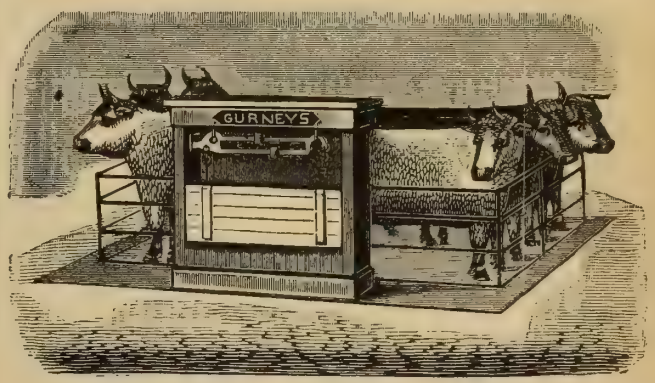
STANDARD SCALES

Absolutely Accurate and Reliable. The Best of Material and Workmanship. Recognized throughout Canada as

"THE STANDARD"



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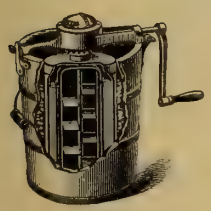

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Made in eleven sizes with crank, and five sizes with fly-wheel.

These freezers make the finest and smoothest ice-cream the quickest.

Are built with triple motion, duplex malleable iron beater and strong waterproof tub.

Bound with heavy galvanized iron hoops.

The best all-round freezer in the world.

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FOR ALL PURPOSES.

A large quantity of

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WOOD SCREWS,
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WIRE OF ALL KINDS AND FOR ALL PURPOSES.

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As a halter chain they are without an equal, as they possess the exclusive feature of a patented lock ring, which enables the animal to be instantly tied "short" or "long."

Unexcelled for Cow Ties, Dog Leads and Fancy Chains.

In use by all the leading railroads in the U.S. as Pin Chains and for other purposes.

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Also well adapted to use for padlocks, sewing machines and every purpose for which chains are wanted.

Exported in large and increasing quantities.

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PLAIN TWIST CABLE FENCING

Telegraph and Telephone Wire; Mattress, Broom, Weaving Wires of every description; Rail Bonds, Bale Ties, Special Wires for all purposes, Springs, Horse Shoes, Wire Rope, Cold-drawn Steel Shafting.

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Memorial Windows

UNEXCELLED
DOMESTIC ART GLASS

H. E. St. George, London, Ont.

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I make old Silverware like new at small cost. If you have anything in this line to send in, correspond with me.

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Large variety. Modern designs Low prices to Hardware dealers.

Dennis Wire & Iron Co.,
Send for Catalogue. LONDON, Ont.

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the farmers are looking for a fence, strong, serviceable and durable at a reasonable cost. You can supply it to them in the

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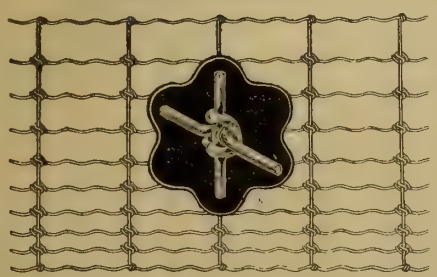

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A GOOD SELLER

We have a style for every purpose in either heavy or light fencing. Write for catalogue showing fencing and gates.

Coiled-Spring Wire

unexcelled in quality, shipped promptly

THE
McGregor-Banwell Fence Co.
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Sole Agents for Manitoba and N. W. T.

TRADE MARK
This design a guarantee of quality.

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IF YOU DO YOU SHOULD USE "CANADIAN-MADE" PAPER
All grades, from the highest "Glossy Finish" to the rough "Antique" and bulky "Featherweight."

Your Printer can supply it,

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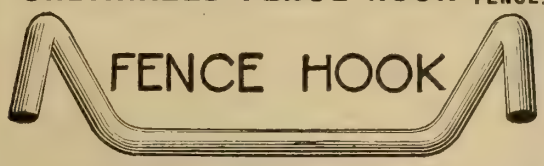
GALVANIZED FENCE HOOK FOR FASTENING WOODEN PICKET ON WIRE FENCE.



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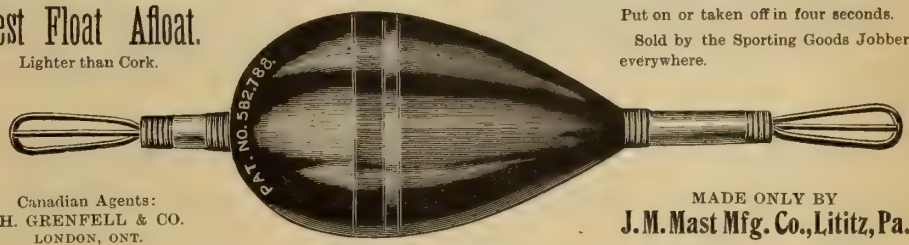
THE WESTERN WIRE & NAIL CO., Limited, LONDON, ONT.

Best Float Afloat.

Lighter than Cork.



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MADE ONLY BY
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SPECIAL DROP FORGED SPRINGS

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DILLON HINGE STAY FIELD FENCE

Sold to the trade only.

CAVERHILL & LEARMONT, Agents
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Manufactured and sold by
OWEN SOUND WIRE FENCE CO., Limited
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HARDWARE AND METAL can prove of valuable assistance to the selling end of any business which seeks trade among the hardwaremen and general storekeepers of Canada.

We advance many plain, indisputable arguments to this effect.

And still there are some folks who can't see it.

Some who can't see how it's going to pay them.

And won't even invest a few dollars to find out.

Very few folks like this, but we would like to convince even them.

If we only could, we'd get a good deal of satisfaction out of it—and we know they would, too.

Don't you think they're blind to their own interests?

Here's a paper that finds a welcome in every worth-while hardware store from Halifax to Vancouver once every week—so can't you see that an announcement of any interest must surely command some attention?

The advertising columns of HARDWARE AND METAL provide about the best way we know of keeping in close touch with all the hardwaremen of Canada all the time.

You can see value in a paper like this—

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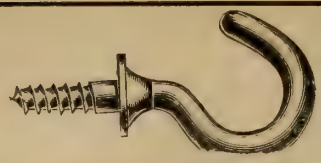
Hardware and Metal

232 McGill St., MONTREAL. 10 Front St. E., TORONTO.

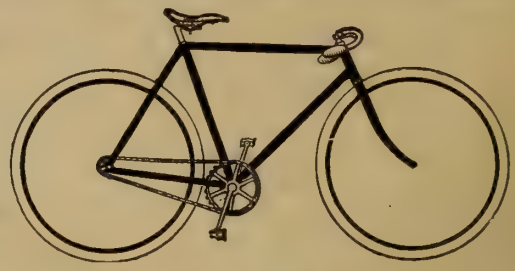


HOOKS, Cup and Square Hooks, in Bright Iron, Brassed Iron, and Solid Brass.

SCREW RINGS and GENERAL BRASS FOUNDRY.

JONES & BARCLAY
BATH ROW, BIRMINGHAM, ENG.

BICYCLES and BICYCLE SUPPLIES



AUTOMOBILE MATERIAL

We have just opened the largest shipment of **Automobile Horns, Voltmeters, Ammeters** ever imported into Canada. This is a direct shipment from Paris and we are quoting interesting prices.

JOHN MILLEN & SONS
MONTREAL and TORONTO.

TRUE BRAND CUTLERY.

POCKET CUTLERY

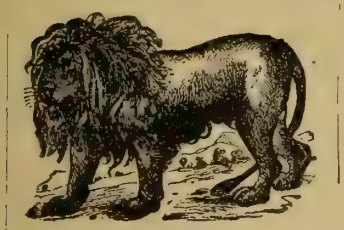
GUARANTEED QUALITY.

REGISTERED TRUE TRADE MARK

RAZORS
SCISSORS

BEST GOODS RIGHT PRICES

E. F. WALTER & CO., 166 and 168 McGill St., **Montreal**



THE LION BRAND.

Waterproof Clothing

FISHERMEN'S TEAMSTERS

Best Goods. Right Prices

Branch Agencies: W. LOUIS HALDIMAND, Jr., 36 St. Dizier Street, MONTREAL, QUE.,
CHAS. THOMPSON, 430 Cordova St., VANCOUVER, B.C.

The Guelph Waterproof Clothing Co., Guelph, Ontario.

The Cat and Fiddle Inn, near New Forest, Hants, a favorite stopping place for touring bicyclists. The wheel leaning to the left of the door is a Canada Cycle & Motor Co.'s cushion frame. The photograph was taken by a Torontonian who toured England on this bicycle.

THE NEW BICYCLE

Fitted with Cushion Frame and Morrow Coaster Brake has attractions for your customers that no other wheel can offer.

It has put new life into the bicycle trade. That notion for out-of-doorness, which is the present vogue, will be satisfied with this wheel only.

HAVE YOU GOT IT ON DISPLAY?

Canada Cycle & Motor Co.,
LIMITED.

TORONTO HEADQUARTERS: "Automobile Corner" Bay and Temperance Sts.

HEAD OFFICE AND WORKS: Toronto Junction.

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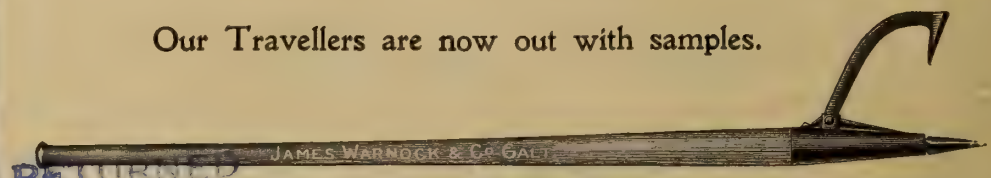
AXES and . . .

LUMBERING TOOLS

Our Travellers are now out with samples.



RETURNED
SEP 26 1904

Our prices are right and a Warnock Tool is the accepted standard of quality.

See our axe samples before buying.

JAMES WARNOCK & CO.

GALT, ONT.

DAVID MAXWELL & SONS

ST. MARYS, ONT., CANADA.

Steel Frame Churn.

"Maxwell Favorite Churn" Lawn Mowers.

PATENTED FEATURES: Improved Steel Stand, Roller Bearings, and Foot and Hand Lever Drive, and Detachable Driving Link. Improved for season of 1904. Steel or Wood Frame as desired.

High and Low Wheels, from 12 to 20 in. widths. Cold Rolled Steel Shafting, Crucible Steel Knives and Cutting Plate.

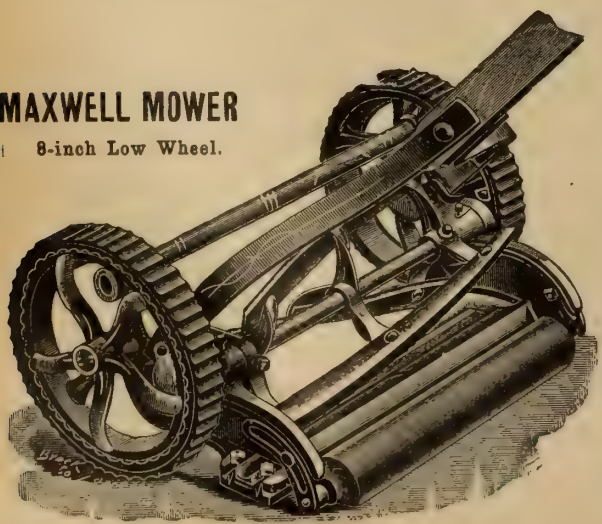
If your Wholesale House does not offer you these articles

SEND DIRECT TO US.

Wheelbarrows. In Four Different Sizes

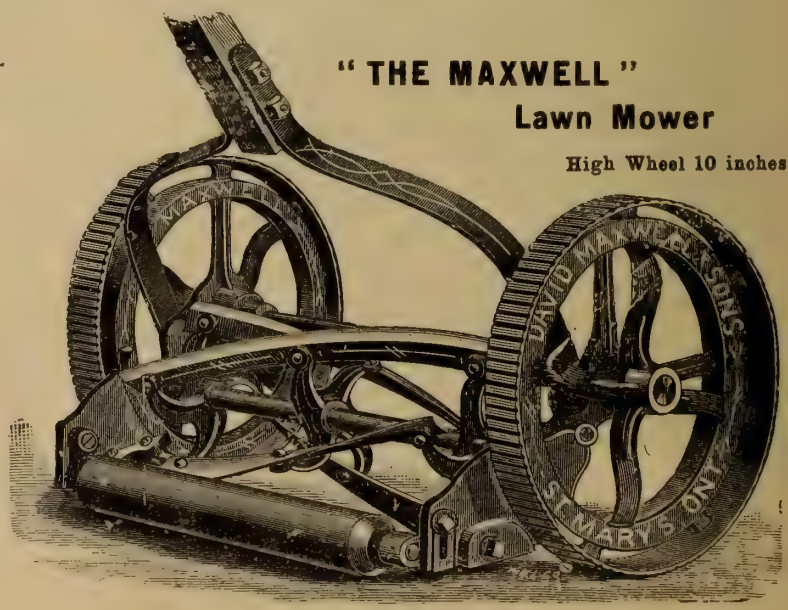
MAXWELL MOWER

8-inch Low Wheel.



"THE MAXWELL" Lawn Mower

High Wheel 10 inches



CANADIAN CORDAGE & MANUFACTURING CO. LIMITED

PETERBOROUGH, ONT.

MAKE THE

FINEST

BINDER TWINE

IN CANADA

ROYAL BRAND.

There are many Brands of Binder Twine, but "Royal" is the

BEST.

MANY Manufacturers of Binder Twine give names to their various Twines, but we have but one Brand, the "Royal," and we sell our Twine according to Length. If you want 500-foot Twine, ask for "Royal 500"; if you want 550-foot ask for "Royal 550"; also for "Royal 600" and "Royal 650." You thus see that we sell you exactly what you pay for and not a high-sounding, meaningless name.

Every Ball of our Twine is Guaranteed to be of Superior Quality, and

We Stand Right Back of our Guarantee.

GET OUR PRICES BEFORE PLACING ORDERS.

Fact, Fact, Fact, Fact, Fact, ——A String of Facts.

Think on these things—things relating to Lawn Mowers.

1. Foreign Made Lawn Mowers sold in Canada are, as a general thing, inferior Mowers, and soon get out of order.

This is a fact.

2. To get repairs for Foreign Made Mowers is troublesome and costly.

This is a fact.

3. 95 per cent. of the jobbing trade of the Dominion sell Taylor-Forbes Lawn Mowers.

This is a fact.

4. Taylor-Forbes Mowers are guaranteed, and repairs are quickly and cheaply obtainable.

This is a fact.

5. Orders placed with your jobber are filled the same day as orders are received.

This is a fact.

Don't delay the sending of the order, though. Send for Catalogue "B."

THE TAYLOR-FORBES CO., Limited

Montreal Branch:
9 De Bresoles St.

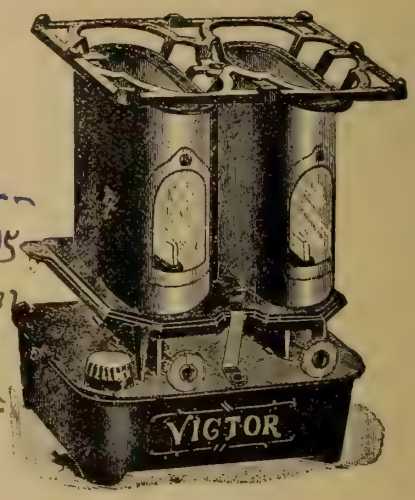
GUELPH, CANADA.

The largest manufacturers of Hardware in Canada.

A FEW COLD FACTS

about our

"Victor" Oil Stoves



They are the result of years of practical experience.
They give perfect satisfaction.
No leakage. No smoke. No smell.
Large wick 4½-in. wide.
Large cast-iron bottoms nicely japanned.

All the points which help to make a perfect stove are embodied in them, consequently our trade is rapidly increasing. You will increase your sales by handling this line.

Made in one, two, and three burners.

We can also supply the "DAISY" OIL STOVE, which is made exactly similar to the "VICTOR," except that it is supplied with a tin oil reservoir in place of cast iron.

We will be pleased to quote you.

KEMP MANUFACTURING CO., TORONTO, CANADA.

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The Competition of Catalogue Houses

By The Norvell-Shapleigh Hardware Co., St. Louis.

IN the following article a feature of retailing which has revolutionized trade in the United States in a large degree and which is bound to have a powerful influence on trading in Canada in the years to come is discussed. It is worthy of the careful attention of every reader of Hardware and Metal, manufacturer, jobber and retailer.—Editor Hardware and Metal.

A catalogue house in Chicago selling direct to consumers has recently issued a decidedly interesting catalogue. It is offered for sale at 50 cents per copy—it is well worth the price. Every hardware, cutlery and sporting goods manufacturer, every jobber and every retailer should secure a copy of this catalogue and carefully study its contents. This house do not seek the business of dealers; their business is derived directly from consumers. They do a strictly retail business—cash in advance. They break boxes. They will sell a single item of anything in their line.

We suggest you mark up this book with your cost and selling price opposite each item where it is possible to make comparisons. On many lines the manufacturers' names are plainly stated; the proper numbers and description of the goods are entered. Among them are some of the best known in the country. Some of these manufacturers are represented by only a few of their most staple goods; in other cases almost their entire line is catalogued. There is an effort on some lines to disguise the goods by using fictitious names. Where no names at all are given many goods are to be recognized by their numbers, description or by the cuts used. Almost everything in the hardware line is offered for sale from axes to zinc.

A careful study of the prices entered on standard goods leads to the conclusion that if a jobber adds a fair profit on these goods in selling the retailer and if the retailer adds a reasonable profit in selling the consumer it is impossible for the retailer to profitably compete with this catalogue house. In making these statements please bear in mind we are referring to those goods that are sold openly under manufacturers' names; they do not refer to other goods disguised by fictitious names. It is evident that these well-known manufacturers' lines are used as drawing cards. The consumer who studies the catalogue is expected to judge all the prices in the line by those quoted on these old established brands.

The question of catalogue house competition some may think is an old story, but we wish to ask the hardware jobbers and retailers who read this article—especially the larger jobbers and more especially the heads of these larger jobbing houses—How thoroughly have you yourself studied these catalogues? How much serious thought have you given this subject? This letter is written not with the idea of presenting anything new, but in the hope of more forcibly emphasizing the questions involved with the men who control the affairs of the leading jobbers and retailers of the country.

We have before us to-day three systems of distributing merchandise:

1. The old and established system of manufacturers supplying jobbers, jobbers supplying retailers, and retailers supplying consumers.

2. The system that has developed in recen years of manufacturers supplying catalogue houses and catalogue houses supplying consumers.

3. The still more recent system, which so fas is limited to a few lines, of manufacturers supplying consumers direct.

In the first system the manufacturer, the jobber and the retailer each derives a profit. In the second system the jobber and the retailer are eliminated, the catalogue house taking the place of both jobber and retailer. In the third system all parties to the transaction are eliminated except the manufacturer and the consumer.

Speaking broadly, we believe we are safe in claiming that the manufactures of this country have been built up on the business of the jobbers; the jobbers in turn have derived their support from the patronage of the retail dealers; the retail dealers in turn have lived upon the business of the consumers of the community. Granting these facts as being generally true, the whole matter simmers down to a question as to which system of distribution must obtain in the future. If the jobber and the retailer are finally eliminated, the next question to arise will naturally be the elimination of the catalogue house by the manufacturers selling direct to the consumer; but that is too far in the future to concern us at present.

The system of distribution by the catalogue house and the distribution by jobbers and retailers are antagonistic and at war with each other. Either one or the other must survive; the two systems cannot flourish side by side in the sale of the same lines of goods. It is not a question of right or wrong. The catalogue house has just as much right to buy goods and sell them as the jobber or the retailer. Their business is just as honorable as ours, and we think all questions of their right, of their honesty, etc., etc., should be entirely eliminated from a fair and impartial discussion of the principles at issue.

It seems to us in this case the jobbers and retailers are in the same position as a nation whose territory has been invaded by an enemy. Shall they quietly and cheerfully allow this enemy not only to absorb their territory, but complacently look on while he grows stronger from has already acquired? It strikes us it is high time for the jobbers and the retailers to devise some plan to drive these invaders from within the borders of their country. This is a question where the interests of the jobber and the retailer are identical; it is common ground on which they can and should work in harmony.

If many of the leading manufacturers of the country have decided to continue their present policy of selling to and encouraging the development of catalogue houses this system of selling goods will, of course, increase. Unless these manufacturers can be convinced that it is not to their interest to sell such houses, those already in the business will not only increase in power, but other houses of the same nature will be established in all the larger trade centres of the United States. Then when the number of these houses largely increases naturally competition between

them will be greater, and as a result goods will be sold on still closer margins. When they are sufficiently powerful the parcel post will follow. We already have the rural free delivery. Now imagine the condition of the retail dealer when every farmer and mechanic in the land will be liberally supplied with these catalogues and can order what he wants and can have it delivered at his door by the Post Office Department in lots of 25 or 50 pounds at a time! It would seem to the most casual observer that such a system would mean not only the elimination of the retail dealer, but the practical depopulation of our present flourishing small cities and towns and the building up of great congested trade centres.

The jobber, of course, could escape the fate of the retail dealer by discharging his salesmen and turning his organization into a catalogue house, going direct to the consumer for his business.

These catalogue houses in their infancy bought goods from the jobbers; the jobbers were short-sighted in selling them. Just as soon, however, as their purchases reached respectable proportions they went to the manufacturers. To-day the quantity of goods sold by the jobbers to these catalogue houses cuts very little figure in the volume of a jobber's business. The jobber cannot sell them, because the manufacturers have placed such houses on the same basis and in some cases upon a lower basis than the jobbers themselves. In the beginning these houses used the jobbers as a convenience; the jobbers were satisfied with the present, not considering the future. It is a matter of record that such houses now control the output of manufacturers or even own these factories themselves. Therefore, the manufacturers have in a number of instances suffered the fate of the jobbers.

A study of this catalogue brings to our minds a number of interesting questions. One of the most prominent of them is suggested by the prices entered on certain well-known brands of edge tools. These prices are about the same as the jobber is bound by this manufacturer to sell the same tool to the retail dealer. Please note this carefully. This manufacturer's tools are entered in the catalogue under his own name, and the price opposite the tool is practically the same as this manufacturer insists upon the jobber maintaining in selling the retailer. Truly a remarkable state of affairs! We are told that 98 per cent. of the output of this line of goods is controlled by one selling arrangement. Therefore, the usual excuse that if they did not sell these goods to the catalogue house some other manufacturer would hardly holds good. It is also to be noted that while the jobber on this line is positively prohibited from warranting them this catalogue house come out in great headlines selling these goods under a warrant. They sell the goods to the consumer at exactly the same price the jobber is permitted to sell them to the retailer; they sell them under the manufacturer's own brands; they sell them on a warrant, while the jobber is not allowed to do so. Ye gods and little fishes!

There are other lines in this catalogue, not only in hardware but also in sporting goods, on which the difference between the prices the manufacturers have established for the jobber to sell the retailer and the prices entered in the catalogue is so slight that it would not pay the freight on the goods.

All of us must admit that the jobber is under some obligation to his retail customer. His success and prosperity depend upon him. Now any manufacturer who permits his goods to be entered in this catalogue at such prices evidently has forgotten all about the interests of the retail dealer. The jobber has been taken care of, but no one seems to have considered the interests of the retail dealer. The jobber is between two fires: On one side the manufacturer asks him to maintain certain fixed selling prices to the retail trade. If the jobber maintains these prices, then he cannot sell the retail dealer at prices which will permit his customer—the retailer—to compete with the catalogue house. Therefore it follows as a natural result that the retailer will lose the business and it will be taken by the catalogue house. The question I wish to propound is, Where does the jobber's greatest obligation lie? Is it to the manufacturer from whom he buys his goods or to the retail dealer from whom he derives his support?

When a manufacturer sells a catalogue house his own brands of goods under his own name he does not increase the consumption of these goods. If a demand is established on these lines the goods will be called for, and if the catalogue house did not get the business it would be secured by the retailer, and the goods would be supplied by the jobber. Catalogue houses do not create a demand for goods; the demand has been created by others, and they take the business by underselling the retailer. The manufacturer in selling the catalogue house simply changes the channel of trade. Many of the articles shown in the catalogue under review are patented; they can only be obtained from one manufacturer. All the business this manufacturer obtains from the catalogue house is not new business, it is not created business, but simply business which has been diverted from the retail dealer and the jobber. Why should the manufacturer prefer to sell these goods to the catalogue house instead of to the jobber? Why should it be his preference to divert a certain amount of this business from the usual channels? How can such a manufacturer claim to be friendly to the jobber and to the retail dealer and to have their interests at heart when he deliberately, by his example and influence, encourages a system that menaces the very existence of the jobbing and retail interests? How can he in reason and in fairness expect jobbers and retailers to feel friendly toward him and his goods when he follows this course?

We have read in the trade papers of the proceedings of the National Jobbers' Association. We have read of the numerous meetings of the retail hardware dealers' associations. Nevertheless, immediately following all these meetings we have before us this catalogue in which the line of goods shown is more varied and extensive than ever before, and in which the prices, we believe, are more radical. The jobbers' and retailers' associations up to this time, judging from this catalogue, have not made any deep impression upon the minds of a number of manufacturers whose names and goods appear so prominently in this catalogue. It seems to the writer they have lost force and strength by scattering their efforts among too many issues.

The question should be, What is the greatest issue to-day before the jobbers and retailers? In our opinion it is "catalogue house competition." Then,

WIRE NAILS
TACKS
WIRE
Prompt Shipment
The ONTARIO TACK CO.
Limited
HAMILTON, ONT.

if this is the greatest question. why cannot the jobbers and retailers, in defense of their mutual interests, come together on this one issue? Jobbers and retailers may differ among themselves in regard to many matters, but we believe this is one issue upon which we can all unite.

This article is written under the name of this company. There may be answers. There are two sides to every question. It is only fair that any answers should be properly signed so we will know their authors. We remember some time ago a discussion in these columns in regard to special brands, where one house wrote all its articles over its own name, while all the answers were anonymous, which, of course, was hardly a square deal.

CATALOGUES, BOOKLETS, ETC.

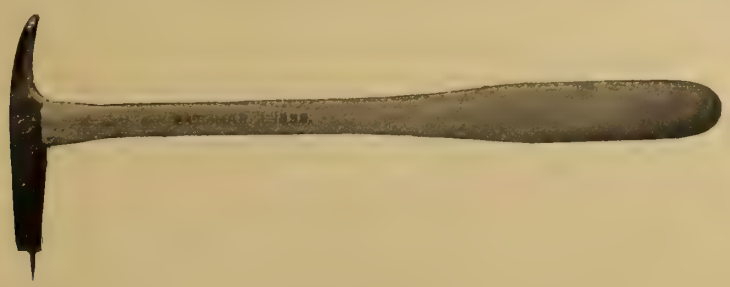
For the convenience of its readers HARDWARE AND METAL has opened its columns for the review of catalogues, booklets or other such publications issued by manufacturers or wholesale dealers selling to the hardware, plumbing, machinery or metal trades. Retailers desiring such publications may also have inserted a note to that effect. It is requested that when any of the trade write for any booklet mentioned in these columns that they credit HARDWARE AND METAL as the source of their information.

Screen Cloth Measurements.

THE B. Greening Wire Co., having had frequent enquiries by the retail trade for a table showing the number of square feet in a given length of screen cloth, have prepared a table showing at a glance the number of square feet in any length from 1 ft. to 100 ft., of all the widths of cloth that they manufacture, i. e., every 2 in. from 18 in. to 42 in., and then to 48 in., in either green or black, 50 or 100 lineal ft. rolls. Screen cloth is sold by the square foot and such a variety of widths is kept by all retail merchants. As the selling is invariably marked by the lineal yard or foot it entails considerable figuring, which is a source of annoyance when the clerk has two or three customers waiting for his attention, so the table should be of exceptional convenience. The firm state they will be pleased to send one of these tables to any retail merchant who takes sufficient interest in it to ask for same.

Magnetic Tack Hammer.

The Savage Arms Co., Utica, N. Y., are offering the trade a tack hammer which should win some attention. A



horse-shoe magnet made of the finest steel forms a solid head, while at the upper end is a powerful tack puller. The retail price is 25c, and a liberal discount is allowed the trade.

Mantels, Tiles, Fireplaces.

The Batty Stove and Hardware Co., Toronto, have in their advertising in Hardware and Metal paid a great deal of attention to wood mantels, tiles and fireplaces. This firm have learned that the hardwareman, after he had made sufficient study of the subject, is the best agent for the sale of mantels that could be secured. In order to assist in the most practical manner the retailer desiring to study this line and at the same time to furnish him with the necessary data for making sales, the Batty Co. have prepared an exhaustive catalogue giving beautiful half-tone engravings of the many types of mantels, grates, tiles, fireplaces and supplies, such as andirons, fenders, fire sets, etc. Any hardware dealer who has not a copy of this catalogue should get one and see if he could not secure through this line a profitable connection.

The New Marlin Repeaters.

The Marlin Arms Co., New Haven, Conn., have completed arrangements for placing on the market a line of repeaters to be known among the trade as "Great B." These rifles will be in every respect similar to the regular model, 1903, except that the barrels will be made of soft gun-barrel steel instead of their quoted special smokeless steel. The intention is to meet the large demand for a high class, carefully made arm on the part of the many shooters who are not sufficiently interested in the smokeless steel barrels to pay for the extra cost. The new line is, of course, not intended for high power smokeless ammunition, and its use in this grade is not advised by the makers; only black powder ammunition and equivalent loads such as low power smokeless should be used

Business Changes

ONTARIO.

D. Lindsay, harnessmaker, Cannington, is dead.

The Dominion Concrete Co., Kemptville, have obtained a charter.

The Cement Block Machine Co., Toronto, have obtained a charter.

The Smokeless Fuel Saving System, Toronto, have obtained a charter.

T. A. Grant, hardware dealer, Woodville, has assigned to J. V. Staples.

R. E. Mikel, Brighton, has sold his planing mill to W. H. & C. Sherwood.

A. H. Erb, of the firm of Weber & Erb, general merchants, Elmira, is dead.

J. T. Robinson, general merchant, Bobcaygeon, is offering to compromise.

J. W. Roseburg, general merchant, Rutherford, has sold out to E. Watson.

G. Dawson, of the firm of Dawson & Reilly, contractors, St. Catharines, is dead.

P. T. Barry & Sons, hardware dealers, Wallaceburg, have offered their business for sale.

A meeting of the creditors of T. Grant, hardware dealer, Woodville, will be held on May 2nd.

Taylor & Lount, manufacturers of brush handles, etc., Markham, have assigned to J. J. Lunan.

A meeting of the creditors of M. P. McColl, general merchant, Lion's Head, is announced for May 30.

M. Weichel & Sons, hardware and tinware dealers, Elmira, sustained a loss by fire; loss covered by insurance.

The Mount Forest Mfg. Co., manufacturers of mouldings, etc., Mount Forest, have assigned to J. P. Noonan.

The Toronto Brass and Iron Bedstead Co., Toronto, have sold out to the Empire Machine and Metal Stamping Co.

QUEBEC.

T. Simard, general merchant, Beaupre, has compromised.

D. D. Girard, general merchant, Bedford, is dead.

The assets of the Sleeper Engine Co., Montreal, have been sold.

C. Thackery Co., contractors, Montreal, have registered.

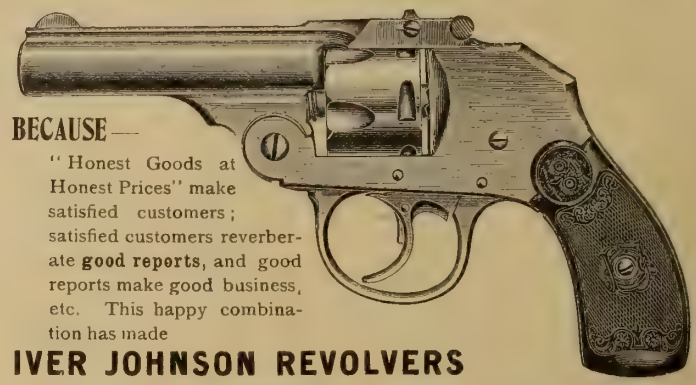
A. F. Ramsay, glass manufacturer, Montreal, has registered.

Latulippe & Maranda, roofers, Quebec, have dissolved partnership.

Chairoux & Poirier, hardware dealers, etc., Verdun, have registered.

WHY YOU HEAR GOOD REPORTS OF

IVER JOHNSON REVOLVERS



BECAUSE—

"Honest Goods at Honest Prices" make satisfied customers; satisfied customers reverberate **good reports**, and good reports make good business, etc. This happy combination has made

IVER JOHNSON REVOLVERS

The most demanded of any in the land.

Order them from your jobber. Send for Catalogue.

IVER JOHNSON'S ARMS & CYCLE WORKS,

New York Office, 99 Chambers Street. FITCHBURG, MASS.

Hudon & Gingras, general merchants, Waterloo, have dissolved partnership.

P. Bernard, general merchant, Notre Dame Des Anges, has been burned out.

The assets of C. Garceau, general merchant, St. Barnabe, have been sold

G. Gilmore & Sons, augur and bit manufacturers, St. Paul, have dissolved partnership.

E. Lemire, carriage manufacturer, Pont De Maskinonge, is offering 35c on the dollar.

The assets of McGregor Bros., last manufacturers, Montreal, are to be sold on May 2nd.

The assignment of P. Ouellet & Co., general merchants, Hebertville, has been demanded.

NEW BRUNSWICK.

The Woodstock Lumber and Manufacturing Co., Woodstock, are applying for incorporation.

C. Moffat, general merchant, McAdam Junction, has been burned out; insurance $5,000.

NOVA SCOTIA.

A. A. Langille, tinsmith and plumber, Mahone Bay, has assigned to E. R. Faulkner.

R. Rafuse, general merchant, Pleasantville, has registered consent for his wife, H. M. Rafuse, to do business in her own name.

MANITOBA AND N.W.T.

J. A. H. Bonnett, general merchant, St. Laurent, is offering 50c on the dollar.

Hunter & Moore, general merchants, Cartwright, have sold out to Moore & Hills.

Chester & Roberts, general merchants, Dewington, have sold out to Smith & Wilson.

N. T. Peuck, planing miller, Wetaskiwin, has been succeeded by the Wetaskiwin Sash and Door Co.

Daniel & Arthur, painters, Edmonton, have been succeeded by the Northwest Wall Paper and Paint Co.

The Winnipeg Paint and Glass Co., Winnipeg, have added a lumber and planing mill to their business.

Laughton & Robertson, hardware dealers, Claresholm, will be succeeded by Robertson & Teskey, June 1st.

Davis, Morrison & McLellan, general merchants, Coleman, have been succeeded by the Coleman Mercantile Co.

H. S. Howland, Sons & Co.

TORONTO.

Limited

WHOLESALE ONLY.

ONLY WHOLESALE.

Temporary Warehouse:

212-218 COWAN AVENUE.

Telephone, Park 580.

We can already fill orders for quite an assortment of goods both Canadian and American, and will receive shipments daily from this out.

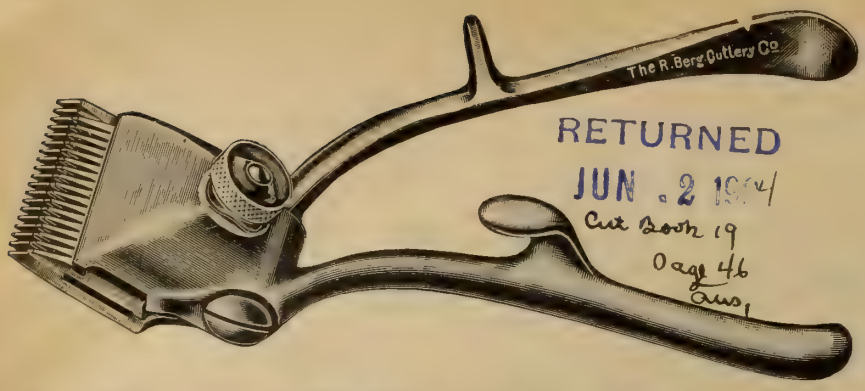
Send us your orders, to which the best possible attention will be given.

All booked orders will be filled.

H. S. HOWLAND, SONS & CO., Limited

GRAHAM NAILS ARE THE BEST.

Factory: Dufferin Street, Toronto.



RETURNED
JUN . 2 19[illegible]
Cut Book 19
Page 46
Ans.

Made in five sizes with or without extra combs. . . .

F. W. LAMPLOUGH & CO., - MONTREAL.

NOT IN THE COMBINE

Ask for Prices of

Shovels, Spades, Scoops, Etc.

WE HAVE A LARGE STOCK.

CANADA HARDWARE CO., Limited, MONTREAL.

To Our Toronto Customers

Although our new warehouse, 41 Front St. West, was burned during the recent fire, yet we shall be glad to make prompt shipments from Montreal, and already have in our temporary quarters, 124 BAY STREET, a good stock of our specialties which we shall keep up so as to make immediate shipments. Kindly continue to send your orders direct to **The Fairbanks Co., Toronto.**

THE FAIRBANKS COMPANY

MONTREAL. TORONTO. WINNIPEG. VANCOUVER.

MACHINERY

THE MACHINERV MARKETS.

Quebec.

Office of HARDWARE AND METAL,
232 McGill Street.
Montreal, April 29, 1904.

THERE is a slight improvement in general machinery business this week as compared with last, but the increase is by no means marked. The backward season has affected the machinery market more, perhaps, than any other, and dealers and manufacturers are still waiting anxiously for a general improvement. A few orders, small individually, but large enough in the aggregate, have been actually closed this week, and the trade are tendering for some contracts of considerable magnitude. Prospects seem a little better this week than last and there is a slightly better feeling among the trade.

As for so many weeks, the demand has been principally for engines and boilers. There have been no very large sales this week, but the demand has continued steady with no particular features of interest to note. Sawmill supplies are still being called for. The machine tool market is quiet and featureless.

Ontario.

Office of HARDWARE AND METAL,
10 Front street east.
Toronto, April 29, 1904

AN improvement is noted in all lines this week. Several buyers have been in the city from various points and their purchases, together with salesmen's orders, run up to a satisfactory figure.

The fire has caused some buying, too. One machinery house reports a good order for iron-working machinery from the Henderson Ball Bearing Co., one of the sufferers.

Business is well divided, boilers, engines, iron-working and wood-working machinery all being in demand. Prices are being well maintained as a better feeling seems to be prevailing in the United States market.

W. H. Petrie's Warehouse.

ONE of the most unusual yet one of the most practical and effective machinery warehouses in Canada is that of H. W. Petrie, Toronto. The building was formerly known as "The Cyclorama Building," and was designed for displaying pictures. From the accompanying view it will be seen, however, that such a spacious building lends itself in an exceptionally happy manner as a machinery warehouse.

The building is but a few steaps from the Union Station, and as it runs all the way from Station street to Front street, and is always open, it is ever a busy thoroughfare. From the platform at the north end a splendid view of the engines, pumps, iron-working and wood-working machinery on display can be had.

Proof of the advantage of such a warehouse is given in the fact that H. W. Petrie's sales have more than trebled since he moved into these premises.

W. H. Petrie's Warehouse.

A Big Wire Contract.

The Standard Construction Company of Montreal are developing water power in the Murray River, above the Village of Murray Bay, for the purpose of generating and supplying electric light and power to a number of villages on the north shore of the St. Lawrence. These include Murray Bay, Cap-a-l'aigle, Pointe-a-Pic and St. Irenee. In connection therewith this company will erect a transmission line to connect the above villages with the power house. Over 16 miles of copper wire, or about 50 tons, are required for this purpose, and the contract for supplying same has been secured by the Dominion Wire Company. This wire and electrical machinery will be taken down by special steamer from Quebec before the regular river boats commence to run. A number of workmen are going with the shipment and the work will be completed early in June before the opening of the tourist season.

MACHINERY AND ELECTRICAL NOTES.

St. Thomas, Ont., is considering taking over either the local electric or gas plants, or both.

Levy, Weston & McLean have sold a complete planing mill outfit to G. E. Mickleboro, Regina, N. W. T.

Mitchell, Ont., has passed a by-law to raise $10,000 for electric light and waterworks improvements.

The Petrie Machine Co., Guelph, Ont. have not yet decided where they will establish their new works.

The Mansfield Glass Works, of New York, with a capital of $200,000, and employing about 150 men, have decided to establish a Canadian branch in Hamilton.

The Dominion Government have bought a site from the city of Toronto upon which will be erected a $25,000 pneumatic tube postal delivery power plant.

C. H. Carter has issued a writ at Osgoode Hall against William Wythe to bring about a dissolution of partnership in the business on George street, known as the Toronto Machine Tool Co.

The employes of James Warnock & Co., axe manufacturers, Galt, Ont., presented F. H. Hayhurst with a gold-headed cane on the occasion of his departure from that company to enter the Galt Art Metal Co.

The Alberta Electrical Supply and Construction Co. have been organized in Edmonton, N.W.T., with E. S. Harrison as president, and W. J. Richardson as secretary-treasurer. The company is capitalized at $50,000 and will erect a suitable building for the purpose of dealing in electric fixtures, etc.

A contract has recently been given for the construction of a plant for the London, St. Thomas and Port Stanley Railway in the hands of the Canadian Electric Traction Company. It was given to the Bruce Peeble Co., of Edinburgh, against a host of American contractors. The total cost of the contract is about £42,250.

The Chief Commissioner of Public Works, Fredericton, N.B., is calling for tenders for the following road plant, now owned by the Government: One rock crusher and steam roller, one Canadian steam hand drill, one engine and locomotive and two wagons. The steam roller is there, and it is understood the city authorities will put in a tender.

The new shops of the Goldie & McCulloch Co., Galt, Ont., will be over 300 feet long, will be built largely of structural steel and other material, and will be equipped with the most modern machinery in the world for boiler manufacture. The shops will be at Hunter's Corners, between the lines of the Grand Trunk and the Galt, Preston and Hespeler Street Railway.

H. W. Petrie, Toronto, has sold a 300 h. p. Corliss automatic engine to the Toronto Electric Light Co.; a 22 ft. engine lathe to A. Knowles, London; two wood planes, a saw-table and a heavy power mortising and boring machine to the Toronto Street Railway Co.; two engines to the Economical Gas Co., Toronto and Hamilton; a Lane sawmill and a 50 h. p. engine and boiler to Wagar & Fenwick, Enterprise, Ont.

The Niagara Falls Council passed the following resolution last week: "Whereas, it has ben learned that there is a petition being circulated asking the Dominion Government to place an export duty on the exportation of electrical power from this country, be it resolved that this council do not endorse such petition, as we believe it to be not in the best interest of this city and province."

The Ontario Wind Engine and Pump Co. made a shipment of two of their well known airmotor outfits recently to Paris, France, and this is only part shipment of order received from their representative in that city. This is the result of exhibit at the Paris Exhibition in 1900, where they were awarded a medal for their goods. Also from Labrador this company have received an enquiry for their goods.

W. B. Russell, C.E., resident engineer of the Tamiskaming Railway, states that 30 miles of the proposed extension of the line from New Liskeard to Lake Abittibi have been surveyed and the remainder of the 90 miles to where the new Grand Trunk Pacific will cross, near the Abittibi, will be located, and everything ready, so that the commissioners may, if they so decide, call for tenders for the extension some time next month. Mr. Russell says that after reaching the height of land north of New Liskeard and near to the source of the Blanche River the grade is very easy, less even that the Grand Trunk Pacific engineers find in their western extension.

Opening for Steel Works.

IN speaking of the probability of the erection of iron and steel works at Port Townsend, Washington Territory, U.S., the Victoria Times says: With the development of railway building in the Canadian West at the present time, it is pointed out that there is a constantly increasing demand for iron and steel on this side of the international boundary line. There is held to be a good market in the Orient for the product. The manufacture of the iron in the United States from Vancouver Island ores is handicapped also by an import duty of 40 cents a ton on all imported. In addition to this the Dominion Government gives a bounty on all iron and steel made in Canada which varies from $2 to $3 a ton.

If the ores of the Island are to be held in this province for manufacture it is essential that something be done to interest capital in the matter before works are established on the other side of the line which will consume the raw material produced from the mines of British Columbia.

——

A Merger of Mining Concerns.

The Montreal and Boston Consolidated Mining and Smelting Co. is seeking incorporation in Ontario with a capital of seven million five hundred thousand dollars for the purpose of developing and operating copper and gold mines and smelters in British Columbia. The company will continue the old Montreal and Boston Co. which included the Dominion Copper Co., the Morrison Mines, the Athelston and Jackpot Gold Mining Co., and three-quarter interest in the Emma Mine, all of which companies have been operating producing properties.

After the organization is completed important additions will be made to the smelter plant operated by the companies including an additional furnace and a converter plant that will give a capacity of 1,500 tons per day. All the smelting operations will be performed at Boundary Falls. An effort will be made to secure a British Columbia coal mining property to use in conjunction with the smelter plant.

Among the men interested in the deal are H. H. Melville, Boston, vice-president of the Great Northern Railway of Canada; J. W. Allison, New York, president of the National Leather Company; John F. Plummer, New York; J. N. Greenshields, Montreal, president of the Shawinigan Water and Power Com-

We make Electric Fixtures, Sockets and Cut-Outs

Munderloh & Co

Electrical Supplies of all kinds. MONTREAL.

SHOT.

In ordering, please specify **The Abbey Improved Chilled Shot Co., Ltd., Newcastle-on-Tyne.**

N.B.—We also make Hard and Soft Shot, but strongly recommend Improved Chilled Shot for penetration.

N.B.—The only Company in Great Britain devoting its whole time to Shotmaking.

For Holding Cylindrical Objects

Our No. 1431 heat coil plyer is made from Brescian steel and is especially shaped for holding any cylindrical object.

Warranted free from defects.

Send for the "Green Book" of Hardware Specialties for price and description.

Utica Drop Forge & Tool Co.
Mfrs. of Nippers and Plyers.

The Smith, Hemenway & Co.,
Mfrs. of Cutlery and Hardware Specialties.

296 BROADWAY, NEW YORK, NEW YORK.

Canadian Sample Room: 215 Coristine Bldg., MONTREAL, ALLEN C. JENKING, Canadian Manager.

You can sell

AWNINGS, TENTS and FLAGS—

and ought to. Work with us. We are manufacturers. Send for circular.

WM. BARTLETT & SON
16 Adelaide St. West, TORONTO.

The Hamilton Steel & Iron Company LIMITED

HAMILTON, - CANADA.

OPEN HEARTH

STEEL CASTINGS

OF ANY WEIGHT.

MADE IN CANADA

Stitched Cotton Duck Belting

Superior to all others.

FOR

Agricultural Machines, Elevators, Pulp and Paper Mills, Cotton, Woollen, Cement and Saw Mills, Machine Shops and Electric Powers.

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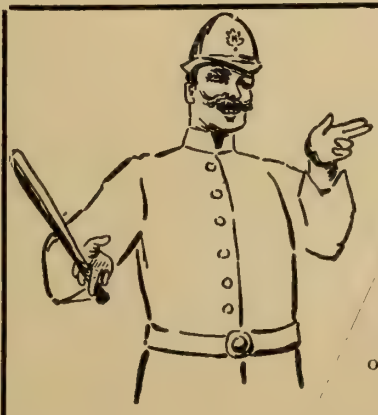
USE OUR

MAPLE LEAF BELT DRESSING"



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Manganese Anti-Friction Metal

is a guard against loss of power, and saves its cost in oil in a short time.

Every pound guaranteed.

Syracuse Smelting Works,

Montreal,
New York,
Seattle.

ASK YOUR DEALER FOR IT.

Patents Granted in Canada.

An authoritative report of patents granted by the Canadian Patent Office for recipes and devises of interest to HARDWARE AND METAL readers.

Smoke Consumer.

GRANTED Orme Dobbin, Waterloo. Claims—1. In a furnace for steam boilers, a grate, means for delivering a blast of heated air onto the grate, and a superheater in rear of the grate to receive heated air from an independent source, and comprising smoke flues, said superheater being arranged to direct the heated air into the smoke flues.

2. In a furnace for steam boilers, a fire box, a grate therein depressed at its rear end to form a fire back at rear of grate, a superheater built of fire brick in rear of the grate, an air chamber receiving heated air through channels in the walls of the fire box and delivering same to the superheater, said chamber being located in rear of the fire back to receive heat therefrom.

3. In combination with a steam boiler furnace and a fire box therein, of a superheater in rear of the fire box, and a channel formed in the side wall of the fire box, to supply air to the superheater, said channel being arranged in Z-form to compel the in-going air to travel back and forth in the walls of the fire box for initial heating.

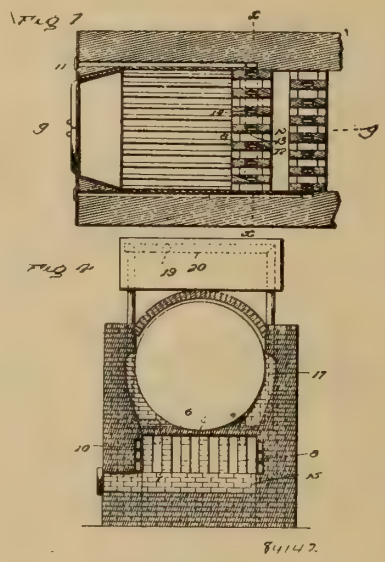
4. In a furnace for steam boilers, a superheater built in the bridge wall thereof, said superheater comprising layers of the fire brick, centrally cut out and arranged with a space between the adjacent edges of the contiguous brick of each layer.

5. In a furnace for steam boilers, a superheater built in the bridge wall, said superheater comprising an air chamber, and vertical hollow piers arranged above the chamber, the piers being built of layers of two bricks each, each brick of a layer being cut out for a portion of its depth and arranged with said cut out portions contiguous and with a space between the contiguous faces.

6. In a furnace for steam boilers, means for delivering two individual blasts of hot air to the fuel, and a superheater arranged to receive a separate supply of heated air and deliver same to the smoke flues, and a combustion chamber in rear of the superheater.

8. In a furnace for steam boilers, a grate, means for delivering a blast of heated air onto the grate, and a superheater in rear of the grate to receive heated air from an independent source, said superheater being arranged to direct the heated air into the smoke flues, in a thin unbroken stream co-extensive with the height of the smoke flues.

9. In a furnace for steam boilers, a fire box, a grate therein depressed at its rear end to form a fire back at rear of the grate, a superheater built of fire brick in rear of the grate, an air chamber receiving heated air through channels in the walls of the fire box and delivering same to the superheater, said chamber being located in rear of the fire back to receive heat therefrom, and a channel from the superheater to the



smoke flues formed by spacing the contiguous bricks of the superheater.

10. In a furnace for steam boilers, a fire box, a grate therein depressed at its rear end to form a fire back at the rear of the grate, a superheater built of fire brick in rear of the grate, an air chamber receiving heated air through channels in the walls of the fire box and delivering same to the superheater, said chamber being located in rear of the fire back to receive the heat therefrom, and a channel lengthwise of the superheater and co-extensive with the height of the smoke flues, said channel being formed by spacing the contiguous faces of the brick in setting the superheater.

11. In a steam boiler furnace, the combination, the fire box, a smoke passage therefrom, a cross pipe in said passage having an air inlet opening, air heating pipes arranged longitudinally in said smoke passage and receiving the air from said cross pipe, and means delivering the heated air from said longitudinal pipes into the fire box above the burning fuel therein.

12. In a steam boiler furnace, in combination, the fire box, a smoke passage therefrom comprising a horizontal smoke flue above the boiler, a boiler, air heating pipes arranged longitudinally in said flue, means delivering air to the rear or coolest ends of said pipes and means delivering the heated air from the front or hottest ends of said pipes down onto the burning fuel in said fire box.

13. In a steam boiler furnace, in combination, a fire box, smoke a passage therefrom comprising a horizontal smoke flue, air heating pipes arranged in said flue, an air chamber into which said pipes discharge, said chamber having a downwardly directed air discharge at the front of the fire box and above the burning fuel.

14. In a steam boiler furnace, in combination, the fire box, and a fire door having air openings therethrough and an inner lining forming an air heating chamber at the inner side of the door with a narrow bottom discharge into the fire box.

15. In a steam boiler furnace, in combination, a fire box, a pair of air superheaters immediately in rear of the fire box and having the smoke flues therethrough, a combustion chamber between said superheaters and into which said flues open, and means discharging air into the superheaters and distributing the same into said flues.

16. In a steam boiler furnace, in combination, a fire box, a boiler, a pair of air superheaters in rear of the fire box and having smoke flues therethrough, abutments extending up along the boiler from the rear superheater, said superheaters formed with air passages opening into said flues, means supplying air to said passages, the front superheater forming the fire back.

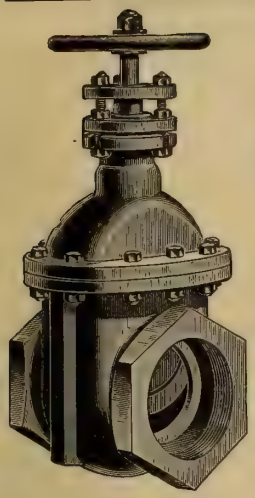
17. In a steam boiler furnace, in combination, a fire box, a wall in rear thereof formed with a multiplicity of horizontal smoke flues, the walls thereof having elongated vertical narrow air discharge stilts, and means supplying air thereto.

Persons addressing advertisers will kindly mention having seen their advertisement in Hardware and Metal.

NEWMAN'S PATENT
INVINCIBLE FLOOR SPRINGS

Combine all the qualities desirable in a Door Closer. They work silently and effectually, and never get out of order. In use in many of the public buildings throughout Great Britain and the Colonies.

MADE SOLELY BY
W. NEWMAN & SONS, Birmingham.



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It tells all about them.

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G. A. Crosby & Co. of Ontario,
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Manufacturers of
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SPECIAL
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METALLIC
IMPERIAL
QUALITY & PRICE TO SUIT ALL GRADES OF WORK
THE CANADA METAL CO.
WILLIAM ST., TORONTO. TELEPHONE MAIN 1729.

CAP SCREWS, SET SCREWS,
MACHINE SCREWS,
COLD PRESSED NUTS,
SPECIAL MILLED WORK, ETC.
CANADA FOUNDRY COMPANY, LIMITED
Head Office and Works, - TORONTO, ONT.
District Offices — Montreal, Halifax, Ottawa, Winnipeg, Vancouver, Victoria, Rossland.

To Users of Abrasives

In our CRAIG MINE CORUNDUM which our new mill—the largest abrasive plant in the world—is now turning out in quantities sufficient to fill all orders promptly, we offer you a "Made in Canada" product that is in every way superior to any other natural or artificial abrasive.

Let us send you samples and quote prices. We are prepared to contract for your full supply at special prices.

Get our folder and booklet.

The Canada Corundum Company, Limited
TORONTO, CANADA.

pany, and Thomas Crockett, of Riviere du Loup. Mr. Greenshields is the attorney in the consolidation. The head office of the new company will be in New York, but a branch will be operated in Montreal.

Now Ready to Make Billets.

A Sydney, N. S., despatch says that the first of the small size billets was made at the continuous billet mill of the Dominion Iron and Steel Company, the product proving all that could be desired. The mill has just been completed by the Morgan Construction Company of Worcester, Mass., and is considered to be one of the finest and best plants on the continent. Several experts were present at the time the billet went through and it was pronounced by them to be one of the finest pieces of steel they had ever seen. The billet was elongated from four inches square to sixty feet. The machinery in use at the mill is of the most modern type. Five different sizes of billets can be made by simply alternating the rolls, five sets only of which are in use while most mills have eleven and twelve.

The rolling of the first billet marks another important forward movement in the operations at Sydney of the Dominion Iron and Steel Company. The matter of steel rail making is now only a question of the installation of the necessary machinery and appliances.

Toronto Fire Creates a Demand.

Several of the firms who suffered severe damage to their machinery by the fire in Toronto last week have not lost much time in getting busy on equipping their temporary plants. H. W. Petrie, Toronto, has received orders for iron working machinery from W. J. Gage & Co., and for a saw-table from the Carter-Crume Co. The big order, however, came from the Henderson Roller Bearing Co., who on the day after the fire bought a carload of lathes, and have since the fire bought in all $25,000 worth of machinery.

A RIFLE WITHOUT AMMUNITION.

A rifle requires ammunition to do execution, but it may now be used satisfactorily for target practice with neither bullet nor powder, owing to a recent skillful invention named the "sub-target gun machine." In using this device the rifleman holds the weapon and aims it at a distant target as usual, but when he pulls the trigger a miniature target beneath the rifle is thrust against a scoring-needle, making precisely the same record that would have been made by the bullet on the real target had the gun been actually discharged. The machine, which was used at the recent Fort Riley manoeuvres, is said to be satisfactory and valuable.—Success.

CONDENSED OR "WANT" ADVERTISEMENTS.

Advertisements under this heading, 2c. a word first insertion; 1c. a word each subsequent insertion.

Contractions count as one word, but five figures (as $1.000) are allowed as one word.

Cash remittance to cover cost **must** accompany all advertisements. **In no case** can this rule be overlooked. Advertisements received without remittance cannot be acknowledged.

Where replies come to our care to be forwarded, five cents must be added to cost to cover postage, etc.

AGENCY WANTED.

AN established Manufacturers' Agent in Montreal representing several large American houses, with representatives covering all Canadian territory, wishes to secure a good Canadian manufacturer's line in Hardware or Specialties. Address Box 102, HARDWARE AND METAL, Montreal. (20)

A PARTY at present acting as assistant manager for an old-established English hardware importing house, would like to obtain agencies for English, Canadian and American firms. Address "Agent," c/o. The H. R Ives Co., Limited, Montreal. (18)

CANADIAN manufacturers desirous of being well represented in B.C., the Yukon and Alberta and open to exploit the oriental markets are invited to communicate. We know the territory. Have you the goods? HARDWARE, Box 367, Vancouver. (21)

BUSINESS FOR SALE

HARDWARE BUSINESS—About $4,000, in largest mining town in New Ontario. For particulars address Horne & Hardy, Copper Cliff. (24)

PLUMBING, tinsmithing and hardware business, established 1892. Everything must be sold at once. J. D. Murdoch & Co., Simcoe, Ont. (20)

FOR SALE.

TWO HARDWARE STOCKS in Manitoba; important implement agencies in connection; reason for selling, attention required to other lines; both good opportunities for money making; one stock will invoice about $5,500, other $2,500; good trade established and will bear investigation; write now. Marshall-Wells Company, Wholesale Hardware, Winnipeg, Man. (19)

ARTICLES WANTED.

WANTED—Good second-hand cornice brake; send particulars and price to G. A. McMurtry, St. Thomas. (18)

SITUATION VACANT.

MOULDERS WANTED—A few good steady bench hands for fine light work; also apprentices and improvers; steady employment and highest wages; handy men can earn over $2.50 per day. Taylor-Forbes Co., Guelph. f

STENOGRAPHER WANTED—In Winnipeg whol sale house for correspondence, with experience in hardware invoicing; good opening for rapid operator; state experience and salary expected. Apply Box 125, HARDWARE AND METAL, Toronto. (18)

STOVE manufacturer wants young practical man with experience to assist superintendent. Address, Box 126, HARDWARE AND METAL, Toronto.

TINSMITH—To take charge of shop; prefer one who can attend to store; state wages and experience. Geo, M. Shepardson, Sombra, Ont. f

WANTED—A boy with two or three years experience at tinsmith trade; please state wages and reference to C. B. Miner, Cobden, Ont. (19)

WANTED—A gauge lathe hand; one with some experience on a shaper preferred. Apply, stating wages, Coombe & Watson Kincardine. f

SITUATIONS WANTED.

HARDWARE clerk wishes to obtain situation at once, either in Manitoba or the Territories; ten years' general experience, with best references. Address S. C. Wright, Milestone, Assa. (19)

YOUNG MAN with experience in builders' and general hardware, desires position for improvement. Box 128, HARDWARE AND METAL, Toronto. (18)

MACHINERY FOR SALE.

Special rates will be quoted for notices under this heading for periods of three months or longer.

THE MacGREGOR, GOURLAY COMPANY, Limited, Galt, have in stock for prompt shipment the following machine tools:—Drills—20" —20" power feed—25" upright. Shapers—24" x 30", 16" x 20", 10" x 15". Lathes—16" x 10", 18' x 10". Planer—24" x 24" x 6'. Also the following second-hand refitted machine tools:—Planer—36" x 36" x 9' Sellar's drive. Milling machine—17" travel to table. Lathes—14" x 6' —15" x 6'—15" x 7'.

THE FAIRBANKS CO.—Temporary warehouse, 124 Bay—standard scales, valves, trucks, letter presses, shafting, hangers, pulleys belting, mill supplies, machine tools; "Fairbanks" gas and gasoline engines; write for price list.

DODGE MANUFACTURING COMPANY, of Toronto, Limited, manufacturers of all kinds of power transmission machinery, and appliances for mills, factories and power plants; all kinds castings and machine work; send for our complete catalogue. Dodge Manufacturing Co., temporary premises, 116 Bay street, Toronto.

THE A. R. WILLIAMS MACHINERY CO., Limited, Toronto, 35 h.-p engine and boiler on wheels, new; 15" x 34" Wheelock engine, in good order; 10" x 10" New Bell automatic engine; 7" x 10" double cyl. hoisting engine, new; 72" x 16' new stationary boiler.

MACHINERY WANTED.

Notices under this heading inserted free for subscribers to HARDWARE AND METAL.

BOILER—Thirty to 35 horse power, hundred and fifty pounds cold water pressure. Myers Co., Saulter street, Toronto.

COFFEE MACHINERY—A manufacturing concern wants coffee roasting and grinding machinery. Address Box 129, HARDWARE AND METAL, Toronto.

GASOLINE ENGINE — Second-hand, four-horse. T. Riddolls, Drayton, Ont.

LATHE WANTED—About 10 in. swing and 30 in. between centres; screw cutting, back-geared, cross feed, countershaft and chucks; must be in good condition. Mr. Archer, Gale Manufacturing Co., 142 Front street west, Toronto.

SECOND-HAND power shears wanted for light work. Send price and particulars to Dennis Wire and Iron Co., London, Ont.

SECOND-HAND swing shingle machine; state price. Box 50, Fordwich.

WHEN YOU BUILD A NEW BARN

Roof it with Corrugated Galvanized Steel Sheets, in 8 ft. lengths. They are applied over sheeting or direct to rafters, making a light strong covering. Very lasting; lightning and fire proof.

Ask for our *free catalogue* and send rafter and ridge lenghts. For estimates

The Metal Shingle & Siding Co., Limited
PRESTON, ONT.

Do You

WHEN YOU BUILD A NEW HOUSE

Roof it with our Galvanized Steel Shingles. They are lasting and ornamental; lightning and fire proof, and keep out the weather.

Send careful dimensions of roof for free estimate and *free catalogue*.

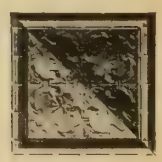
The Metal Shingle & Siding Co., Limited
PRESTON, ONT.

Wait for Trade or Go After It?

Your answer is an index to your success. There are various ways of going after trade, and one important way is to

Ceiling Plate, No. 557.

Advertise



Ceiling Plate, No. 4004.

We will be pleased to loan you cuts for your local advertising and literature, and we can give you a line of goods to advertise which will bring you good returns and lay the foundation for continual profitable trade.

WHEN YOU BUILD OR REPAIR

We can help you to do it cheaply and permantly with our Sheet Metal building materials. They are ornamental, durable, lightning and fire proof.

Write us about your plans and ask for our *free catalogue*.

The Metal Shingle & Siding Co., Limited
PRESTON, ONT.

Have you our Catalogues on file?

YOUR PLASTER CEILING is Tumbling Down

And lets the heat out and the cold in and looks unsightly. Why not cover with one of our handsome Metal Ceilings which goes right over the plaster? Their cost is small. Send careful size and diagram of room for free estimate and *design catalogue*.

The Metal Shingle & Siding Co., Limited
PRESTON, ONT.

THE METAL SHINGLE & SIDING CO., Limited
PRESTON, ONT.

REPRESENTATIVES:

CLARE & BROCKEST, Winnipeg. ELLIS & GROGAN, Calgary.

BAR IRON AND STEEL

Rounds, Squares, Flats, Ovals, ½ Ovals, ½ Rounds, Nut Iron, Horse Shoe Iron, Tire Steel, Sleigh Shoe Steel, Toe Calk Steel, Soft Machinery Steel, etc., etc.

THE PECK ROLLING MILLS LIMITED

Cut Nails
Wire Nails
Horse Nails

P. B.
BRANDS

Horse Shoes
Spikes
Tacks

HEAD OFFICE: 210 Coristine Building, **MONTREAL**

WORKS: **LACHINE CANAL.**

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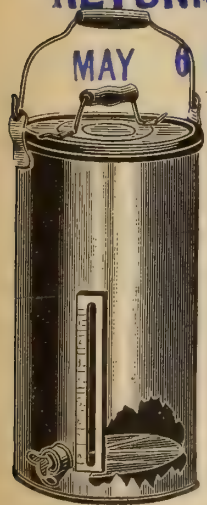
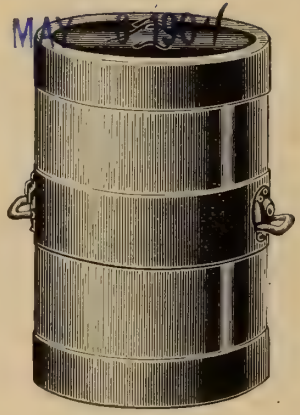


Creamery Cans

RETURNED MAY 6 1904



Milk Cans

RETURNED MAY 6 1904

Samson Dairy Pails

RETURNED MAY 6 1904
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Dufferin Dairy Pails

The constantly increasing demand for these goods proves that they are of the very highest quality.

We can fill all orders promptly.

The McClary Manufacturing Co.

London, Toronto, Montreal, Winnipeg, Vancouver, St. John, N.B.

"Everything for the Tinshop."

HARDWARE AND METAL

President:
JOHN BAYNE MACLEAN,
Montreal.

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AN UNWARRANTED ADVANCE.

The action of the Toronto Board of Fire Underwriters in making an advance of from 25 to 100 per cent. in their rates as a sequence of the Toronto fire, was as unjust as it was unnecessary.

The action of the Canadian Manufacturers' Association, in determining to oppose to the last step this advance, was as reasonable as it was right.

It is to be hoped that the Canadian Manufacturers' Association will have the unanimous determined support of all classes of business men in the matter.

SYMPATHY IN BUSINESS ADVERSITY.

IT is in the moment of danger or disaster that the better side of human nature is brought into action. It is the same in business as in private life.

When the weather is fair rivalry is keen and the efforts of the thoughtful business man are concentrated upon the purpose to outstrip his competitor.

The disastrous fire which visited Toronto a couple of weeks ago showed that among the business men there "Friendship, peculiar boon of heaven," is not an "obsolete sentiment," as Carlyle declared it to be.

Every general wholesale dry goods house but one, every wholesale furrier and hatter, every wholesale stationery and paper house, two of the leading wholesale metal and hardware firms, to say nothing of many others, were reduced to ashes.

But those who under cold business conditions might have benefitted by the calamity which had befallen their business competitors were indisposed to do so. The promptness with which they come forward with offers of assistance was astonishing.

Merchandise was loaned to fill urgent orders, parts of offices, warehouses and factories were shared with firms who had hitherto been keen rivals. In the hour of necessity the spirit of competition was forgotten.

The breach which competition digs between business men is not, after all, as deep or as broad as it sometimes appears to be. At any rate it is not so broad that it cannot be bridged by sympathy.

NEW SYSTEM IN CUSTOMS.

AN important change is being made by the customs authorities in the office departments in which imports are checked at the chief ports of entry. The change is being made on account of the allegation that in some instances the clerks whose duty it is to check over these imports have been in collusion with importers and have allowed entries to go through without being properly examined.

In order to overcome this, it has been decided to adopt the system in vogue in the United States; that is, some responsible official will be placed at each of the ports at which the new system is to go into operation. He will pass the documents to different clerks to examine. In the past instead of going to such an official the documents have been taken direct by the importers to any particular clerk they may choose in the department, whose duty it was to do the necessary checking. It was this which gave importers, who desired to partially evade the customs, the opportunity to do so. The new system is in operation in Montreal and arrangements are being made to put it into operation in Toronto also.

AID TO SAULT INDUSTRIES.

THE action of the Onatrio Government in coming to the financial aid of the Sault Ste. Marie iron industries is not altogether without parallel in the history of Ontario.

Forty years or more ago the Government of the day came to the aid of a certain wholesale dry goods house in Toronto, which was financially embarrassed. Trade matters at the time were in a precarious condition. The firm concerned was a large one and it was felt that, if it was allowed to go to the "wall," the result would be serious to the commercial interests of the province. Money was accordingly advanced by the Government for the purpose of tiding the firm over its period of difficulty. Fortunately the action had the desired effect, and not only was a benefit to the firm but helped to steady trade in general in that part of Canada. This was, of course, before confederation.

The case of the Sault Ste. Marie industries is in some respects similar. In fact, if forty years ago the Government of the day were warranted in aiding a particular business firm for the sake, not only of the firm itself, but of the province as a whole, in the present instance the reason is all the greater. It is very doubtful, indeed, if a new company under the present condition of the money market could have successfully floated sufficient capital to start up the industries owned by the Lake Superior Co., unless the Government quaranteed the interest on the bonds. Such a failure would be a calamity which would be felt to a more or less extent in nearly every part of Canada and would seriously impair one of the staple industries of the country. It is only in exceptional cases that the Government comes to the aid financially of a private interest. This is one of the instances when it seems such aid is warranted.

CANADA'S UNDERPAID JUDICIARY.

So many persons are indifferent to public questions, no matter how directly they may affect one's business or one's liberty, that it is proof of the importance and the timeliness of a subject when two references to it arouse such widespread discussion as has been caused by the two editorials dealing with the salaries of the Canadian Supreme Court judges in the last two issues of this paper. Business men have in various ways manifested their approval of the stand taken in Hardware and Metal that the salaries of the judges on the Supreme Court bench are altogether inadequate in comparison with the dignity and influence of the office, that some of the best, the most desirable, men could not accept an appointment even to the Supreme Court for the simple reason that they could not afford to at the present salaries attaching.

* * *

D. McNicoll, acting president of the Canadian Pacific Railway, when the matter was brought to his attention last week, expressed his convictions with great force. "I have long thought," said he, "that the meagre salaries paid to our Canadian Superior Court judges are a disgrace to the country. It is a well-known fact that the members of the bar in our great centres of population (these being the men who should be available for high judicial positions) are in receipt of incomes from three to four times as great as those paid our judges. How, therefore, can it be expected that the best material from the bar can be obtained for judicial positions?

"I do not wish to be understood as casting any reflection upon the ability of those who accept positions as judges. We all know it is impossible to secure men to take the management of banks and other large financial or industrial institutions at anything like the salaries paid even to the highest chief justice in the land. Does this not show that the present system is wrong? I think so."

The Globe, Toronto, endorses the views expressed by Hardware and Metal almost verbatim. In the issue of Thursday, April 28, it says: "It is a cause of satisfaction to note occasional expressions of opinion favorable to the more adequate remuneration of judges of the Superior Courts of both the Dominion and the provinces. As to the desirability of having on the bench men of ability, learning and experience there is no room for doubt. The duties they have to discharge cannot be performed by those who have not such qualifications. Sometimes it is heard, as an objection to proposed increases of salaries, that there are plenty of applicants willing to take judicial positions at the present rates of remuneration; but the first consideration should always be fitness, and whatever salaries are necessary to secure the right sort of men should be cheerfully paid. The policy of entrusting inferior men with high judicial functions would soon hopelessly imperil the reputation of the country for civilization.

"Two comparisons may be cited as helping to a clear understanding of the importance of this question. (The comparisons quoted are those given in Hardware and Metal of April 16.) It is not necessary in considering the salaries of the Supreme Court judges to take into view those of the provincial Superior Court judges, but to do so would only strengthen the case for the payment of reasonable remuneration where qualifications so high are exacted."

* * *

In its comment on the subject the Ottawa Citizen, April 19, misses a vital point in the discussion. It says: "Hardware and Metal has deflected its attention from trade subjects to the question of Canada's underpaid judiciary and quotes some interesting figures in support of the statement that the Supreme Court judges of the Dominion are the worst paid in the Empire." (The figures quoted are the same as were reproduced in the Globe.) The Citizen is wrong in saying that this paper has "deflected from trade subjects" in introducing this discussion. The matter is one of vital importance to readers of Hardware and Metal. The judgments of the Supreme Court affect the business man much more vitally than they do the lawyers, for the former has to foot the bills and it is he who will gain or lose by the decisions. When this thought is fully grasped by the business men in Parliament and by the business men in Canada generally there will be an end to the dilatory treatment of this matter.

* * *

The first article on the subject was placed before Sir Wilfrid Laurier and his colleagues in the Dominion Cabinet. While declining to express any opinion on a matter on which the council as a whole has not passed, general recognition of the gravity of the question is evidenced.

Sir Richard Cartwright, Minister of Trade and Commerce, says: "The matter is doubtless one which deserves the very serious consideration of the Government and also of Parliament."

Hon. Wm. Mulock, Postmaster-General, says: "The question is one of very considerable importance and has for many years engaged the consideration of the various Governments. Up to the present it has not been satisfactorily solved."

This last sentence is worthy of attention. It is to be hoped a "satisfactory solution" will be reached during the present session.

* * *

Senator W. C. Edwards, one of the business men in the Upper House, expresses himself in a manner which manifests the progressiveness which has characterized his business career. He says: "If this matter should be up in Parliament for discussion, I will not hesitate for a moment to express my opinion on it, but outside of Parliament I would not like to go further than to say that all salaries to which you refer were arranged at a time when Canada was far from being in the position in

which it is to-day. In due time, no doubt, a revision will take place, not only in the salaries of chief justices, but those of all the courts and Ministers of the Crown and perhaps others as well.''

* * *

Robert Munro, managing director of the Canada Paint Company, and a former president of the Canadian Manufacturers' Association, when asked by a representatives of Hardware and Metal for a statement of his opinion on the subject said: ''I am in full sympathy with all you have said respecting the salaries of the judges in the Supreme Court. My observation leads me to believe that our brightest lawyers, speaking as a rule, find it less laborious and much more profitable to practise at the bar and that elevation to the bench would be to them quite a sacrifice. I feel sure that the business community will heartily support the Government in raising the emoluments of our judges to such figures as would attract the best men in the profession.''

MACHINERY IN THE WEST.

T. A. HOLLINRAKE, vice-president of the A. R. Williams Machinery Co., returned on Monday from a trip through Manitoba, the Northwest Territories and British Columbia. Mr. Hollinrake, who is recognized as a keen, conservative observer, was optimistic as to the conditions prevailing in the West.

''All the appearances indicate a good season in Manitoba and the Northwest,'' said he. '' There are a lot of people going into that section, thus increasing the consuming as well as the producing force there. It is the general experience, too, that a hard Winter like the past one is followed by a good year for wheat growing. Winnipeg is booming. On every side one could see evidences of building activity, of expansion of all kinds.''

''How did you find the machinery market there?''

''Winnipeg is, like the West generally, a limited market for machinery. Yet there is steady progress in the right direction. Each year sees a larger requirement, boilers and engines being in chief demand, though sales of saw-mill machinery are increasing. For iron-working machinery there is not a big demand.''

''How is mining in British Columbia?''

''The action of the Dominion Government in placing a bounty on lead has undoubtedly tended to encourage development on a sounder, more permanent basis. There is now good reason for prospecting and development work in a large way, for there is an assurance that if the mines are opened the product will have its market.''

''How has this affected mining machinery?''

''To some extent, but not yet as much as it is likely to as the business becomes settled and reduction works are installed as they will be needed.''

''I suppose you brought back some good orders?''

Mr. Hollinrake smiled quietly, as he is not inclined to give information of this nature. ''Well, I will say,'' he said at length, ''that we generally count on getting our share.''

NOTES FROM FIRE SUFFERERS.

M. & L. SAMUEL, BENJAMIN & CO. are comfortably settled in their temporary offices, Temple Building, Toronto, and are rapidly getting their stock into shape again. They expect to have a full line in their warehouse in a short time, as all the incoming steamships to Montreal have large shipments for them. They can take care of all orders sent them.

* * *

H. S. Howland, Sons & Co. are turning one of the Toronto rinks into a veritable bee-hive of industry. They have ordered a fresh stock of all lines handled by them and expect to shortly be in a position to take care of their customers' wants as efficiently and promptly as ever. Many orders of goods ordered prior to the fire were on their way at the time. These and many orders of both American and Canadian lines since placed have been accepted into stock and are now ready for shipment. In this they have been greatly assisted by the promptness and courtesy of many manufacturers, for all of which they express appreciation. This firm had, prior to the fire, an exceptionally comprehensive library of catalogues. They now invite manufacturers who have not yet done so, to send them their catalogues as soon as possible. It is expected that in a short time all booked orders will be filled. As their travellers are still out on the road, it is manifest they are ready to take care of general orders. In the meantime they are in a particularly strong position in the nail trade. Their new nail factory, the Graham Nail Works, was far from the scene of the fire. Large stocks are held here and can be forwarded at short notice.

* * *

The cut shown herewith gives an excellent view of the thoroughness of the devastation wrought south of Front street. The view shows a clear sweep of ruins from the Custom House window to almost opposite the Queen's Hotel, about 300 yards. The debris which marks the premises of H. S. Howland, Sons & Co., the Dodge Mfg. Co., P. D. Dods & Co., the Fairbanks Co., W. B. Stewart, and T. H. Mortimer, the Gutta Percha and Rubber Co., the McClary Mfg. Co., and the International Stock Food Co. is shown below the crosses in the engraving. Back of the two crosses to the left were the works of the Henderson Roller Bearing Co. and the Dominion Fence Co., which were also completely destroyed. The view shows less than a quarter of the burned area.

A Portion of the Toronto Fire Ruins.

MARKETS AND MARKET NOTES

QUEBEC MARKETS.

Office of HARDWARE AND METAL.
232 McGill Street.
Montreal, April 29, 1904.

Hardware.

THE St. Lawrence is now open from Montreal to Sorel, the first boat from the latter town arriving here early in the week. Although the ice is still jammed at Cap Rouge the river boats are already accepting freight for Quebec and intermediate points in the expectation of the speedy opening of river navigation. The canals will be opened early next week. The effect is already seen in a marked improvement in wholesale trade. The opinion is now freely expressed that the big rush coming in May will compensate to some extent for the dull trade of the first four months of 1904. There is no disguising the fact, however, that trade this Winter and Spring does not compare at all favorably with the volume of business done in 1903. Collections have been slow and the retail trade have not been disposed to stock very heavily while money was so scarce. With milder weather there has come, however, the usual Spring rush and all the indications point to a greatly increased business. Wholesalers report some improvement in United States shipments, but still complain of their inability to get supplies promptly.

Prices throughout are steady this week and the market is healthy and featureless. There is a steadily increasing demand for building hardware and for screws. Unfortunately there is a very decided shortage in screws and it seems idle to hope for any improvement this season in face of an increasing demand. The shortage applies to practically all sizes. Bolts and nuts, some sizes of which were so hard to obtain last season, are in good supply this Spring, and there should be no trouble in filling orders. Building paper is selling well.

Lawn Mowers—Warmer weather has caused a much better demand this week and orders have come in from a wide area. Wholesale houses are shipping now and filling orders as promptly as possible. Prices are steady. We quote as follows: With 8-inch wheel, sizes 12, 14 and 16 inch, $2.65 each; with 9-inch wheel, size 12, $3; size 14, $3.12 1-2; size 16, $3.25 each; Philadelphia pattern, size 12, $3.25, size 14, $3.50; size 16, $3.75 each; High Wheel, size 12, $4; 14, $4.25; 16, $4.50; 18 $4.75; 20, $5.25 each.

Garden Hose—An active demand has been experienced this week, probably due to warmer weather. Prices are steady. Discounts continue: Trade, 75 per cent.; Western, 65 and 10 per cent.; White, 40 and 10 per cent.; Maroon, 40 and 10 per cent.; cotton, 60 per cent.

Hose Reels—These are also selling well. As noted before, prices are from 15 to 25 per cent. higher than last year.

Ice Cream Freezers—An improvement in business is noted this week, orders for this line being general. We quote the following range of prices for the leading brands: One quart, $1.50 to $1.60 each; 2 quart, $1.70 to $1.80 each; 3 quart, $1.95 to $2.25 each; 4 quart, $2.35 to $2.60 each; 6 quart, $2.95 to $3.25 each; 8 quart, $3.70 to $4.10 each; 10 quart, $4.75 to $5.50 each; 12 quart, $5.75 to $6.50 each; 14 quart, $6.75 to $7.50 each.

Agricultural Wrenches—The discount is 25 per cent. The demand is brisk.

Harvest Tools—The discount continues 60 per cent.

Spring Hinges—There is an active trade. We quote: No. 5, $17.25 per gross; No. 10 $18 per gross; No. 20, $10.50; No. 120, $20; No. 51, $9.25; No. 50, $27.50.

Heavy Screw Hooks and Hinges—Prices are unchanged and business is brisk. Sizes 12 inches and upwards are selling at $3.25 per 100 lbs; the price of the 6, 8 and 10-inch sizes is $4.25.

Wire Hat and Coat Hooks—As noted last week, wire hat and coat hooks have been reduced about 10 per cent. The price of the 3-inch size is now 75 cents per gross.

Churns—There is an average business but the market is featureless. The discounts are 40 and 15 per cent. f.o.b. Montreal and 30 and 30 per cent. f.o.b. factory.

Sap Spouts—The season is almost over but a stray order is still coming in. The price is still $6 per 1,000. Cook's sugar bits are selling at 50 per cent. off list.

Poultry Netting—The demand is better this week. Discounts for 2-inch 19-gauge standard extras are 60 and 5; for 2-inch 16-gauge, the discounts are 55 and 5 per cent.

Galvanized Poultry Netting Staples—In steady request at former prices which were as follows: Sizes 5-8, 3-4, 1, 1 1-8, 10-lb boxes, $12.50 list; 25 and 50-lb boxes, $12.25 list; 100-lb boxes, $12 list. Less 57 1-2 per cent.

Bed Staples—The discount on the Montreal Rolling Mills Company's and the B. Greening Wire Company's lists is 57 1-2 per cent. The discounts on the Dominion Wire Company's list are 25 and 2 1-2 per cent.

Blind Staples—The discount is 40 per cent.

Boxwood Rules—Discounts range from 52 1-2 to 50 per cent. off list.

Shot Guns—American manufacturers are still competing for trade and prices are down to a no-profit basis.

Wire Nails—Prices are still steady although there were rumors of an "open market" in jobbing circles early in the week. It is believed that the agreed price will be maintained. American competition is not bothering our manufacturers and jobbers now and indications point to a firm market. Trade is showing a big improvement this week. We quote the following prices: $2.40 per keg carlots and $2.45 per keg in small lots f.o.b. Gananoque, Montreal, London, Hamilton, Toronto, Brantford and St. John.

Cut Nails—There is only an average trade. The price is still $2.30 per keg f.o.b. Montreal, Toronto, Hamilton, and St. John.

Fence Staples—Prices continue as follows: $3 per 100-lb keg for galvanized, and $2.80 for bright; 25 to 50-lb packages, 25c extra.

Pressed Spikes—The discount is 25 per cent.

Horseshoes—There is not much doing at present. We quote: Iron shoes, light and medium pattern, No. 2 and larger, $3.65; No. 1 and smaller, $3.90; snow pattern, No. 2 and larger, $3.90; No. 1 and smaller, $4.15; light steel shoes, No. 2 and larger, $3.80; No. 1 and smaller, $4.05; featherweight, all sizes, 0 to 4, $5.35; toe weight, all sizes, 1 to 4, $6.60. Shoes more than one size in a keg, 10c per keg extra f.o.b. Montreal only.

Horsenails—Trade is of average volume. We quote: C brand, 40, 10 and 7 1-2 per cent. off list; other brands 55 to 57 1-2 per cent. off.

Screen Wire Cloth—The price is $1.50 per 100 square feet.

Galvanized Coil Spring Wire—Business is fairly active this week. One large order is reported from the Northwest. Our quotations are as follows: Nos. 6, 7 and 8, $3.20; No. 9, $2.70; No 10, $3.30; No. 11, $3.35; No. 12, $2.95; No. 13, $3.10. Carlots 5 cents less. Freight prepaid in less than car lots to extent of 25 cents and in carlots to extent of 20 cents. For following factory points freight is equalized: Montreal, Hamilton, London, Welland, Windsor, Stratford.

Galvanized Wire—A quiet but steady market. We quote No. 5, $3.65; Nos. 6, 7 and 8, $3.10; No. 9, $2.45; No. 10, $3.15; No. 11, $3.20; No. 12, $2.60; No. 13, $2.70; No. 14, $3.70. In carlots f.o.b. Cleveland, No. 5, $2.15; Nos. 6, 7, 8 and 9, $2.10; No. 10, $2.15; No. 11 $2.20; No. 12, $2.25; No. 13,

$2.35; No. 14, $2.45. In less than carlots 12 1-2c extra per 100 lbs will be charged.

Barb Wire—Jobbers report a few "rush" orders this week from retailers who hesitated earlier in the season. We quote: $2.75 per 100 lbs f.o.b. Montreal, and $2.50 f.o.b. Cleveland. Carlots of 15 tons $2.40 f.o.b. Cleveland.

Smooth Steel Wire—There is a fair trade passing at unchanged prices: Bright and annealed, $2.50 per 100 lb f.o.b. Montreal, Toronto, Halifax, London, Hamilton and St. John. Net extra Coppered wire, 60c; tinned wire. $2; tras per 100 lb are now as follows: oiling, 10c; spring wire, $1.25; best steel wire, 75c; bright soft-drawn, 15c; hay-baling wire, 20 to 25c.

Annealed Hay Wire—Annealed hay wire and annealed and oiled wire are now sold at list prices plus the usual extras.

Fine Steel Wire—There is a quiet trade doing at steady prices. The discount is 25 per cent. with net extras as follows: 1 and 2-lb hanks, 25c per 100-lbs; 1-2-lb hanks, 37 1-2c; 1-4-lb hanks, 50c.

Brass Wire—The market is quiet. The discount is 60 per cent.

Copper Wire—At least one large sale of over 50 tons has been made this week. The discount is 60 per cent.

Rivets and Burrs—There is a brisk demand. Discounts are: Best iron rivets, section carriage and wagon box, black rivets, tinned do., coopers' rivets and tinned swede rivets, 60 and 10 per cent.; swedes iron burrs are quoted at 55 per cent. off; copper rivets with the usual proportion of burrs, 45 per cent. off and coppered iron rivets and burrs, in 5-lb carton boxes are quoted at 60 and 10 per cent. off list.

Bolts and Nuts—There is a very active demand, but supplies are reported ample. We quote discounts as follows: Carriage bolts common, ($1.00) list 3-16 and 1-4 diameter, 60 per cent.; carriage bolts, common ($1) list, 5-16 and 3-8 diameter, 55 and 5 per cent.; carriage bolts, common ($1) list, 7-16 diameter and up, 55 per cent.; carriage bolts, full square ($2.40) list, 60 per cent.; carriage bolts, Norway iron ($3) list, 60 per cent.; machine bolts, 3-8 diameter and under, 60 per cent.; machine bolts, 7-16 diameter and larger, 55 and 5 per cent.; plow bolts, 55 and 5 per cent.; blank bolts, 55 and 5 per cent.; bolt ends, 55 and 5 per cent.; sleigh shoe bolts, 70 per cent.; coach screws, cone point, 70 per cent.; nuts, square, all sizes 4c per lb off; nuts, hexagon, all sizes, 4 1-4c per lb off.

Washers, 45 per cent. off.

Screws—As noted above, there is a shortage in almost all sizes and in face of an increasing demand there is little hope of an improvement. We quote discounts as follows: Round head, bright, 82 1-2 per cent.; flat head bright, 87 1-2 per cent.; brass, round head, 75 per cent.; brass, flat head, 80 per cent.

Cordage—Prices are firm and trade is active. We quote as follows: Pure manila, 15c; British pure manila, 12 1-2c; sisal, 12c; double lathyarn, 11c; single lathyarn, 10 1-2c; Russian tarred spunyarn, 13 1-2c; jute rope, 3-8-in in diameter and upwards, 9c; cotto nrope, 21c; cotton twine, 24c for 3 and 4 ply. Cotton bedcord, 90c to $1.70, according to length. Sash cord 30 to 31 1-2c; cotton candle wick, 22 to 24c.

Building Paper—There is an active trade doing . We again quote: Tarred felt, $1.85 per 100 lb; 2-ply ready roofing, 90c per roll; 3-ply, $1.15 per roll; carpet felt, $2.25 per 100 lb; dry sheathing, 40c per roll; tar sheathing, 50c per roll; dry fibre, 55c per roll; tarred fibre, 65c per roll O.K. and I.X.L., 70c per roll; heavy straw and sheathing, $35 per ton; slaters' felt, 65c per roll.

Cement—Trade is now commencing to be quite active and the opening of lake and river natigation will see some large shipments. Prices are steady at former quotations, which were: Canadian cement, $1.90 to $2.25; German, $2.25 to $2.40; English, $2.15 to $2.25; Belgian, $1.70 to $1.95 per barrel, ex store, and American, $2.20 to $2.40 ex-cars.

Firebricks—Trade is very active and supplies are none too large. English sell at $16 to $22 per 1,000; Scotch $17 to $22.

PLUMBING GOODS.

Though river navigation is still being awaited the ice is clear between Montreal and Sorel, and a few good shipments have been made to the latter port. A few days at most will suffice to clear the river to Quebec. It is said that only seven times in the past 50 years has the season been so late at this. Orders are coming in fairly well even for shipping by rail, merchants having been forced to wait so long that stocks must be replenished immediately at all costs. There has been no quotable change in plumbing goods during the week. Soil pipe has strengthened somewhat since last report.

Lead Pipe—The demand continues active. The price is 8c for composition and 7c for ordinary. Discount 35 per cent.

Soil Pipe and Fittings—There is an active enquiry and soil pipe is quite firmly held this week. We quote as follows: Light soil pipe, 3 to 6-in, 50 and 10 per cent.; medium and extra heavy soil pipe, 2 to 6-in. 60 per cent.; extra heavy soil pipe, 8-in, 45 per cent. Light fittings, 2 to 6-in, 50 and 10 per cent.; medium and extra heavy fittings, 2 to 6-in, 60 and 5 per cent.; extra heavy fittings 8-in, 45 per cent.

Iron Pipe—There is nothing new of importance to notice in regard to this. Prices are unchanged, and we quote: Standard pipe, per 100 feet, in length under 19 feet—black, 1-8-in, $2.30; 1-4-in, $2.30; 3-8-in, $2.55; 1-2-in, $2.85; 3-4-in, $3.65; 1-in, $5.20; 1 1-4-in, $7.35; 1 1-2-in, $8.95; 2-in, $12.55. Galvanized—1-4-in. $3.20; 3-8-in, $3.45; 1-2-in, $3.90; 3-4-in, $5; 1-in. $7.20; 1 1-4in, $10.05; 1 1-2-in. $12.20; 2-in, $16.85. In the above the discount on 1-8, 1-4 and 3-8 in black and 1-4 and 3-8 in galvanized is 12 1-2 per cent.; and on 1-2 to 2, inclusive, in black and galvanized is 15 per cent. Extra heavy pipe, plain ends, are quoted per 100 feet as follows: Black, 1-2-in, $4.20; 3-4-in, $5.25; 1-in, $7.55; 1 1-4-in, $10.55; 1 1-2-in, $12.75; 2-in, $17.60. Galvanized—1-2-in, $5.25; 3-4-in, $6.65; 1-in, $9.55; 1 1-4-in, $13.25; 1 1-2-in, $16; 2-in, $21.90. The discount on all sizes of extra heavy pipe is 12-12 per cent.

Solder—Trade is as usual. We quote 18c for bar and 18 1-2c for wire solder.

METALS.

The demand for metals continues quite satisfactory, though orders for delivery by boat are accumulating rapidly, and it is apparent that when the waterway is at last clear there will be an almost unprecedented rush. Both wholesalers and retailers are naturally looking forward with some degree of impatience to the disappearance of the ice. There are no changes to quote this week whatever. It appears that the rumors circulated in regard to withdrawals of prices on Canada plates, black sheets, tinplates, etc., which we reported last week seem as yet to have been unfounded, though prices in general in these lines in the Old Country are reported firm.

Pig Iron—Orders for import are fairly good, and Canadian iron is also in demand. The first deliveries of Londonderry iron were made toward the end of last week, and further shipments were made this week, the points of delivery being in the Maritime Provinces and to Montreal. We quote: Summerlee, $20.25 to $20.75; Glengarnoch, $20.25 to $20.75; Gartsherrie, $20; Londonderry, $18.50 to $19; Carnbroe, $18.50; No. 1 Middlesboro, $16.50; No. 2, $15.50. Ferrona iron delivered in Montreal in car lots is quoted as follows: No. 1, $18; No. 2, $17.50; No. 3, $16.50; No. 4, $16.

Bar Iron—Trade is quiet and prices unchanged from $1.75 for merchants' bar; horseshoe iron, $2; forged iron, $1.95.

Black Sheets—There has been no change in this market. Prices are firm both locally and in England. We again quote: 28-gauge, $2.35; 26-gauge, $2.30; 22 to 24-gauge, $2.25; 19 to 20-gauge, $2.30, and 8 to 10-gauge, $2.40.

Steel—There have been no quotable changes. Trade is quiet, at the following prices: Sleighshoe, $1.90; tire, $1.95 to $2.10; spring, $2.75 to $2.95; toe calk, $2.55; machinery (iron finish), $2.45; square harrow, $2.45.

Tool Steel—The market is steady and unchanged. Quotations are as follows: Black Diamond, 8 to 9c; Sanderson's, 8 to 9c, according to the grade; Jessop's, 13c; Jonas & Colver's, 10 to 20c; "Air Hardening," 65c per lb; Conqueror, 7 1-4c.

Sheet Zinc—The market is quiet and prices remain at $6.15 to $6.25 in cask lots, and $6.50 in smaller quantities.

Galvanized Iron—The demand for galvanized iron is active and heavy shipments will be made on the opening of

navigation. Our quotations are: 28-gauge, Queen's Head, $4.30; Gorbal's "Best Best," $4.30; Apollo, 10 3-4 oz, $4.30; Fleur-de-Lis, $4; Comet, $4; Bell brand, $4. In less than case lots 25c extra.

Tinplates—There have been no arrivals yet, but the feeling is firm in sympathy with the primary market. Cokes are worth $3.75 and charcoals are quoted at $4.

Terne Plates—The market is quiet at $6.75.

Canada Plates—Reports as to withdrawal of quotations on the part of English firms appear to be unfounded, though there is undoubtedly a strong English market. Prices here rule firm as follows: 52s, $2.30; 60s, $2.30; 75s, $2.40; full polished, $3.60 and galvanized $4 to $4.10; galvanized 60s, $4.25 to $4.35.

Ingot Tin—Tin fluctuated somewhat during the week, but our quotation of 32 to 32 1-2 is still good.

Ingot Copper—Copper is still firm, with but slight daily variations; 13 3-4 to 14c per lb can still be quoted, though the former price would only be considered in the case of large quantities.

Pig Lead—The market weakened since our last report but has since almost recovered, and we can still quote $3.40 to $3.50. Lead still shows a good deal of strength, though the tone of the market is not as firm as it was a week ago.

Antimony—There is nothing new to report this week. Cookson's sells at 7 3-4 to 8c.

Coil Chain—There is a fair demand for chain. Prices are steady as follows: No. 6, 10c; No. 5, 9c; No. 4, 8 1-2c; No. 3, 7c; 1-4-in, $6.10; 5-16-in, $4.70; 3-8-in, $4; 7-16-in, $3.80; 1-2-in, $3.70; 9-16-in, $3.55; 5-8-in, $3.35; 3-4-in, $3.30; 7-8-in, $3.25; and 1-in, $3.20 with 10c allowance on carlots.

Zinc Spelter—Trade is steady. We quote 6c.

Scrap Metals—Metals have not changed in price, but rubbers have weakened greatly and are quoted about 1-2c lower. Iron is still firm. The demand for copper and brass is, if anything, better than last week, but prices are steady and unchanged. The market in general is quiet, a good deal of stock doubtless being held until the opening of navigation. We quote: Heavy copper and wire, 11 to 11 1-2c per lb; light copper, 10 1-2c; heavy red brass, 10 to 10 1-4c; heavy yellow brass, 8 1-2c; light brass, 5 1-2c; lead, 2 3-4c; zinc, 2 3-4 to 3c; iron, No. 1 wrought, $10 to $12; machinery scrap, $15 to $16; stove plate, $12; mixed country rags, 65 to 75c per 100 lbs; old rubbers, 5 1-2 to 6c per lb.

HIDES.

There has been no change in hides. We quote:

No. 1 beef hides	0 08 0 08½
No. 2 "	0 07 0 07½
No. 3 "	0 06 0 06½
Lambskins	0 75
No. 1 calfskins	0 11

ONTARIO MARKETS.

Office of HARDWARE AND METAL,
10 Front Street E.
Toronto, April 29, 1904

A BETTER feeling is evidenced this week despite the fact that there is general recognition that business up to the present this season has been short of the volume turned over last year. It is not expected that what has been lost by the late Spring will be regained but there is hope that the Summer will prove an active one and that its demands will exceed, in some measure at least, the needs of last year. Prices show no change throughout, though there is belief in some quarters that an advance in bolts and nuts will be made within a few weeks.

Oil Stove Wick—Prices are steady since the advance of about 10 per cent. last week.

Steel Track Door Hangers—Prices are steady since the reduction, with a fair trade doing. We quote as follows: Steel track, 1x3-16 inches, $3.75; 1 1-4x3-16 inches, $4.75. At least one house is, however, quoting as low as $3.50 for 1-inch hangers.

Chain—There is a good trade at steady prices. Prices are still as follows: 1-4-inch, $5.60; 5-16-inch, $4.45; 3-8-inch, $3.85; 7-16-inch, $3.70; 1-2-inch, $3.55; 9-16-inch, $3.45; 5-8-inch, $3.35; 3-4-inch, $3.25.

Step Ladders—There is a good demand for pine ladders on this market at 10c per foot for 3 to 6 feet, and 11c per foot for 7 to 10 feet ladders.

Lawn Mowers—Business in this line continues to improve. Prices keep as follows: Woodyatt, 10 1-2 inch wheel, $8.50; Star, 9 inch, $7; Daisy, 8 inch, $5.75; Philadelphia, 7 1-2 inch, $7; Ontario, 7 1-2 inch, $15.80; King Edward, 12 inch, $9.50 (14-inch cut in aboce). D. Maxwell & Sons, 10 1-2 inch, $7.50 to $10; 9 inch, $5.50 to $6.25; 8 inch, $4.90 to $5.50. Discount 50 per cent.

Screen Doors—The demand continues to expand. There is no change in prices which are as follows: Common, two or three panel, walnut, 4 inch, $6.50; yellow and green stained, $6.75; in natural colors oil finish, $8.75, with 20c less for 3-inch style.

Screen Wire Cloth—Prices are steady at $1.50.

Spring Hinges—An improved trade is reported with prices steady as follows: No. 5, $17.25 per gross; No. 10, $18 per gross; No. 20, $10.50; No. 120, $20; No. 51, $9.25; No. 50, $27.50.

Galvanized Wire—Business continues brisk. Prices are steady. We quote: No. 5, $3.65; Nos. 6, 7 and 8, $3.10; No. 9, $2.45; No. 10, $3.15; No. 11, $3.20; No. 12, $2.60; No. 13, $2.70; No. 14, $3.70. In carlots f.o.b. Cleveland, No. 5, $2.15; Nos. 6, 7, 8 and 9, $2.10; No. 10, $2.15; No. 11, $2.20; No. 12, $2.25; No. 13, $2.35; No. 14, $2.45. In less than carlots, 12 1-2c per 100 lbs extra charged.

Barb Wire—A fairly good business is doing. Our quotations are steady as follows: $2.75 per 100 lbs f.o.b. Toronto and $2.50 f.o.b. Cleveland. Carlots of 15 tons, $2.40 f.o.b. Cleveland.

Coiled Spring Wire—An excellent demand continues. The market is steady Our quotations are as follows: No. 9, $2.70 per 100 lbs, freights equalized with factory points at Montreal, Hamilton, London, Welland or Walkerville and allowance to other points up to 25c; carlots, $2.65, freight allowance to 20c.

Wire Nails—Better demand reported. Prices are unchanged at $2.45 per keg f.o.b. Toronto, with carlots $2.40.

Cut Nails—There is a fair trade, with prices steady at $2.30 per keg f.o.b. Toronto and Hamilton.

Horseshoes—A moderate trade is reported. Prices show no change. We quote as follows: Iron shoes, light and medium pattern, No. 2 and larger, $3.80; No. 1 and smaller, $4.05; snow pattern, No. 2 and larger, $4.05; No. 1 and smaller, $4.30; light steel shoes, No. 2 and larger, $3.95; No. 1 and smaller, $4.20; featherweight, all sizes, 0 to 4, $5.50; toe weight, all sizes, 1 to 4, $6.75. If shipped from factory 15c less.

Horsenails—Business continues fairly active. We still quote discounts as follows: "C" brand, 40, 10 and 7 1-2 per cent.; other brands 55 and 57 1-2 per cent.

Screws—A good movement in this line is recorded. Prices are steady. We quote: Flat head bright, 87 1-2 per cent. discount; round head bright, 82 1-2 per cent.; flat head brass, 80 per cent.; round head brass, 75 per cent.; round head bronze, 70 per cent.; flat head bronze, 75 per cent.

Rivets and Burrs—A good trade keeps up in this line. Prices are firm. We again quote as follows: Iron rivets, 60 and 10 per cent. discounts; iron burrs, 55 per cent.; copper rivets, with usual proportion of burrs, 45 per cent.

Bolts and Nuts—Prices are stiff and an advance is looked for by some. A good business is reported. We again quote: Carriage bolts, common ($1 list), 3-16 and 1-4-inch, 60 per cent.; 5-16 and 3-8-inch, 55 and 5 per cent.; 7-16 and up, 55 per cent.; carriage bolts, full square ($2.40 list), 60 per cent.; carriage bolts, Norway iron ($3 list), 60 per cent.; machine bolts, 3-8 and less, 60 per cent.; 7-16 and up, 55 and 5 per cent.; coach screws, cone points, 66 2-3 and 10 per cent.

Cordage—Business in binder twine shows some improvement. Prices are firm. Our quotations are as follows: Pure manila, 15c; British pure manila, 12 1-2c; sisal, 12c; double lathyarn, 11c; single lathyarn, 10 1-2c; double shingle-yarn, 11c; single shingleyarn, 10 1-2c; sashcord 'Hercules,' 32 to 35c; 'Star,' 36 to 38c; cotton rope, 3-16-inch and up, 20 1-2 to 22c; 5 32-inch, 25 to 27c; 1-8-inch, 25 to 28c; cotton twine, 3-ply 25

PORTLAND CEMENT

CANADIAN, ENGLISH, GERMAN and BELGIAN.

FIRE BRICKS, FIRE CLAY, ENAMELLED BRICKS, all colors. BUILDING BRICKS.

SEWER PIPES, CULVERT PIPES, WHEELBARROWS, FOUNDERS' and CONTRACTORS' SUPPLIES.

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Deseronto Iron Co.

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DESERONTO, ONT.

Manufacturers of

CHARCOAL PIG IRON

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Especially adapted for Car Wheels, Malleable Castings, Boiler Tubes, Engine Cylinders, Hydraulic and other Machinery where great strength is required; Strong, High Silicon Iron, for Foundry Purposes.

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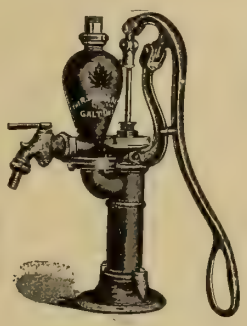

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The **R. McDougall Co.** Limited.

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"ALPHA"

HIGH SPEED STEEL

Crucible Cast Steel

for Tools of all kinds.

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NEW GLASGOW, N.S.

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Has a perfect coil or spiral' not a kink. It is made from a special wire containing a high percentage of carbon, which we get from the American Steel and Wire Co.'s Mills at Cleveland. This wire is not equalled by the product of any other concern either in tensile strength or in the galvanizing.

London Coiled Wire in No. 12 Gauge is at least 25 per cent. stronger than that sold by our competitors. A test will prove the correctness of our assertion.

We have hundreds of tons in all sizes and kinds in stock, and can ship you 500 lbs. or five cars within 24 hours after receiving order.

If you want prompt shipment send us your orders for Coiled, Plain, Barb or Staples; also Steel Gates in all sizes.

LONDON BALLED WEAVING WIRE (in small balls)

Works like a charm. Just suits the farmers.

The London Fence Machine Co.,

LONDON, ONTARIO. CLEVELAND, OHIO.

to 28c; 4-ply 32 to 34c; calking cotton, 16 1-2 to 17c; cotton waste, colored, 6 3-4c; white, 11 to 13c.

Building Paper—The market is brisk and firm. Our quotations are as follows: Tarred felt, $1.85 per 100 lbs; 2-ply ready roofing, 90c per roll; 3-ply, $1.15 per roll; carpet felt, $2.25 per 100 lb; dry seathing, 40c per roll; tar sheathing, 50c per roll; dry fibre, 55c per roll; tarred fibre, 65c per roll; O.K. and I.X.L., 70c per roll; heavy straw and sheathing, $35 per ton; slaters' felt, 60c per roll.

Firebricks—Business is good but prices are unchanged. We quote English and Scotch at 28 to 35c.

Cement—Dealers are receiving a great many inquiries for cement just now and predict an advance in price in the near future. A large quantity of it will be used this season owing to the necessary replacing of the buildings destroyed by the great fire of last week. We quote: Canadian Portland, $1.90 to $2.25; American Portland, $2 to $2.10 f.o.b. Toronto.

PLUMBING GOODS.

Business has improved materially during the past week or so, particularly in brass goods, both for waterworks and steamfitters. Soil pipe is not as active as a week ago but in iron pipe, enamelled goods, etc., an active trade is doing.

Lead Pipe—Prices are steady. We quote: Lead, 7c; lead waste pipe, 8c; discount 35 per cent.

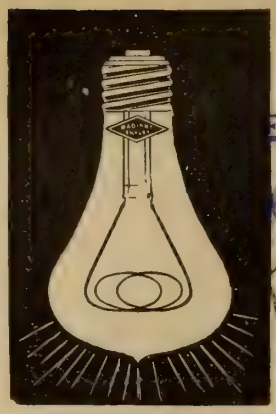
Soil Pipe and Fittings—No change in prices. We quote: Medium and extra heavy pipe and fittings, 60 per cent.; 7 and 8-inch pipe 40 and 5 per cent.

Iron Pipe Fittings—Business is larger than last week. We quote: Malleable fittings, 20 per cent.; cast iron (standard), 57 1-2 per cent.; headers, 52 1-2 per cent.; flanged unions, 60 per cent.; malleable bushings and plugs, 57 1-2 per cent.; nipples up to 6-inch inclusive, 67 1-2 per cent.

Copper Range Boilers—A fair trade has been done since the new prices were issued. Discounts at 15 per cent. continue.

Iron Pipe—Prices are firm at unchanged figures. We quote f.o.b. Toronto: Black pipe 1-8-inch, $3.25; 1-4-inch, $2.07; 3-8-inch, $2.25; 1-2-inch, $2.50; 3-4-inch, $3.22; 1-inch, $4.58; 1 1-4-inch, $6.47; 1 1-2-inch, $7.85; 2-inch, $11.05; 2 1-2-inch, $19.25; 3-inch, $22.75; 3 1-2-inch, $28.75; 4-inch, $35.25. Galvanized pipe, 1-4-inch, $2.88; 3-8-inch, $3.11; 1-2-inch, $3.42; 3-4-inch, $4.40; 1-inch, $6.35; 1 1-4-inch, $8.80; 1 1-2-inch, $10.75; 2-inch, $14.80.

Enameled Ware—There is a brisk movement at steady prices. We quote: "Standard" 5 1-2 feet rolled rim, first quality, at $21.60; second quality, $17.85. There is no change in closet quotations.



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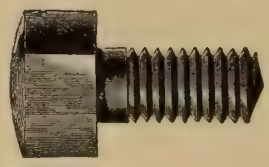

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Manufacturers of
Set and Cap Screws, Special Milled Work, Engine Studs Etc. Cold Punched Nuts of every variety of finish.
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12, 14, 16, 18, 20, 24, 30, 35 and 56 lbs. to the Yard—carried in STOCK for prompt shipment. TRACK REQUISITES.
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12, 16 and 20 Guage. Steel and Twist Barrels
Superior in Design, Workmanship and Finish, and the most popular Gun on the Market.
Simplest "Take Down" Gun Made

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Also makers of H. & R. Revolvers.
Catalog on request. Worcester, Mass., U.S.A.

METALS.

The metal market shows every sign of increasing activity, and the outlook is quite satisfactory. Large quantities of galvanized sheets and copper sheets will, it is anticipated, be needed for rebuilding operations in Toronto. Stocks here are fairly large and as practically all the incoming ships have metal for this market there is little danger of a scarcity.

Pig Iron—There is a fairly large movement of iron in this market. Canadian, United States and British grades are all offering and competition is decidedly keen. Prices are nominally unchanged. We quote:

Middlesboro, f.o.b.,	Toronto		$19 50
Hamilton, No. 1	"	$18 50 to	19 00
" No. 2	"	18 00 to	18 50
Midland, No. 1	"	18 50 to	19 00
" No. 2	"	18 00 to	18 50
" No. 1 f.o.b.	Midland	17 00 to	17 50

Bar Iron—Prices are decidedly firm. Some of the large producers in the United States have withdrawn their quotations on this market. There is an active trade. Prices are as follows: $1.80 f.o.b. Toronto. For extras as cut to length while rolling, 2 feet and over, 10c per 100 lb; 1 foot and under 2 feet, 15c; under 1 foot, 20c; over 20 feet by special agreement according to length and size.

Steel—It is still stated that steel is being dumped on this market at lower prices than those now prevailing at Pittsburg. There is a good demand. Our quotations are as follows: Jessop's high speed, 60c; Jessop's "Standard" tool, 14c; "Chas. Leonard," 8 to 9c; Jessop's best crucible sheet steel, 14c; Crucible Steel Co.'s "Black Diamond," 10 to 11c; "Silver," 13c; "Special," 17c; "Rex" high speed, 65 to 75c; "Self Hardening," 45 to 50c; Morton's tool steel, 14c.

Black Sheets—In considerable demand both for import and from stock. Prices are unchanged.

Canada Plates—A fair demand from stock. The import trade shows some improvement. Prices are unchanged. though firm. We quote as below: All dull, $2.50; half-polished, $2.60; and all-bright, $3.50.

Tin—There is an easier outside market. Quotations locally are firm but unchanged at 30 to 30 1-2c.

Galvanized Sheets—There is a good demand. Our quotations are as follows: Queen's Head, $4.25 for 28 gauge; Aemrican, $4 for 28 gauge; Bell brand, $4.25 for 28 guage; Gordon Crown, $4.25 for 28 gauge.

Tinplates—More active. The British market is quite stiff. We quote: Coke plates, bright, 14x20, $3.50; charcoal plates, $4.25.

Copper—A fair business in both ingot and sheet. Prices are steady. We quote; Ingot copper, $13.75, and sheet copper, $20 per 100 lbs.

Brass—There is a fair trade, with the discount steady at 15 per cent.

Lead—There is no change. We quote $3.30 per 100 lbs for pig lead and $3.65 for bar lead.

Zinc Spelter—A fair demand at 6 to 6 1-2c per lb.

Zinc Sheets—Stocks light. We quote: Cask lots, $6.70 to $7, and part casks $7 to $7.25.

Solder—Good trade doing. Prices are unchanged. We quote: Guaranteed half-and-half at 18c, and wiping 17c.

Antimony—8c per lb.

Old Material—The iron market is practically at a standstill but other lines are active. Prices are firm. We quote: Heavy copper and wire, 10 1-4c per pound; light copper, 9 1-4c per pound; heavy red brass, 9 1-4c per lb; heavy yellow brass, 8 to 9c per lb; light brass 5 to 5 1-2c per lb; lead, $2.50 per cwt; scrap zinc, 3c per lb; iron, No. 1 wrought, $10; No. 2 wrought, $3; machinery cast scrap, $14; stoveplate, $10; malleable and steel, $4; old rubbers, 5 1-2 to 6c per lb; country mixed rags, 50c per 100 pounds.

PETROLEUM.

There is yet no change in the petroleum market. Business is quiet and prices firm as below: Canadian prime white, 19c; Canadian water white, 20 1-2c; American prime white, 19 1-2c; American water white, 31 1-2c; ex-warehouse.

Hides, Skins and Wool.

The market is active and prices firm. Veal skins have advanced 1c per lb. on all grades. No other changes are noted this week. We quote the following prices:

HIDES.

No. 1 green, per lb	0 07
" 2 " "	0 06
" 1 " steers, per lb	0 07½
2 " " "	0 06½
Cured, per lb	0 08

CALFSKINS.

Veal skins, No. 1, 6 to 14 lb. inclusive	0 10
" " " 2 " " " "	0 08
" " " 1 15 to 20 lb "	0 09
" " " 2 " "	0 07
Deacons (dairies), each	0 65
Sheep skins	1 00 1 15
Lamb skins	0 20

WOOL.

Unwashed wool, per lb	0 09 0 10
Fleece wool, new clip, per lb	0 15 0 16
Pulled wools, super, per lb	0 18 0 20
" " extra "	0 20 0 22

MACHINERY WANT ADS.

Hardware and Metal institutes this week another feature for the convenience of its readers. In the "Condensed Advertisements," page 26, will be found a column devoted to "Machinery Wanted." Any reader of this paper desiring any new or second-hand machinery, boilers, engines, shafting, pulleys, belting or any plant or equipment for a mill, factory, foundry or machine shop, can have a condensed notice to that effect inserted free in this column. A charge will be made by firms desiring to announce machinery or equipment for sale.

On the 9th of May next will take place at Three Rivers, Province of Quebec, the marriage of Mr. Ernest Bureau, representative and director of the Canada Hardware Co. of Montreal, to Miss Evelyn Hart of that city. Hardware and Metal offers congratulations in advance.

TRADE CONDITIONS IN MARITIME PROVINCES.

Halifax, April 25, 1904.

BUSINESS has started at a more lively pace this week, the better weather being quite a stimulus to trade. Halifax harbor at present is crowded with shipping. Many fishing schooners are in port en route for the fishing grounds. These require more or less supplies of one kind or another. A large number of coasting vessels are also here taking cargo for the smaller outports, which have been closed to navigation for the past five months.

* * *

The local markets are steady; in fact there has been no change in prices to record during the week under review. The trade looks for a reduction in the price of turpentine, but so far jobbers are using the March quotations.

* * *

The new continuous steel billet mill at Sydney was started up on the 22nd, and the plant is now working satisfactorily. Several experts were present when the first billet went through and was elongated to 60 feet. They pronounced it one of the best pieces of steel they had ever seen. Five different sizes are made by a change of the rolls.

* * *

The Portland Rolling Mills at St. John have received their new plant for the manufacture of belts, etc. The works ought to be in operation by the middle of May.

* * *

The foundry business of James Hillis & Son has been taken over by a limited liability company under the name of Hillis & Sons, with a capital of one hundred thousand dollars. The business includes the foundry at Richmond, the salesroom and warehouse in Halifax, and the branch at Sydney. The business has been uniformly successful.

BUSINESS CONDITIONS IN BRITISH COLUMBIA.

Vancouver, B. C., April 22, 1904.

ACTIVE steps are being taken by the Great Northern Railway Co., or as it is known in this province, the Vancouver, Westminster & Yukon Railway, to secure location and establish central terminal facilities. A large portion of the central part of the city, just off Hastings street, at the junction with Carrall street, has been bought up for station grounds. This is known at present as Chinatown, and the Orientals who have been dispossed by the sales of land will have to find some other location for their quarter, with its odd business houses and queer stocks of goods.

The V., W. & Y. will have a splendid location, close to the centre of the city, near the inter-urban tram line and but three blocks from the Burrard Inlet waterfront, where it is said the railway now owns the Hastings mill site, one of the best pieces of frontage on the harbor, and at present occupied by the biggest saw mill plant in the city. Work will begin at once for clearing the Chinatown site of all buildings, as the railway aims to be ready to run its trains direct into the city by the time the bridge across the Fraser River at New Westminster is complete, which will be some time in June or July. Before the V., W. & Y. can reach its proposed terminal, it will have to build a bridge across False Creek, but this is to be nearly all piling and trestle work, with an 80 ft. draw in the centre. The plans for it were approved by the Railway Committee of the Privy Council last year. The V., W. & Y. line between Vancouver and New Westminster is complete and trains are now running into Vancouver from the Royal City. At present the terminus is at Westminster avenue, south of False Creek.

The Great Northern, which owns this line, is also moving to build that section of the V., V. & E. Railway up the Fraser River Valley this season. If it is carried right through to the Boundary country, it will cross the Hope Mountains and tap the rich Similkameen Valley, which is virtually the only section of Southern B. C. still without railway connection.

* * *

There are some very large cargoes of general hardware and metals now en route from the old country by the steamers of the China Mutual and Blue Funnel lines. One of these, the Hyson, will be in port next month, with 1,800 tons of general merchandise from Liverpool and other shipping centres in England for Vancouver wholesalers. Much of this is metal manufactures, steel plates, tinplates, bar iron, pig iron and lead, wire cables, corrugated steel, ship chandlery and other similar lines, as well as firebrick, fireclay and cement.

Another steamer of the same line, the Ning Chow, which arrives next week, has nearly 1,000 tons of similar cargo for local delivery. These are the largest consignments yet delivered or to be delivered to Vancouver importers, since the institution of direct service some 16 months ago. It is also evident from the trend of shipments that these steamers will in time do a large proportion of the lumber carrying to the ports which they touch on the return voyage to England. The carrying of salmon has practically been conceded to them, as their rate is 32s 6d per ton, while this year sailing ships are asking 30s per ton for salmon charters.

* * *

The sale of the Britannia mine in Howe Sound, a few miles from Vancouver, has indications this time that there will be active steps taken for its development. There has been a sum of $250,000 in cash arranged for by the new transfer, which will be expended in active work. There is a contract now let for the building of a large wharf at the waterfront just below the big mine, and it is the intention to go ahead and put up a concentrator this Summer. Ore will be raised as soon as all the other preliminaries are arranged. New York, Salt Lake and Spokane capital is interested in the new deal, and as Jas. Bellinger of the Crofton smelter is the Spokane representative, it is likely the Britannia ore will be treated at the Crofton smelter. It is expected that 400 men will be given employment before a year is over.

Some large contracts for supplying material for civic improvement have been let this year by Vancouver City Council. Recently a tender for the supply of vitrified sewer pipe for several miles of new sewers, which are to be constructed this year, was let, the successful tenderers, Messrs. Evans, Coleman & Evans, getting the contract at $19,101.36. The vitrified pipe used here is imported from England direct.

* * *

For making wood-stave water pipe, there are two new plants now completed, one of which, that of the Canada Pipe Co., is turning out stock. The pipe is tested to 190 lbs. pressure and is said to last indefinitely. It is made from selected fir, cut with a tongue and groove on the joints, and, after being put together, it is wrapped in a special machine with steel wire, varying in size with the size of the pipe. Tension is put on the wire, in wrapping it, so that a very strong pipe is the result. All sizes from two inches to 54 inches are made, and any size wanted can be made by laying the pipe in the trench with strap iron bands which are drawn up with a bolt instead of the spirally wrapped wire. There is a big market for this pipe in the Northwest, where many of the towns are being supplied with waterworks this year.

* * *

Importations of hardwood from Australia are beginning to increase. Recently the City Council of Vancouver gave an order for 10,000 feet of tallow wood planking for the deck of one of the bridges. This is to cost, laid down in Vancouver, $49.30 per M. It is claimed for it that its durability is much greater than that of ordinary fir even when it is treated with tar or other preservatives. The wearing qualities of the tallow wood are also infinitely greater. Other lines of Australian hard woods are also being largely imported, and the next steamer to arrive will have some heavy consignments, which have been ordered by the C. P. R., the B. C. Electric Railway, and other large concerns.

* * *

Because they have no relief from conditions which they consider oppressive in freight rates, the citizens of Nelson engaged in mercantile business have taken the matter up with the Railway Commission. Five weeks ago, when Mr. F. W. Peters, assistant western freight manager of the C. P. R., was in Nelson, the difficulties complained of were brought to his attention, but no reply has been received. The wholesalers of the city at a largely attended meeting adopted the following resolution:

"That the secretary wire the secretary of the Railway Commissioners asking on what date they will meet in Winnipeg, and if they will receive a delegation from the Nelson wholesalers and the Nelson Board of Trade, to present their grievances re freight rate discrimination."

* * *

Local business with the hardwaremen has been much hampered lately because of the delay in transportation. Expected consignments of freight did not arrive and orders were held here because the line was not clear. Fortunately the

snowslides have ceased for the time and the road has been able to resume ordinary traffic, so that goods are coming in and orders being sent out again.

Up-coast business is active on account of cannery operations beginning in that section of the province earlier than on the Fraser River. At Victoria there is a good deal of activity on account of the anticipated permission to use fish traps. Some holders of trap sites have already begun to build, to be in readiness for the present season.

Building operations in the city and in Victoria are very active now, fine weather being favorable for extensive operations. Building materials are rapidly moving out from stocks and it is with difficulty that some lines are kept up.

Prices of staples show but little change since last quotations. Steel rails are slightly lower, partly through local competition. Bar iron is also somewhat lower but not quotably so.

PITTSBURG METAL MARKET.

From The Iron Trade Review, April 28, 1904.

THE tone of the iron market is less confident and in some lines there are signs of hesitancy and weakness. How much of this is due to the published reports that Lake Superior ores will be reduced $1 a ton from the basis of 1903 cannot be judged; but that has been without doubt an influential factor, following the recent decision of the Steel Corporation concerning options on pig iron, the importance of which seems to have been exaggerated in some quarters.

The ore men's meeting at New York made some progress, but the outcome was not that widely telegraphed. The representatives of merchant ore firms presented a resolution to the effect that if the steel companies could not enter an association purely as miners of ore and subject to restrictions as to output, it would not be possible to maintain an agreement on any higher basis than $3.50 for old range and $3.25 for Mesabi Bessemer, and $2.85 for old range and $2.65 for Mesabi non-Bessemer. While these figures were considered too low by the Steel Corporation, its representatives are understood to have given assurance that in case an association was formed on this basis, the corporation would not sell ore in the market either directly or through conversion deals.

Pig Iron—The demand for foundry iron in this district is not heavy, purchases being limited almost entirely to carload lots for prompt shipment, indicating that the foundries need the iron, but will not buy, expecting lower prices to follow a material reduction in ore. A settlement of the ore prices for this year will no doubt stimulate the local market and much interest is being manifested in the action that will be taken at the meeting in Cleveland next Tuesday. Recognized brands of No. 2 foundry command from $13.85 to $14 Pittsburg, but sales from furnaces not regularly operating on foundry iron have been made as low as $13.60. Bessemer iron for May, June and July delivery is now quoted at $13 at the furnace, but there is practically no demand. Basic is held at the same price. The large contract for forge iron closed by the leading cast iron pipe interests will take a large tonnage out of the market and will strengthen the forge market for several months. For early delivery forge is held at $13.25, Pittsburg. We revise quotations as follows:

Bessemer, Valley	$13 00 to 13 25
Bessemer, Pittsburg	13 85 to 14 10
No. 1 Foundry	14 25 to 14 50
No. 2 Foundry	13 85 to 14 00
Gray forge, Pitt burg	13 25
Chilled basic, Valley	13 00 to 13 25
Chilled basic, Pittsburg	13 85 to 14 10

Steel—While the leading steel interests are adhering to the agreed quotations, some independent manufacturers are again making lower prices on billets, the agreed quotations being shaded from 50 to 75 cents a ton in Ohio and Indiana. Nothing better than the agreed prices is done in this district, however. We quote these prices as follows: Bessemer and open-hearth billets, 4x4 inches, and slabs, up to and including 0.25 carbon, $23 Pittsburg, Wheeling, Valley, Johnstown, Ashland, Ky., Ironton, O., and Lorain, O.; 0.26 and including 0.60 carbon, $1 advance; and 0.61 to 1.00 carbon, $2 advance. Billets smaller than 3 7-8 inches and sheet and tin bars are $1 per ton extra. Bessemer and open-hearth rods are still quoted at $30 to $31 Pittsburg.

Bars—Specifications on old contracts for iron and steel bars are heavy and the mills are operating at their limit. New business is light, however, and the iron bar market in this district is extremely quiet. Quotations are unchanged: Bar iron, 1.40c to 1.45c Pittsburg, for local delivery, while for Western shipment quotations are based on 1.35c Pittsburg. Hoops are held at 1.40c base, and bands at 1.35c taking bar extras.

Structural Material — Demand for structural material is improving, and while no very large orders are placed, there is a steady run of small business and all of the mills continue to operate in full. We make the following quotations: Beams and channels, 3 to 15 inches, 1.60c; 18 to 24 inches, 1.70c; tees, 1.65c; zees, 1.60c; angles, from 3 to 16 inches, 1.60c; universal mill plates, 1.60c.

Sheets—There is considerable cutting on black sheets, especially on desirable orders, and as low as 2.20c is being done on 28 gauge in carload lots. There is more buying, however, than for some time, but the competition is extremely keen.

Wire and Wire Nails—Most of the mills are from two to three months behind on deliveries of wire nails and wire products. The volume of new business is not heavy, however, but as most of the mills are booked up to July, the market continues very firm, as follows: Wire nails, carload lots to jobbers, f.o.b. cars Pittsburg, are quoted $1.90 base; plain wire, carload lots, $1.80 base; barb wire, carload lots, $2.20 base; staples, carload lots, $2.05 keg. Galvanized, 30 cents extra. Carload lots to retailers are held at 5 cents advance in all lines, and on less than carload lots a further advance of 10 cents is charged. Steel and iron cut nails, carload lots, $1.75, and less than carload lots, $1.80, f.o.b. Pittsburg, plus freight to points of destination. Terms, 60 days, less 2 per cent. off in 10 days.

Merchant Steel—Demand continues quite heavy and nearly all the mills are operating full. The implement manufacturers are figuring as heavy buyers closing for their requirements until the end of the year. We make the following quotations: Toe calk, 1.90c; carriage spring steel, 1.75c; tire steel, 1.65c; plow steel, 6 inches and under, 1.40c for Bessemer and 1.45c for open-hearth; plow slabs, 1-4 inch and heavier, 1.65c. The demand for shafting on the part of the machinery manufacturers is not heavy, and tonnage has therefore been considerably affected. Drawn, ground and cold rolled shafting is held at 52 per cent. off in carload lots and 47 off in less than carloads.

Pipes and Tubes—The demand for line pipe for carrying oil from the fields in Indian Territory, Kansas and Texas will be unusually large this year, while the requirements of the natural gas operators also promise to be heavier than anticipated.

Coke—Owing to the excellent shipments now being made from the Connellsville region, somewhat lower prices are reported on coke. Sales of foundry coke have been made at $1.95 to $2 for strictly Connellsville, although the ruling quotations that are being made by the majority of the producers range from $2 to $2.25. On furnace coke $1.55 to $1.60 is being quoted, although sales of furnace coke in transit have been made as low as $1.50. Idle capacity in both the upper and lower regions is gradually being placed in operation, and at present out of a total of 23,041 ovens in the upper region, 18,381 are in operation, while in the lower region out of a total of 5,645 ovens only 985 are idle. The total production amounted to a little over 262,000 tons during the week ending April 16, the upper region having produced 207,093 tons and the lower 55,258.

LONDON METAL QUOTATIONS.

From the Metal Market Report.
New York, April 28, 1904

Tin—Spot tin opened steady at £127 7s 6d, futures £126 7s 6d, and after sales of 110 tons of spot and 230 tons of futures closed firm at £127 12s 6d for spot and £126 15s for futures, making price as compared with yesterday 7s 6d higher on spot and 7s 6d higher on futures. Singapore quotation for tin to-day was equal to £127 London, unchanged from yesterday's closing.

Copper—Spot copper opened firm at £58 12s 6d, futures £58 10s, and after sales of 200 tons of spot and 300 tons of futures, closed easy at £58 7s 6d for spot and £58 5s for futures, making price as compared with yesterday unchanged on spot and 1s 3d higher on futures.

Lead—The market closed at £12 2s 6d, making price as compared with yesterday 2s 6d lower.

BUSINESS IN CAPE BRETON.

IN the Port Hood, C.B., Siftings of recent date the business outlook in that section of Canada was sized up thus:

After a comparatively severe Winter, an early Spring would be a welcome visitor. As this is a matter which rests with Providence people must submit and take these dispensations as they come.

No one that we are aware of suffered for the necessities of life; we are cognizant of the fact, however, that the steady Winter weather has caused a scarcity of cattle feed in many sections of the country. Owing to the heavy snowstorms lumbermen were prevented from prosecuting their industry as vigorously as during the preceding three years. Railway transportation facilities were also hampered, causing a general stagnation in the coal trade so far as the County of Inverness is concerned. A dulness in trade of every description has been the inevitable consequence.

Almost every person one meets asks "What kind of Summer are we going to have?" Without taking a gloomy aspect of the future, we are inclined to put a conservative estimate on the success of the different undertakings for the remainder of the year. There will of course be considerable activity at the mining centres; but there is nothing in sight to warrant the belief that there will be a boom. If the prosperity which has been enjoyed for some years can be maintained at its normal condition. people will have reason to be thankful. The indications, however, point rather to a shrinkage than an overplus. Whether due to the war in the East or "a corner in wheat" breadstuff has advanced about 25 per cent. which will increase the cost of living without any corresponding increase in wages or better prices for commodities which farmers may wish to dispose of for cash or in exchange for manufactured goods.

As "after a storm there is always a calm," so it is that after a boom there is always a reaction. While there is nothing discouraging in sight we think it is better to realize that there is more or less stringency in every industry, and the only way of successfully combatink these conditions is by exercising the strictest economy. "Earn more and spend less" should be the motto.

HARDWARE CONDITIONS IN MANITOBA.

Office of HARDWARE AND METAL
Room 308 McIntyre Block.
Winnipeg, April 27, 1904.

FOR the past week business has beeh a little quiet and trade throughout Manitoba and the Northwest has been dull owing to the fact that the farmers are practically stalled up on account of the large stretches of water that cover the prairies for miles. The market remains unchanged. We quote:

Barbed wire, 100 lb.	$3 15
Plain galvanized ... 6 to 8	3 39
" ... 9	2 50
Plain galvanized ... 10	3 50
" ... 12	3 10
" ... 13	3 20
" ... 14	3 90
" ... 15	4 45
" ... 16	4 60
Plain twist	3 15
Staples	3 65
Oiled annealed wire ... 10	3 42
" ... 11	3 48
" ... 12	3 56
" ... 13	3 66
" ... 14	3 76
" ... 15	3 91
Annealed wires (unoiled) 10c. less.	
Horsenails, 40 per cent. discount.	
Horseshoes, iron, No. 0 to No 1	$4 75
No. 2 and larger	4 45
Snow shoes, No. 0 to No. 1	4 60
No. 2 and larger	4 45
Steel, No. 0 to No. 1	4 45
No. 2 and larger	4 20

Cut Nails—		Wire Nails—	
2d 1 in.	$4 10	1 in.	4 15
3d Fin. 1⅛ in.	4 10	1⅛ in.	4 10
3d 1¼ in	3 75	1¼ "	3 70
4d 1½ in	3 50	1½ "	3 50
5d 1¾ in	3 50	1¾ "	3 50
6d 2 in.	3 40	2 "	3 40
8d 2½ in	3 25	2½ "	3 25
10d 3 in.	3 20	3 "	3 20
20d 4 in.	3 15	3½ "	3 15
30d 4½ in.	3 10	4 "	3 10
40d 5 in.	3 10	4½ "	3 10
50d 5½ in.	3 10	5 "	3 10
60d 6 in.	3 10	5½ "	3 10
		6 "	3 10

Bar iron (basis)	2 50
Swedish iron (basis)	4 75
Sleigh shoe steel	2 85
Spring steel	3 25
Machinery steel	3 50
Tool steel, Black Diamond, 100 lb	8 50
Jessop	13 00
Sheet iron, black, 10 to 16 gauge, 100 lb.	3 50
18 to 22 gauge	3 75
24 gauge	3 90
26 gauge	4 00
gauge	4 10
Galvanized Iron, Apollo, 16 gauge	4 00
18 and 20 gauge	4 00
22 and 24 gauge	4 25
26 gauge	4 25
28 gauge	4 50
30 gauge or 10¾ oz	4 75
Extra sheets, 36 in. wide an advance of 25 p.c. per 100 lb.	
Queen's Head, 24 gauge	4 25
26 gauge	4 50
28 "	4 75
Extra sheets, 36-in. wide, an advance of 25 p.c. per 100 lb.	
Genuine Russian, per lb	11
Imitation " "	07 to 08
Tinned, 24 gauge, 100 lb	8 00
26 gauge	8 50
Tinplate, IC charcoal, 20 x 28, box	9 50
" IX "	11 50
" IXX "	13 50

Ingot tin	35
Canada plate, 18 x 21, 18 x 24 and 20 x 28.	3 00
Canada plate, full polished	3 15
Sheet zinc, cask lots, 100 lb	7 00
Broken lots	7 50
Pig lead, 100 lb.	5 50
Black iron pipe, ⅛ inch	3 30
" ¼ "	3 30
" ⅜ "	3 40
" ½ "	3 75
Black iron pipe, ¾ inch	4 30
" 1 "	6 25
" 1¼ "	8 75
" 1½ "	10 50
" 2 "	14 50
Rope, sisal, 7-16 and larger, basis	11 75
Manila, 7-16 and larger, basis	15 25
Lathyarn	11 25
Solder	20
Axes, chopping	$ 6 75 to 12 00
" double bitts	12 00 to 18 00
Bluestone	5 25
Screws, flat head, iron, bright	85 and 10 p.c.
Round " "	80 p.c.
Flat " brass	75 and 10 p.c.
Round " "	70 and 10 p.c.
Coach	70 p.c.
Bolts, carriage, 3-16 and ¼	60 p.c.
" 5-16 and ⅜	55 and 5 p.c.
" 7-16 and up	55 p.c.
Bolts, machine, ⅜ and under	50 and 5 p.c.
" 7-16 and over	55 and 5 p.c.
Bolts, tire	60 and 5 p.c.
Bolt ends	55 and 5 p.c.
Sleigh shoe bolts	70 p.c.
Machine screws	70 p.c.
Plough bolts	55 and 5 p.c.
Square nuts, case lots	3c. discount.
" " small lots	2½c. "
Hex " case lots	3c. "
" " smaller lots	2½c. "
Rivets, iron	50 and 10 p.c.
Copper, No. 8	32
" No. 12	36
Coil chain, 3-16 inch	9½
" ¼ inch	7⅞
" 5-16 inch	5¾
" ⅜ inch	5¾
" 7-16 inch	4¾
" ½ inch	4½
" ⅝ and ¾ inch	4
Spades and shovels	40 and 5 p.c.
Harvest tools	60 p.c.
Axe handles, turned, s. g. hickory, doz.	$3 15
No. 1	1 90
No. 2	1 60
Octagon extra	2 30
No. 1	1 60
Files common	70 and 10 p.c.
Diamond	60 p.c.
Building paper:	
Anchor, plain	65c.
" tarred	70c.
Pure fibre, plain	67½c.
" " tarred	80c.
Ammunition, cartridges, Dominion R.F.	50 p.c.
Dominion, C.F., pistol	30 p.c.
" military	15 p.c.
American R.F.	30 p.c.
C.F. pistol	5 p.c.
C.F. military	10 p.c. advance.
Loaded shells:	
Eley's soft, 12 gauge black	15 00
chilled, 12 gauge	16 00
soft, 10 gauge	18 00
chilled, 10 gauge	19 00
Shot, Ordinary, per 100 lb	6 00
Chilled	6 50
Powder, F.F., keg	4 75
F.F.G.	5 00
Tinware, pressed, retinned.	70 and 10 p.c.
" " plain	75 and 2½ p.c.
" pieced	
Japanned ware	37½ p.c.

Enamelled ware, white	45 p.c.
" Famous	50 and 10 p.c.
" Imperial	50 and 10 p.c.
Green Wire Cloth	1 55

PETROLEUM.

Water white American	27½c.
Prime white American	25½c.
Water white Canadian	25½c.
Prime white Canadian	24½c.

SCRAP.

No. 1 cast iron	$14 to 15
No. 2 "	7
Wrought iron scrap	5
Copper (heavy)	8½c. per lb.
Yellow brass (heavy)	7½c. "
Light brass	5c. to 6c. "
Lead pipe, or tea lead	2c. to 2½c. "
Zinc scrap	1c. "

PAINTS, OILS AND GLASS.

White lead	$6 00 to $6 50
Putty in bladder, 2½ lb., in keg of 100 lbs.	0 02¾
Turpentine, pure, in barrels	$ 0 97
Less than barrel lots	1 02
Linseed oil, raw	0 52
Boiled	0 55

WINDOW GLASS.

Single 1st break, up to 25 miled inches, $3.50; 26 to 40, $3.75; 41 to 50, $3.25; 51 to 60, $4.50; 61 to 70, $5, in 100-ft. boxes.

Lubricating oils, heavy castor machine	0 29
" " extra engine	0 27
" " dynamo	0 35
" " black	0 22
" " cylinder (as to quality)	$0 50 to 0 75
Harness oil	0 50 to 0 60
Neatsfoot oil	1 00
Vegetable oil, 1st pressure	1 00½
" " 2nd pressure	1 09½

WILL BUILD TURBINES IN CANADA

S. B. Polson and J. B. Miller, of the Polson Iron Works, of Toronto, during their trip have visited many shipbuilding yards, English and continental, and were shown every attention. Mr. Polson, speaking to the Canadian Press representative, expressed himself as greatly satisfied with the results of the trip. They had closely studied everything new in the way of shipbuilding, and hoped that the turbine steamer launched recently on the Tyne would be the last built in that country for Canada. In future Canada will build her own turbines, says Mr. Polson.

Ross & Matthews, hardware and stove dealers, Dundas, Ont., have just installed a complete tinsmithing outfit and have secured a practical tinsmith to look after that part of the firm's business.

INCREASING THEIR STOCK.

Baines & Peckover, Toronto, are gradually extending their stock. They now carry, in addition to their regular lines, bolts up to 30 inches long and 7-8-inch thick; bolts with hex. nuts, 7-8-inch thick; coach screws, to 12x3-4-inch; wood screws in great range.

"Matchless Treasure"
RANGE

4-Hole Coal or Wood Range

Sheet Steel Oven, Duplex Grate, Nickeled Steel Edges, "Never-Break" Steel Base.

A splendid baker, moderate in price, and economical on the fuel.

EVERY "MATCHLESS TREASURE" GUARANTEED

THE D. MOORE COMPANY, HAMILTON

MANITOBA DEPOT

MERRICK, ANDERSON & CO.,

117 Bannatyne St. East, - Winnipeg

MANUFACTURED BY
G. F. STEPHENS & CO., LIMITED
WINNIPEG, CANADA.

PAINT, OIL AND BRUSH TRADES

Ochre in France.

THE production and preparation of ochre is an industry which has been existing in France for almost two centuries, says the Oil and Colourman's Journal. The product possesses a good reputation, since it is rich in ferric oxide, and its production is conducted with the utmost care. Ochre is chiefly found in five "departments," viz.: Ardennes, Isere, Lot et Garonne, Vaucluse, and Yonne. The three first-named districts produce only comparatively slight quantities, the important mines and factories being in Vaucluse and Yonne. In the latter department the ochre veins are not very thick—70 centimetre to 1 metre—but contain considerable quantities of ferric oxide, and give comparatively large yield of ochre. Some is obtained there almost exclusively in underground galleries diverging from a centre shaft, which sometimes goes down to a depth of 33 metres. The ochre is brought up there from open pits, as well as from underground mines and galleries, the process being still a rather primitive one. The clay is brought down a long distance in carts to the valley, where the washing is conducted. The material consists of fine sand and ochre, and is free from gravel and stones. It is only dug for in Winter, since only then water is present in sufficient quantity. In Summer the waterways dry up. The separation of the ochre from sand is accomplished in a very simple manner. The crude ochre is flooded with water, and the cleaned product is caught in tubs, in which it settles. Three different grades are obtained in this manner. When the clay comes from the mine it is spread on the ground for a space of about half-hecter, and ditches are dug between, which lead to a series of basins, each one lower than the next. A mild stream of water is conducted into the ditches, so that it runs over the layers of clay. This softens the ochre and washes it gradually down. On the way to the first basin, the sand, being heavier, remains in the ditches, so that the water, when it enters the first basin contains only ochre. The largest and heaviest ochre particles remain in the first basin, the second basin will receive a somewhat finer grade, and so on. In this manner the clay is washed, and the process is manipulated during the whole Winter, so that, when the Spring comes, the basins are filled with fine ochre in the shape of heavy mud. In the dry season, the water is stopped off and the basin freed from it entirely. As soon as the ochre is dry enough to be shaped, bricks of equal size are formed of it and exposed to the sun, so as to dry them entirely. A portion of the ochre is then shipped, but a much larger part is crushed into powder—not ground. The greatest difficulty is for the manufacturer to obtain a uniform shade, since ochre shows all sorts of hues from dark red to the well-known gold color. A good result is really only furnished by the mines which yield yellow ochre; when the reddish cast appears the product loses in value. In the vicinity of Apt, in the department of Vaucluse, there are ochre beds of entirely red color, but same cannot be compared to the so-called Venetian red, the color being less strong and brilliant. There are many mines around Apt, which have been worked for many years already, but are not exhausted by any means. One of them is notable in that it has furnished a uniform quality for the whole time it has been worked, while that of the others varies from year to year. Many mines are abandoned when the earth is no longer yellow, and changes into red, but it occurs only seldom that the working is discontinued because they are exhausted.

White Lead Prices.

"It is absolutely ridiculous that white lead prices should be at their present level in Canada," said a Toronto jobber this week. "Do you know that prices are more than 2c. higher in Detroit than they are in Windsor? Why? Just because the United States manufacturers have sense enough to maintain their prices at a basis suitable to them all.

What Should a Good Paint Be?

One season handling Hollywood brand will convince you that it is what it should be—

GOOD PAINT TO COVER
GOOD PAINT TO WEAR
GOOD PAINT TO SELL

What more do you want? Hollywood Paste, Ready-Mixed and Floor Paints wear on the job, not off it.

The Imperial Varnish & Color Co.
LIMITED,
TORONTO, ONTARIO, CANADA.

LINSEED OIL

Raw and Boiled

"GUARANTEED PURE"

MANUFACTURED BY

Canada Linseed Oil Mills, LIMITED.

MONTREAL.

☞ **BARRELS WANTED!!**

We are open to **buy good, sound, oak** Linseed Oil, Turpentine, Varnish, and Machine Oil Barrels.

If You Buy

Varnishes **Paints**
Japans **Colors**
Lacquers **Glues**
Stains **Bronzes**
Fillers **Chamois**
Sponges

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R. C. JAMIESON & CO. LIMITED

MONTREAL

AGENTS FOR ASPINALL'S ENAMEL.

"ARK BRAND" WEATHER & WATER PROOF PREPARED PAINT

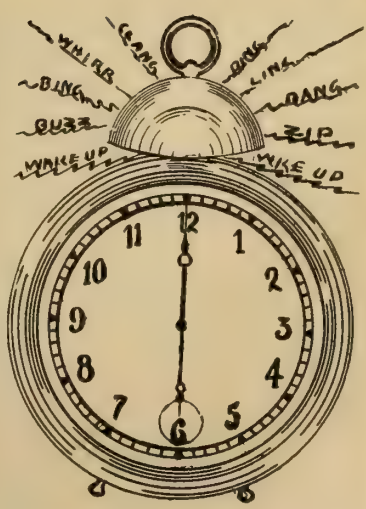
The hour has come

when men and women buy paint for the Spring renewing.

Many have already learned to demand "ARK" Brand—the paint that never fails them. Many dealers who have experimented with this and that brand, have concluded that "ARK" Brand above all others serves them best. Here is proof:

Messrs. The Francis-Frost Co., Limited, Toronto. Knowlton, Que., Feb. 4th

Gentlemen,—We have been handling "ARK" Brand Paint for the past seven or eight years and as long as it is kept up to its present standard and as long as we continue dealing in that line we will handle "ARK" Brand if we can get it. We have had more satisfaction in selling it than any other paint we have handled, and we have handled a number of different brands. Yours truly, GEO. ROBB & SON.



We help our agents sell our paints. Write us concerning the agency for your section.

The Francis-Frost Co., Limited

TORONTO, ONT.

Canadian Distributing Agents for Grippin's Crack Filler and "Muresco" Wall Finish.

Paint and Oil Markets

Quebec.

Office of HARDWARE AND METAL,
232 McGill Street.
Montreal, April 29, 1904.

THE linseed oil market is weak, but until the opening of navigation no low priced supplies can arrive. In the meantime the local market is somewhat unsettled and while some houses have held to quotations of last week others have made concessions of 1 cent per gallon. The range of prices will be found below. New supplies will soon be arriving freely and naturally prices are a little more elastic. Although concessions have also been made in turpentine, supplies are none too abundant and the dealers are waiting for the new crop in the sunny south in hopes that prices will recede still more. In general business the week has seen a marked improvement. Although the river is still blocked at Cap Rouge boats are already accepting freight for Quebec and there is more life in Montreal manufacturing centres than at any previous time this season. Milder weather is having a very stimulating effect on the demand. The city trade is still demoralized by the strike of the house painters, but all indications seem to point to a speedy settlement. We quote:

Ground White Lead—Best brands, Government standard, $4.50; No. 1 $4.25 to $4.40; No. 2, $4 to $4.10; No. 3, $3.67 1-2 to $3.77 1-2; No. 4, $3.30 to $3.40, all f.o.b. Montreal.

Dry White Lead—$4.25 in casks, and in kegs $4.50.

Dry White Zinc—Pure dry, in casks, 6 1-4c; in 100-lb kegs, 6 3-4c; No. 1, zinc, in casks, 5 1-4c; in 100-lb kegs, 5 3-4c.

White Zinc—(ground in oil)—Pure, 25-lb irons, 8c; No. 1, 7c; No. 2, 6c.

Putty—Bulk, in barrels, $1.50; in 25-lb tins and irons, $1.80; bladdered putty in barrels, $1.75.

Orange Mineral—Casks, 7c; 100-lb kegs, 7 1-4c; smaller quantities, 8 1-4c.

Red Leads—Genuine red lead, in casks, $4.25; in 100-lb kegs, $4.50; in less quantities, $5.50 per 100 lb. No. 1 red lead, casks, $3; kegs, $4.25, and smaller quantities, $5.25.

Litharge—Ground, casks, 5c; in less quantities, 5 1-2c; flake litharge, casks, $5; smalls, $5.50 per 100 lb.

Turpentine—Single barrels, 84 1-2c to 85c per gallon; 2 to 4 barrels, 83 1-2 to 84c per gallon. Standard gallon of 8.6 pounds. The difference in quotations is due to different terms of payment.

Linseed Oil—Raw, 1 to 4 barrels, 45 to 46c; 5 to 9 barrels, 44 to 45c; boiled, 1 to 4 barrels, 48 to 49c; 5 to 9 barrels, 47 to 48c. Delivered in Ontario between Montreal and Oshawa at 2c per gallon advance.

Shellac Varnish—Pure white, $2.85 to $3.50; pure orange, $2.75 to $3.40; No. 1 orange shellac, $2.45 to $2.60.

Mixed Paints—$1.20 to $1.40 per gallon.

Castor Oil—8 3-4 to 9 1-4c in wholesale lots, and 1-2c additional for small lots.

Canadian Paris Green — Barrels, 14 1-4c; arsenic kegs, 14 1-2c; 50 and 100 lb drums, 15c; 25-lb drums, 15 1-4c; 1-lb packages, 16c; 1-2-lb packages, 18c; 1-lb tins, 17c. Terms 2 per cent. discount for cash in 30 days or 90 days net.

English Paris Green—Barrels, 14 1-4c; arsenic kegs, 14 1-2c; 50 and 100 lb drums, 15c per lb; 25 lb drums, 15 1-2c; 1-lb paper boxes, 16c; 1-lb tin boxes, 17c. Terms, 2 per cent. 30 days; 90 days net.

Ontario.

Office of HARDWARE AND METAL,
10 Front Street E.
Toronto, April 29, 1904

TURPENTINE and linseed oil continue to receive the chief attention of the trade. Turpentine is quoted 4c lower by the majority of the trade. Linseed is 1c lower. There is a disposition on the part of some dealers to quote putty 25c lower than last week. Whiting is unchanged but lower prices are expected as soon as St. Lawrence navigation is open. Other materials are unchanged.

White Lead—Ex-Toronto, pure white lead, $4.65; No. 1, $4.20; No. 2, $3.90; No. 3, $3.50; No. 4, $3.25 in packages of 25 lb and upwards; 1-2c per lb extra will be charged for 12 1-2-lb packages; genuine dry white lead, in casks, $4.50.

Red Lead—Genuine in casks of 560 lb, $4.25; ditto, in kegs of 100 lb, $4.50; No. 1, in casks of 560 lb, $3.75 to $4; ditto, in kegs of 100 lb, $4.25.

White Zinc—Genuine, French V.M., in casks, $6 to $6.25; Lehigh, in casks, $6 to $6.25.

Shingle Stain—In 5-gallon lots, 60 to 85c per gallon.

Paris White—90c to $1 per 100 lb.

Whiting—60 to 65c per 100 lb; Gilders' whiting, 75c.

Shellac—Pure orange, in barrels, $2.50 to $3; white, $2.50 per gallon; No. 1, $2.37 1-2, including price of can.

Linseed Oil—Raw, 1 to 2 bbls, 48c; boiled, 51c; 3 to 5 bbls, raw, 47c; boil-

THE QUICKEST SELLING PAINT SPECIALTY

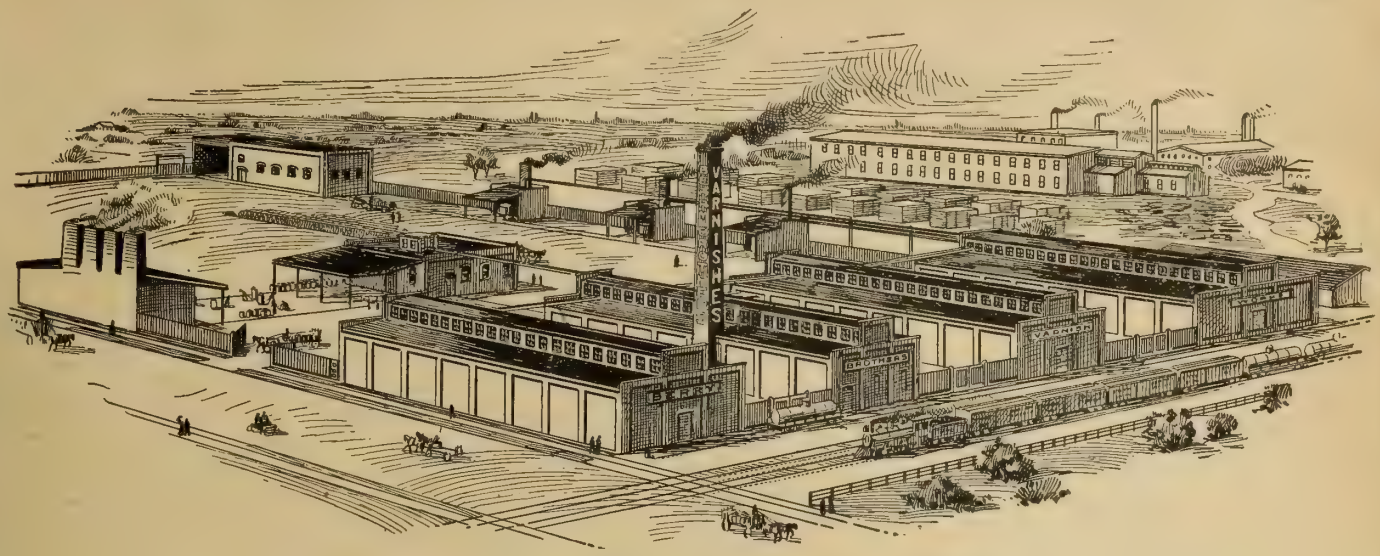
ever offered to the trade—

"ANCHOR"
STRAW HAT ENAMEL

Quick drying, will not wash, rub or chip off.

We furnish a handsome framed card with each order.

Originators and Sole Manufacturers:
HENDERSON & POTTS, Limited, Halifax.
HENDERSON & POTTS CO., Limited, Montreal.



IT IS NEARLY

HALF A CENTURY

since we commenced to make Varnish. During this period we have acquired a knowledge not only of Varnish, but of the varied needs of varnish consumers that nothing but time can impart, and have also learned how to cater successfully to every varnish want.

Our experience belongs to those who use and sell Berry Brothers' Varnishes.

Safest goods to handle, surest and most reliable goods to use.

WRITE FOR CATALOGUE.

Berry Brothers
LIMITED

WALKERVILLE, ONT.

MANUFACTURERS OF EVERY GRADE OF VARNISH FOR EVERY USE KNOWN

ed, 50c; 6 to 9 bbls, raw, 46c; boiled, 49c; delivered, Toronto, Hamilton, London and Guelph. One firm is quoting raw, 1 to 4 bbls, 46c; boiled, 49c; 5 to 9 bbls, raw, 45c; boiled 48c; 10 bbls and over, open; ex-Toronto, 2 per cent. off 30 days.

Turpentine—Single bbls, 81c; 2 to 4 bbls, 80c; 5 bbls and over, open, Toronto, Hamilton, London and Guelph. One firm quotes: Single bbls, 84c; 2 to 4 bbls, 83c; 5 bbls and over, open, ex-Toronto with 2 per cent. off 30 days. For less quantities than barrels, 5c per gallon extra will be added, and for 5-gallon packages, 50c and 10-gallon packages 80c will be charged.

Glues—Broken sheet, in 200-lb bbls, 8 to 8 1-2c per lb; cabinet glue, in bbls, 11 1-2 to 12c; emery glue, in bbls, 17c; bookbinders', ground, 10 1-2c; finest American, white, 19c; No. 1 American white, 15c per lb.

Putty—Common, $1.65; pure (linseed oil) bladders in barrels, $1.75; bladders, in 100-lb kegs, $2; bulk in barrels, $1.50; bulk, less than barrels and up to 100-lb, $2.50.

Plaster Paris—New Brunswick, $2 per bbl.

Liquid Paints—Pure, $1.20 to $1.40 per gallon; No. 1, $1.10 per gallon.

Barn Paints—55 to 70c per gallon.

Bridge Paints—75c to $1.

Castor Oil—English, in cases, 7 1-2 to 8c per pound, and 8 1-2 to 9c for single tins.

English Paris Green — Petroleum bbls, 13 1-4c; arsenic kegs, 13 1-2c; 50 to 100-lb drums, 14c; 1-lb packages, 15c; 1-lb tins, 16c; 1-2-lb tins, 18c.

Canadian Paris Green (present delivery)—Petroleum bbls, 13 1-4c; arsenic kegs, 13 1-2c; 50 and 100-lb drums, 14c; 1-2-lb tins, 18c.

St. John.

Burning oil is a quiet line at this season but the dealers are busy attending to shipments of lubricating and paint oils. There is very keen competition in lubricating oils. Prices are firmly held. In linseeds the low prices are still quoted. Turpentine is high.

Window Glass.

MONTREAL.

To the remarks made last week there is nothing to add as the situation remains unchanged. Import prices from Belgium have been advanced owing to the fear of a serious strike. Locally the market is very firm but no advances have yet been made and if May Day passes without any outbreak of labor troubles in Belgium prices here will probably be unchanged for the present. Everything depends upon the course of the Belgian market. We quote: First break, 50 feet, $1.70; second break, $1.80 for 50 feet. First break, 100 feet, $3.25; second break, $3.45; third break, $3.95; fourth break, $4.20.

TORONTO.

Business is of considerably smaller volume than usual at this season. Prices are unchanged but not strong. We quote window glass as follows: Star, first break at $3.30 per 100 fet and Double Diamond first break, at $5.10. Discount 15 and 20 per cent.

Turpentine From Mill Waste.

A company has been incorporated at Lake Charles, La., with a paid in capital of $50,000. The object is to extract turpentine and other essential oils and valuable products from the mill waste. To utilize this waste, the slabs, sawdust and other refuse from the big mills,

Look Out!

When you buy Green just examine the label and be sure that it reads and looks like this:

That's your safe-guard. It means that the purest, most economical and durable paint in the world is

LUCAS

Imperial French Green

JOHN LUCAS & CO.

PHILADELPHIA

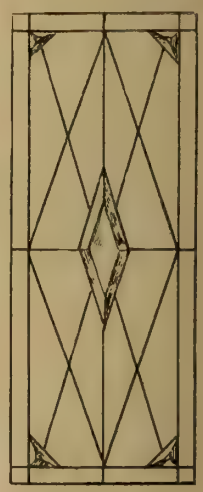
NEW YORK **CHICAGO**

McArthur, Corneille & Co., Montreal.

Show These to Your Customers.

BEVEL PLATE DOOR AND WINDOW PANELS

102.



103.

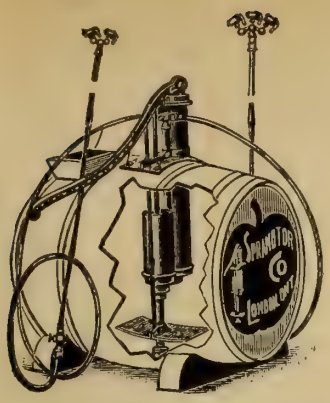
LUXFER WINDOW PRISMS

LUXFER SIDEWALK PRISMS

3 feet Square } **STANDARD SIDEWALK PRISMS**
4 feet Square } **IN STOCK.**

LUXFER PRISM CO.,

100 King St. W., TORONTO.



THE SPRAMOTOR

is recognized by the users as the most durable and efficient apparatus yet invented, for the

Prevention of blight and bugs on fruit and potatoes.

For the destruction of wild mustard in the grain crops without injury to the grain, and for

The painting of buildings.

Has been awarded First Place by the Canadian Government in actual contest, and

The Gold Medal at the Pan-American.

The Trade fully protected.

Write for particulars and discounts. Terms liberal.

THE SPRAMOTOR CO.,

68-70 King St., - - LONDON, CAN.

McCaskill, Dougall & Co.

Manufacturers

RAILWAY, CARRIAGE AND BOAT **VARNISHES.**
HIGH-GRADE FURNITURE and HOUSE VARNISHES.

MONTREAL.

All hail, Northwest !

We have installed at Winnipeg a thoroughiy modern **Glass Bevelling and Silvering Plant,** and are ready to turn out promptly all orders for bevelled plates; British mirrors, bevelled and plain, ground and polished edges, etc.; German mirrors, plain and bevelled.

QUICKER DELIVERIES. LESS RISK OF DAMAGE.

INQUIRIES SOLICITED.

The Consolidated Plate Glass Co., of Canada, Limited

TORONTO MONTREAL LONDON
OTTAWA WINNIPEG.

Genuine Pratts Astral Lamp Oil

Sold in all countries and recognized as the highest grade oil manufactured.

WHOLESALE ONLY

THE QUEEN CITY OIL COMPANY, Limited, - TORONTO, ONT.

TO OUR WESTERN ONTARIO CUSTOMERS.

Our Toronto Warehouse has been totally destroyed by fire, but we can fill all orders **promptly** from Montreal. Our customers will not suffer, as we undertake to pay the extra freight charges from Montreal on **Island City Paints and Varnishes** Address all correspondence to our temporary offices at **23 Scott Street, Toronto,** and all orders received at this office will be given precedence.

P. D. DODS & CO., Montreal, Toronto, Vancouver

Cycle Baking Enamel.

A durable, tenacious and Elastic Enamel specially prepared for Bicycles, Baby Carriages, etc. Produces a tough, high gloss finish. Blacks, blues, greens, yellows, reds, white and ivory. Gallons, half-gallons, quarts, pints, half-pints.

Send for Price List

THE STANDARD PAINT AND VARNISH WORKS CO.

Manufacturers of Colors, Paints and Varnishes. LIMITED

WINDSOR - - CANADA.

THE PAINT

"Par Excellence"

WHERE THERE IS ANYTHING TO PAINT, PAINT WITH

THE **CANADA PAINT COMPANY'S** PAINT.

Be assured that the **CANADA PAINT COMPANY'S** name is upon the label.

The directions for use are simplicity itself: have a clean brush, stir the paint and apply a smooth even coat.

"SUN" FLOOR FINISH.

A thoroughly reliable floor finish: Extremely ly hard drying and very durable.

For Pine, Hard Wood or Stained floors it gives an excellent finish. May also be applied on stairs, halls, and wherever there is much traffic. Directions upon each package.

Address,

THE CANADA PAINT COMPANY LT'D

MONTREAL

TORONTO

hundreds of tons of which are now burned nightly in that district, has been the dream of practical lumbermen for years. The projectors of the enterprise believe that this hope is about to be realized, and they are willing to back their judgment with the money. The plant will be constructed and operated under the supervision of the company's chemist, whose services were secured several months ago, and he has spent the intervening time in experimenting with the waste and devising a practical method of handling it. Situated in the heart of the milling district, the company can procure the raw material at the smallest possible expense for transportation.

Petroleum in the Northwest.

H. H. Jones, manager of the Rosella Hydraulic Mining Co., of Victoria, B. C., has received advices from the company's representative in the far northeastern section of the province, next the Yukon boundary, that the Indians have disclosed the existence, in the mountains, of a lake of petroleum.

The Indians say that out from the edge of the bank there are places where the stuff wells up continually; it has done so day and night for as long as the oldest man can remember. It is supposed that those are free natural springs of oil, and that the whole lake is one huge sheet of crude petroleum. The depth in many places is considerable. Rocks from around the margin of the lake impregnated with the oil will burn readily.

The news has caused a good deal of excitement at Victoria, and it has not been allayed by the further information that men are staking out the lands as fast as they can measure them off. One man in Victoria has a partner who has already laid off 15 claims in the choicest locations around the copper and oil region.

TRANSPORTATION NOTES

It is understood that Hon. H. R. Emmerson, Minister of Railways and Canals, is in the Maritime Provinces to acquire the Canada Eastern Railway, which would be absorbed with the Intercolonial. It is further believed that other railways in the Maritime Provinces will thus be absorbed by the Government line.

* * *

The Richelieu & Ontario Navigatioo Co. have started their season. The Corsican left on Thursday evening at 7.30 p. m., and will be followed by the steamer Spartan Monday, May 2. These two steamers will form the service for May, leaving Toronto Mondays and Thursdays at 7:30 p. m. On and after June 2 the steamer Hamilton will go in commission, thus giving three steamers out of Toronto via the Bay of Quinte, leaving Tuesdays, Thursdays and Saturdays. Beginning June 1 the steamer Kingston will leave Toronto Mondays, Wednesdays and Saturdays, until June 15, after which date the steamer Toronto will go in commission, thus giving a daily service via Charlotte. There is a change in the time of the steamers leaving Toronto. This season they will leave at 3 p. m. instead of 4 p. m., as in the past three seasons.

The C. P. R. is now accepting freight via Owen Sound, though it is not expected navigation will be open before next week. Hereafter during the Summer season all C. P. R. freight for Fort William and western points will be sent by the water route unless otherwise directed.

* * *

The first sailing from Montreal was to have taken place on Monday this week, but ice has so prevented navigation that it is not likely any ocean vessels will come or go before next week. The Thompson line steamers Ionia and Fremona, the Donaldson line Savacia, the Canadian Pacific Atlantic Steamship Company's steamer Lake Champlain, and the Dominion line steamship Dominion, are all due by the end of the week, but it is now regarded as almost certain that all the steamers will be forced to remain in Quebec for a couple of days. If necessary the steamers will unload at Quebec, and then if the ice has moved out come up to Montreal for their outward cargo.

* * *

The G. T. R. have their new freight sheds at Toronto about ready for occupation. A parallel shed is to be added to the one now being completed.

* * *

The experiment of hauling heavy freight by electricity is being made in the northern anthracite coal region of Pennsylvania. The railroad as described by Mr. Francis in the Railroad Gazette, extends from Wilkes-Barre to Scranton, twenty miles. It is a standard gauge, double-track, rock ballasted road, laid with 90 pound rails. Everything is constructed up to the standard of a first-class steam railroad.

* * *

J. H. G. Hagarty, of the St. Lawrence & Chicago Navigation Co., predicts a dull season in lake freight this year, owing to smaller demand for iron ore and grain transportation. He did not expect Canadian freighters would move much before May 15, as ice is still prevalent at Fort William.

* * *

The Great Lakes & Northwest Transportation Co. have applied for power to construct canals and to improve the navigation between Lake Superior and the Red River at Winnipeg, and thence by Lake Winnipeg or other channels of the Saskatchewan River, and on to the Northwest, to improve the navigation of the Saskatchewan and its branches, to provide a transportation route from the head waters of the Saskatchewan down to Lake Superior, with the right to charge tolls and to do a general manufacturing and merchandising business. They ask the proposed undertaking to be declared "for the general advantage of Canada," which would give it expropriation and other rights. The promoters of this enterprise are John Arbuthnot and Douglas C. Cameron of Winnipeg, William Chaplin of St. Catharines, Walter M. McGee of Plainfield, N. J., Theodore D. Dale of Montclair, N. J., Walter H. Dodd, Chas. D. Pullen and W. W. Jackson of New York, Chas. E. Loomis of Attica, Jas. S. Williams of Glastonbury, Conn., Thomas W. Gleason of Buffalo, Thomas Conlon of Thorold, and Welland D. Woodruff of St. Catharines.

RETURNED
JUL .8 1904
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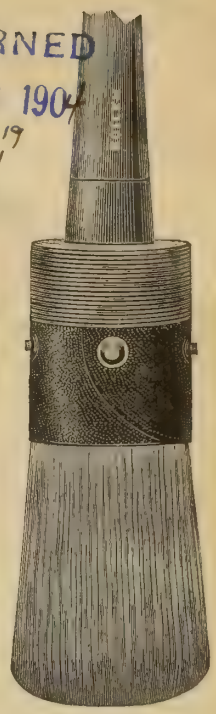
Page 91

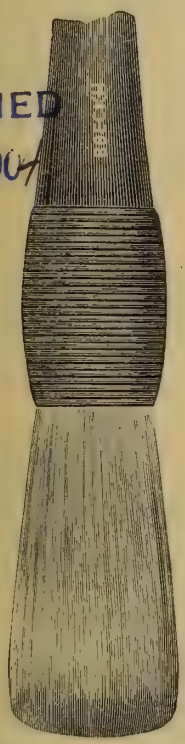
SPRING PAINTING

CALLS FOR

Good Paint Brushes



We manufacture all kinds of Paint, Varnish, Kalsomine, Whitewash, Decorator's, Grainer's, Artist's and Carriage Brushes, and we guarantee them the best and most reliable goods on the market.



Boeckh's Standard Brushes

AND

Bryan's London Brushes

are recognized by all practical painters and manufacturers as being the most satisfactory that can be made.

RETURNED
JUL .8 1904

—For sale by all reliable Hardware and Paint —and Oil Dealers. "BOECKH" or "BRYAN" —stamped on every brush. Quality guaranteed —or money refunded.

UNITED FACTORIES,

LIMITED.

Head Office : TORONTO, Ont.

OPERATING:
Boeckh's Toronto Factories.
Bryan's London Factories.
Cane's Newmarket Factories.

MONTREAL BRANCH: 1 and 3 DeBresoles St.

LONDON BRANCH: 71 Dundas St.

STOVES AND TINWARE.

Storing Stoves.

"WHAT in the world to do with the stoves," is a question that is now bothering many a woman, says the Stoves and Hardware Reporter. If an appeal to the man of the house is made he will generally say, "Oh, leave 'em up; you'll find them there all right in the fall." But that doesn't suit at house cleaning time and the stove dealer who caters to this business can, with a little push, obtain considerable of it to do. An advantage to the dealer is that he generally gets the job of putting the stoves up again, furnishing repairs, new pipe, etc., and often a new stove. He gains an entrance to the houses of customers, has an opportunity to make friends with the women folks, and if he is wide awake and alert to his business this will lead to many sales. By all means, store all the stoves you can and make the charges reasonable, depending on future business.

New Form of Radiator.

A new form of sheet metal radiator has been perfected by W. R. Kinnear, formerly of the Kinnear-Gager Company, of Columbus, Ohio, but now of New York. It is made of either brass, bronze, steel or copper and is to take the place of the old cast iron radiator. It is pronounced by engineers and architects to be far superior to anything now on the market.—Stoves and Hardware Reporter.

Stove Founders' Association.

At the annual meeting of the Maritime Stove Founders' Association in Halifax, the following officers were elected:

Alfred E. Peters, of the Record Foundry Co., president.

H. S. Crowell, of the new Burrell-Johnson Iron Co., vice-president.

W. S. Fisher. of the Enterprise Foundry Co., secretary.

It was decided to make no change in prices for the ensuing year, although it is understood that a number of the western manufacturers have recently been compelled to advance prices.

"ART GARLAND" STOVES.

In last week's issue of HARDWARE AND METAL an item was inserted to the effect that The Frost Wire Fence Co., Limited, Welland, Ont., had taken "the sole selling rights for 'Art Garland' stoves and ranges in Canada." The item was credited to the Welland Telegraph, from which it was taken.

On Monday the following letter regarding the item was received from Hamilton:

Editor HARDWARE AND METAL,—We notice in your issue of April 23, that The Frost Wire Fence Co. have taken over the selling rights for the "Garland" stoves and ranges for Canada. We wish to notify you that we are the sole manufacturers of the above line of stoves in Canada, and have not made any arrangement with the above, nor any other firm, for the sale of our goods. We wish you would kindly have this correction published in your next issue.

BOWES, JAMIESON & CO.

Hamilton, April 25, 1904.

In reply to a request for an explanation of the misunderstanding the following was received from Welland:

Editor HARDWARE AND METAL,—Yours of the 26th received and noted. The only mistake is that paragraph in which we were quoted as having taken up the sole selling rights for the "Art Garland" stoves. The line that we have taken up is the "Garland," made by The Michigan Stove Co., of Detroit, the largest stove manufacturers in the world, and these goods have been sold in the Canadian market for a long period of years, and, therefore, they cannot conflict with Bowes, Jamieson & Co.'s line in any way. Trusting that this information will be sufficient, we remain.

THE FROST WIRE FENCE CO., LIMITED.

Welland, April 27, 1904.

NETTING MADE IN CANADA.

The B. Greening Wire Co., Hamilton, have had a large share of success this year in the manufacture and sale of netting. They have paid much attention to this line and have maintained such a particularly high standard of quality that it has in several cases been taken in preference to lines fully 20 per cent. lower in price.

DO NOT WANT RECIPROCITY.

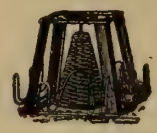
Despite the agitation for reciprocity with Canada by the chief commercial bodies in several of the New England States, the movement is far from effectual, as may be judged from the report this week that the Massachusetts Republican State Convention at Boston, Mass., after a lively discussion on reciprocity with Canada, adopted a platform maintaining the principle of protection. It is the politicians, not the commercial organizations, which decide these matters in the United States.

A. Messier, general merchant, Isle Aux Noix, is dead.

$5 CHEQUE PERFORATOR

perforates and indelibly inks the amount. Five dollars only. Express paid. Sent on approval.

Canadian General Purchasing Agency
MONTREAL.



Wire-Cone Incandescent Toaster

Only perfect Bread Toaster for Gas or Gasoline Stoves. No smoky taste to bread toasted on this toaster. Write for prices.

H.O.Edy, Montreal. E.T.Wright & Co., Hamilton

HARKINS & WILLIS,
Manufacturers and Inventors - ANN HARBOR, Mich

COVERT MFG. CO.
West Troy, N.Y

Auto Screw Jack

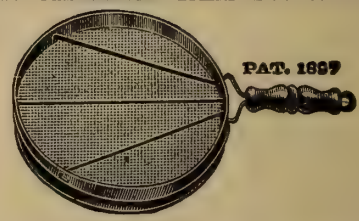
Harness Snaps, Chain, Rope and Web Goods, etc.

FOR SALE BY JOBBERS AT MFRS. PRICE

PRIEST'S CLIPPERS

Largest Variety, Toilet, Hand, Electric Power
ARE THE BEST.
Highest Quality Grooming and Sheep-Shearing Machines.
WE MAKE THEM.
SEND FOR CATALOGUE TO
American Shearer Mfg. Co., Nashua, N.H., USA

Wiebusch & Hilger, Limited, special New York representatives, 9-15 Murray Street.



The FAIRGRIEVE GAS TOASTER

Retails at 25c. The only Toaster guaranteed to toast on gas, gasoline or blue flame oil stoves without taste or smell. Write for prices.

THE FAIRGRIEVE MAN'FG. CO.,
295 COLLEGE ST., TORONTO.

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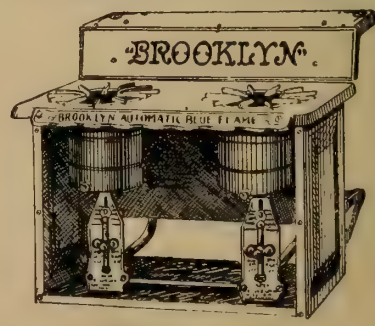
BROOKLYN
BLUE FLAME WICKLESS OIL COOK STOVES



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Prices and Booklet, showing full line of these goods, on application.

Our new illustrated catalogue is now ready.

E. T. Wright & Co., Hamilton, Canada.

Have you tried it?

Tried what?

SELLING MANTELS.

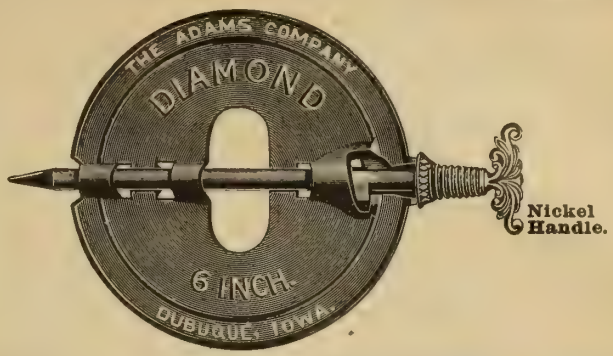
This is in your line of business, and it will pay you.

The Batty Stove & Hardware Co

76 YORK ST., TORONTO.

DIAMOND STOVE PIPE DAMPER.

U S. Patent June 25th, 1895 Canadian Patent December 14th, 1893.



Nickel Handle.

Made by THE ADAMS COMPANY, Dubuque, Iowa, U.S.A. TAYLOR-FORBES CO., Limited, Guelph, On t

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PIPE THAT IS PIPE.

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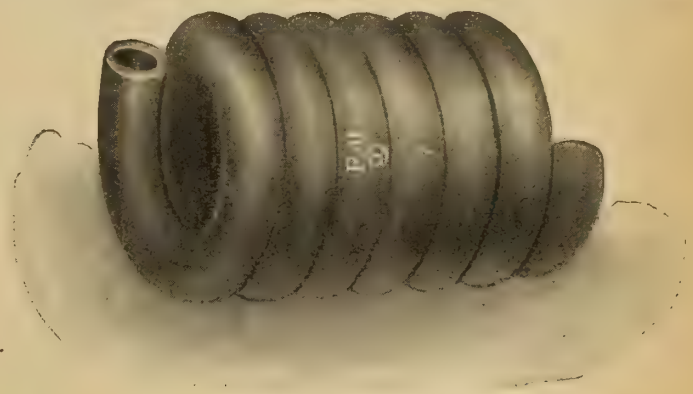
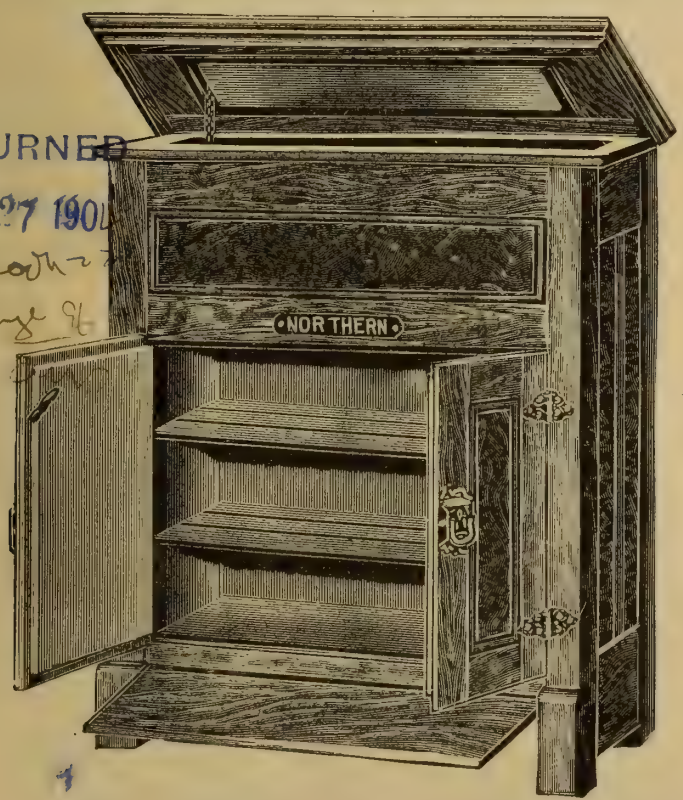
No pipe equal to it. If your jobber does not carry P-H brand write us and we will see that you get it.



Page-Hersey Iron & Tube Co., Limited, Guelph, Can.



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New Style Swing Base—Extra Large Ice Box.

Northern Refrigerators.

The cheapest and most satisfactory refrigerator for the money on the market.

"Dry Cold Air Principle."

Splendid value.

Write for prices.

Our Other Summer Specialties:

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Fly Traps, Etc.

The THOS. DAVIDSON MFG. CO. Limited. ...MONTREAL

ETURNED
UG 27 1904
Page 4

HEATING AND PLUMBING

TORONTO WILL BE REBUILT.

IT is safe to say that, with decidedly few exceptions, all of the many large warehouses destroyed by fire in Toronto last week will be rebuilt as soon as men and material can be secured for the work. Already several of the stronger concerns have decided to rebuild, each decision calling for a warehouse much larger in every way than the one it will succeed. In fact, so far as can be learned the intention of property holders in the burned area is to build premises which will be more in keeping with the size of Toronto and of the commerce of that city.

It is generally recognized that for some time Toronto has been in need of warehouse and factory accommodation. Many firms were seriously cramped in the buildings they were occupying, but were deterred from moving by the simple fact that they were unable to secure more satisfactory premises.

Consequently instead of four or five storey premises, which have been the rule, it seems likely that the warehouses which will replace them will be from five to seven storeys.

There is unquestionably, too, a widespread disposition to pay more attention to fire-proof materials and equipment. The saving of the factory of Kilgour Bros., a building equipped with fire protection appliances, while buildings adjacent were totally destroyed, has been recognized as a great tribute to the value of these appliances and has done much to popularize them.

A careful estimate, made by a contractor of standing, is that fully 1,500 laborers, 300 bricklayers and stonecutters, 700 carpenters, 100 plasterers, not to mention plumbers, painters, steamfitters, etc., will be needed during the next three seasons to replace the destroyed buildings by larger and more modern ones.

It is understood that there will not be serious difficulty in securing the men necessary, but the question has been raised whether the material will be forthcoming or not. At first it was thought that there would be difficulty in procuring the bricks necessary, but the brick yards in and about Toronto have declared their ability to supply the market. Lumber, however, is now the doubtful quantity. There will probably be difficulty in getting supplies of hard in the quantities desired. But there is small likelihood that the scarcity will in any way interfere with rebuilding operations.

Another feature of the situation is the effect that the fire will have on the construction of dwelling houses in the city. There is a distinct need for more houses in Toronto, at all prices from $1,000 to $6,000.

It has been maintained by some that the effect of the fire will be to reduce the building of these dwellings; yet this has to be proven and the number of permits taken out during the past week does not in any way go towards providing such proof. There will probably be considerable activity in the construction of residences, despite the pressing need of warehouses and factories.

To Improve Building By-Law.

CITY ARCHITECT McCALLUM has prepared some amendments to the Toronto building by-law which will be submitted to the Fire and Light Committee of the Council at its next meeting.

For all buildings designated as dwelling houses, apartment houses, tenement houses, or lodging houses, reaching from one to ten storeys high, the thickness of the foundation both for brick and stone and every additional storey will be specified, ranging from 16 inches for stone and 14 inches for brick foundations for one-storey buildings, and 36 inches for stone and 31 inches for brick foundations in ten-storey buildings.

For all buildings designated as hotels, office buildings, warehouses, factory buildings, and public buildings the thickness of the walls will be as follows: For one-storey, 18-inch stone and 14-inch brick foundations, and for ten-storey buildings a 40-inch stone and 36-inch brick foundation. The higher the building the thicker the wall will have to be, ranging to four and one-half inch increases. If basement or cellar walls exceed twelve feet in height they shall, if built of stone, be increased six inches in thickness, and if brick four and one-half inches in thickness for every additional ten feet or part thereof in excess of twelve feet.

An increase of four and one-half inches in thickness of walls shall be made in all cases where walls are over 100 feet long without cross walls of equal height.

When any horizontal section of wall shows more than twenty-five per cent. reduction of area on account of flues, openings, or recesses, one-half brick shall be added for every succeeding interval of ten per cent. or part thereof reduction, provided that in walls of uniform thickness such reduction does not exceed fifty-five per cent. of the whole, or the masonry pier construction not more than seventy per cent. of each bay.

Whenever walls less than eighteen inches in thickness are utilized for the support of ordinary joists in buildings used for the sale, storage or manufacture of merchandise, or public livery, boarding or sale stables, ledges four inches wide shall be corbelled out in not less than four courses of brick for the support of such joists, and in buildings of all classes where furring strips, whether combustible or noncombustible, are used on brick walls, there shall be ledges equal to the thickness of such furring strips upon such walls, and in all cases where such ledges are built they are to be commenced at the bottom of the joists and are to be carried up to and levelled off at a line at least one inch above the top of the joists.

No recess or chase for water, soil, steam or other pipes shall be made in any exterior or in any other bearing wall to more than one-third of its thickness, and the recesses around said pipe or pipes shall be filled up with solid masonry or plastic non-combustible material after the pipes are in place for the space of one foot at the top and bottom of each storey. In all buildings all openings larger than four inches square, or chases deeper than four inches shall be located on the plans and left in the walls as they are carried up. No horizontal chases or recesses shall be cut in any wall.

When you talk, you want it to go for some good once for all, don't you?

You don't want to be obliged to talk, and argue, and force your goods continually, do you?

You want your goods to do some of the talking themselves, don't you?

RAMSAY'S PAINTS

will do some of the talking themselves, and save you time and worry.

People will pay a fair price for a good thing, and a good thing talks always to the user and to his neighbors.

Ramsay's show cards, newspaper "ads." and posters talk also, because they are attractive, they impress. They don't bluster, they talk confidently.

That helps you!

A. RAMSAY & SON **EST'D** **THE PAINT**
MONTREAL **1842** **MAKERS**

GILLETT'S LYE

—IS GOOD FOR—

Washing Trees

Sell Gillett's Lye to——

ORCHARD MEN,
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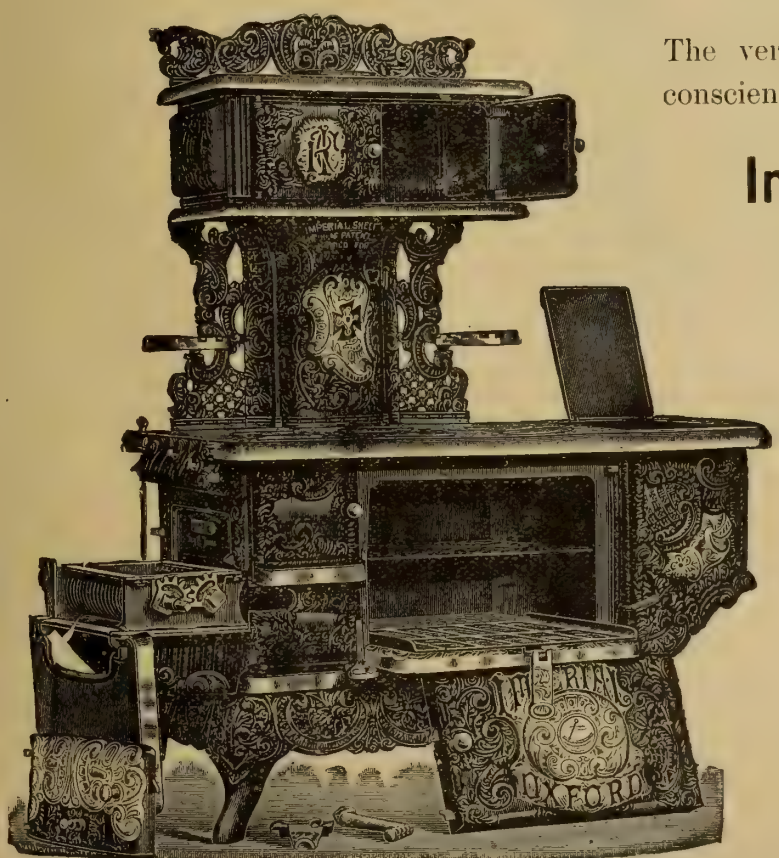

The very best ideas, backed up by skill and conscientious work, produced the

Imperial Oxford Range

the perfect, home-cooking apparatus. It is easier to sell than any other range on the market because it is better. It stays sold because it gives satisfaction every day it is used.

If you want to sell the best range on the market write us for full particulars.

The Gurney Foundry Co., Limited,
TORONTO WINNIPEG VANCOUVER

CORRESPONDENTS:
THE GURNEY-MASSEY CO., LIMITED,
MONTREAL, QUE.

THE GURNEY STANDARD METAL CO., LIMITED
CALGARY, ALTA.

Half a Million in Buildings.

There will be a lively building season on Portage avenue, Winnipeg, this year. Among the premises projected are the post office, Free Press office, a three-storey residential block 88 by 130 feet west of Garry street on the north side, to be erected by Mr. Mark Fortune; a three-storey block 44 by 130 feet, adjoining Manitoba hall on the west side, to be erected by Messrs. Duncan McDonald and Andrew Wright; a combined store, office and apartment block, 44 feet by 100 feet west of Hargrave street on the south side, to be erected by Mr. G. A. Glines; and a combined store and apartment block between Edmonton and Kennedy, south side, to be erected by Mr. A. H. Pulford. These and other buildings in the district will cost about $500,000.

Building Permits.

TORONTO.

J. A. McBain, a two-storey frame dwelling on Lenty avenue, to cost $2,500.

Wight & Co., Limited, a two-storey warehouse on Jones avenue, to cost $6,000.

A. Reeves, a two-storey brick dwelling on Margueretta street, to cost $18,000.

H. G. Macdonell, a three-storey brick store and dwelling on Wright street, to cost $1,000.

Ed. McCausland, a pair of semi-detached dwellings on Garden avenue, to cost $2,000.

F. J. Dunbar, a two-storey and attic brick dwelling on Clunny avenue, to cost $5,000.

M. Rawlinson, a three-storey brick storage warehouse on Yonge street, to cost $3,600.

G. S. & R. Barber, a two-storey and attic residence on Huxley rtreet, to cost $2,800.

Dr. C. L. Starr, a two-storey and attic brick residence on Bloor street west, to cost $7,000.

W. B. Charlton, a pair of semi-detached brick dwellings on Simpson avenue, to cost $1,000.

Jas. Phillips, a two-storey and attic stone and brick dwelling on Dovercourt road, to cost $3,500.

C. E. Walton, a pair of semi-detached two-storey brick dwellings on Smith street, to cost $3,000.

Geo. E. Bryant, a two-storey and attic brick and stone dwelling on Maple avenue, to cost $1,000.

W. C. Dumble, a two and one-half-storey brick and stone dwelling on Dovercourt road, to cost $1,000.

J. S. Lovell, three pairs semi-detached two and one-half storey brick dwellings on Shaw street, to cost $10,500.

H. F. Squire, two pairs of semi-detached two-storey and attic brick dwellings on Beatrice street, to cost $9,500.

Elizabeth O'Hagan, a pair of semi-detached two storey brick veneered dwellings on Sackville street, to cost $5,000.

A. Bryce & Co., a pair of semi-detached two-storey and attic brick dwellings on Gloucester street, to cost $4,000

Toronto Railway Co., a two-storey brick and iron building for electrical purposes, near Davenport road on Yonge street, to cost $20,000.

The Standard Woollen Mill Co., Limited, an additional storey and brick and stone addition to east end of 223-237 Front street east, to cost $7,500.

L. C. Sheppard & Co., two pairs of semi-detached dwellings on Grace street, to cost $3,400; also two pairs of similar dwellings on Beatrice street, to cost $6,500.

C. R. S. Dinnick, a pair of two-storey and attic detached brick and stone dwellings on Bernard avenue, to cost $3,500; also a similar dwelling on Kendall avenue, to cost $3,500.

MONTREAL.

Joseph Bonoin, 1931 Labelle, to erect on Labelle a house, to cost $1,500.

W. Renaud, 16 St. James, for alterations to 362A Rachel, to cost $1,000.

T. O'Connell, 85 St. Charles, to erect on St. Charles, a house, to cost $2,600.

Eml. Rochon, 731 St. Andre, to erect on St. Hubert a house, to cost $4,000.

A. J. Darling, Seymour avenue, to erect on 104 St. Mark, a house, to cost $6,000.

A. Marsau, 21 Dufresne, for alterations to house on Frontenac, to cost $1,200.

R. Aubin, 45 Hypolite, to erect on Labelle, a house forming two dwellings, to cost $1,800.

A Lemaine, 138 Knox street, to erect on Knox street, four dwellings, to cost $1,250 each.

Joseph Ferron, 1061 St. Hubert, to erect on St. Hubert, six dwellings, to cost $1,200 each.

Montreal Street Railway Co., to erect on Harbour and Notre Dame, a waiting room, to cost $1,500.

James Coristine, Coristine Building, to erect on 58-60 St. Paul street, an office building, to cost $80,000.

Nap. Deslauriers, 479B St. Denis, to erect on St. Andre and Johnson, eight dwellings, to cost $1,000 each.

N. Gagnon, 552 Frontenac, to erect on Frontenac two houses, each forming two dwellings, to cost $1,250 each.

Ulric Gauvreau, 203 Iberville, to erect on Iberville and Lafontaine, two houses, each forming three dwellings, to cost $2,250 each.

A. F. X. Beaudry, 273 St. Paul, to erect on Providence street and Laurier avenue, a house forming two dwellings, to cost $1,300.

C. Bourdon, 160 Delorimier avenue, to erect on Dufresne street, two houses, to cost $1,400 each; also to erect on Delorimier avenue, a house forming two dwellings, to cost $1,500; and to erect on Nellada, four houses, to cost $1,400 each.

HAMILTON.

David Brown, a brick dwelling on Stanley avenue, between Kent and Locke streets, to cost $1,600.

E. B. Patterson, architect, for a brick hotel at the corner of Hunter and Hughson street, for James Burgess, to cost $4,000.

Building Notes.

A new Baptist church is to be built at Prince Albert, N.W.T.

A new school building will be built in Victoria West, B.C.

A $25,000 school is to be erected at Wetaskiwin, N.W.T.

S. S. Smith is calling for tenders for a school at Souris, Man.

A $15,000 public school is proposed for Calgary, N.W.T.

Contracts for a new Anglican church have been let in Minnedosa, Man.

The Balmy Beach Park Commissioners will erect a club house at the beach.

Joseph Couture proposes to erect a $40,000 hotel at St. Boniface, Man.

The Commercial Club, Winnipeg, will spend $35,000 in enlarging their premises.

Hittinger & Staffes intend erecting a 70x30 foot hardware store at Morinville, N.W.T.

A $40,000 addition to the Home for Incurables at Portage la Prairie, Man., is to be built.

St. Augustine's church, Toronto, will be enlarged by the erection of a gallery this Summer.

The Grand Trunk has decided to erect a freight shed at Walkerville, Ont., which will cost $10,000.

Miller & Richard, type founders, Toronto, propose to erect a five-storey warehouse in Winnipeg.

Trinity Methodist Church, Berlin, will spend $22,000 on a new church. Badgley & Nicholas have the contract.

W. A. Elliott, architect, Brandon, has plans for the Alberta college, Edmonton, which is to cost about $40,000.

A. McBride, Calgary, N.W.T., has had plans prepared by Architect G. M. Laing for a 142x25 foot business block.

Geo. Dawson, of Dawson & Reilly, contractors, Niagara Falls, died at his office suddenly on Thursday of last week.

Smith & Sharpe intend building a $40,000 apartment block at the corner of Cumberland and Carlton streets, Winnipeg.

Winnipeg has decided to purchase a water tower and an aerial ladder and to build a new branch fire hall at a cost of $17,000.

The Blonde Lumber Co., Chatham, have the contract to erect a new Roman Catholic church in Windsor, the price being $25,448.

Toronto City Council have decided to erect a pavilion in Allan Gardens, to

Acetylene Gas Generators.

New principles embodied in our machines render them safe and economical. The prices are below those of others. Send for booklet, prices and terms.

Agents experienced in gas fitting wanted.

ST. THOMAS ACETYLENE MNFG. CO., Limited.

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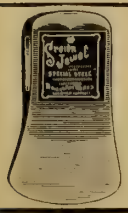
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Dry Colors, Ochres, Bronze Powders, Aluminum Powder, Schlag Metal, Bronze Liquids and Varnishes.

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Sample for 10 cents.

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19 LUDGATE HILL - - LONDON, ENG.

To Manufacturers' Agents

HARDWARE AND METAL has inquiries from time to time from manufacturers and others wanting representatives in the leading business centres here and abroad.

Firms or individuals open for agencies in Canada or abroad may have their names and addresses placed on a special list kept for the information of inquirers in our various offices throughout Canada and in Great Britain without charge.

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HARDWARE AND METAL
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TRADE MARK J REGISTERED.

Jardine Patent Pipe Die.

One man can easily thread a two-inch pipe at one cut. Write for circular.

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Mfrs. TAPS and DIES.

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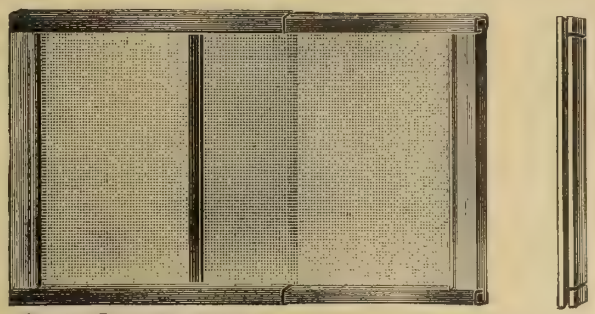
PIG IRON FOR IMPORT.

Carnbroe, Summerlee, Gartsherrie and Middlesboro', Glengarnock.

Henry Rogers, Sons & Co., Montreal, P.Q.



Canadian Patent, March 17, 1903. U. S. Patent, January 26, 1904.

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Don't buy wood screens when vastly better ones—Our Patented Metal Screens—can be had at no greater cost.

Send for Circular.

C. M. Cutts & Co., Makers

Toronto Junction.

Pedlar's "Perfect" Metal Lath

CHEAP AS WOOD

Delivered to any railway station in Canada, for 10c. per square yard. Discount to dealers. Circulars and samples on request.

Pedlar People, Oshawa, Can., or 767 Craig St., Montreal, Que.

seat about 2,000 people, at a cost of about $60,000.

A new railway station will be erected by C.N.R. at Portage la Prairie. The new structure will have all the modern improvements.

Fire destroyed the Midland Railway Company's elevator, which had a capacity of 500,000 bushels. It will probably be rebuilt.

The Mount Royal Club, Montreal, will spend $160,000 on a modern fire-proof club house. New York architects will be asked for plans.

Western contractors have received the blank applications for tenders on the erection of the new C. P. R. hotel and station at Winnipeg.

Listowel, Ont., has passed a by-law to borrow $10,000 to complete the waterworks system, on which over $20,000 has now been spent.

Geo. Persechini is to erect a $60,000 tenement building in Winnipeg. Douglas Bros. & Co. and Walker & Howell have the contracts.

Building operations are brisk at Estevan, N.W.T. It is expected that $100,000 will be spent on them before the end of the season.

M. A. Fonseca proposes to erect a solid brick hotel on Higgins avenue, Winnipeg. H. S. Griffieth is calling for tenders for this building.

The Lariviere, Man., Pressed Brick and Tile Co. expect to have their works completed and to be offering their product for sale within a few days.

E. G. Laverdure, Ottawa, has bought a block of land on St. Patrick street, and will erect two rows of dwelling houses thereon. Sewers will also be installed.

James G. Taylor calls for tenders for a new office building for the Canadian Bank of Commerce at St. John, N.B., plans prepared by Darling & Pearson, St. John.

E. B. Ellingson, of Ashby, Minn., is erecting a store 24x60 feet at Fort Frances, Ont., which will be occupied as a general store by Mr. Carter, of Winnipeg.

The Builders' Exchange, Winnipeg, have elected E. Cass as president and W. W. Daly as secretary. The office of the exchange will be 482 1-2 Main street, Winnipeg.

There is some talk of a strike of iron workers in Winnipeg. If this occurs the construction of several premises, including the new Union Bank building will be interfered with.

The Montreal Harbor Commissioners will, on May 5, open tenders for four two-storey steel sheds, to average in cost about $200,000 each, for the harbor. Fifteen of these sheds are to be built.

Weichel & Sons' warehouse at Elmira, Ont., have been damaged to the extent of $6,000 by fire. The loss was principally in iron, wire, etc., in the warehouse and the tinshop equipment.

Stewart & Stewart, architects, Hamilton, have dissolved partnership and will be succeeded by Stewart, Witton & Taylor, Hamilton. This firm have plans for buildings to the value of $250,000.

J. N. Purcell is promoting a $220,000 hotel with 103 living rooms for Halifax, to be known as the Imperial. The plans and specifications call for a fire-proof structure, six storeys in height, containing 103 living rooms, 48 of which are to be provided with baths, and hot and cold water in all the rooms. Ten public baths, two on each floor, are also provided for. The dining room and kitchen are shown in the plan on the sixth floor.

Miller, Morris & Co. will have a brick and stone warehouse on McDermot street, Winnipeg. J. H. Cadham is the architect.

——

THE GALT ART METAL CO.

AT a meeting of the shareholders of the Art Metal Co., of Galt, the company was reorganized. The following officers were elected :

President—D. Spiers.
Vice-President—Hugh McCulloch, jr.
Sec.-Treas. and Managing Director — F. H. Hayhurst.

Mr. Hayhurst, the manager, is a young man of good business instinct and a wide knowledge of the metal trades. The energy and push for which he is noted should make him a valuable man to the company.

This company, which is capitalized at $100,000, will build a factory 150x60 feet, with power plant, offices, etc., in separate buildings. The construction of the premises will be rushed from the start as it is hoped to have machinery installed and operations started early in June. The company propose to manufacture all kinds of sheet material for the interior or exterior of buildings, including roofing, sidings and ceilings, and also all kinds of forged, stamped, pressed or cast goods accessory to the hardware trade. The highest possible grades will be produced in these several lines. It is the intention to begin on the manufacture of sidings, roofings, ceilings, etc., and later the various hardware branches will be added.

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STEEL STRUCTURES ADVISABLE.

MR. A. GIBSON, of Boston, is in Winnipeg on a visit to his brother, Ald. J. C. Gibson, Fort Rouge. Mr. Gibson is incidentally looking over the prospect Winnipeg offers for work along his particular line. He has been associated with the erection of some of the largest steel frame structures in the States. On the big flat iron building in New York, a structure of 30 stoyers, he was foreman.

Speaking of our buildings generally, he thinks we should have adopted the steel frame earlier. "You have some good buildings," he said, "but you will find that the steel and fireproof structures will be a big improvement on those you already have." Asked as to whether the municipalities supplied water and light to such large buildings as the flat-iron in New York, Mr. Gibson said that all such buildings were self-contained as to both water and light. In some cases, where practicable, they had their own springs or water supply, and if not these they connected with the public supply and pumped it themselves. By this means the city was not required to maintain a high pressure to acommodate a few large buildings.

"Have you seen our steel bridges, Mr. Gibson?"

"Yes, I noticed one or two of them, and while they answer your present purposes, they will very soon be sadly inadequate to the requirements of your traffic. The truss bridge such as you have is not very popular. The bridge that is now in greatest favor is the Camber bridge. It is strong and more durable. Its most striking advantage, however, for street purposes is that it has no unsightly overhead obstruction."—Winnipeg Free Press.

——

CEMENT MEN ARE ANNOYED.

A strong delegation of representatives of the various cement companies interviewed the Minister of Railways and Canals, on the subject of the quality of cement which has been accepted by the Government for the Lachine canal, in spite of the clause in the contract which calls for a higher and more expensive grade. Considerable indignation is being manifested over the matter in many quarters; and this delegation, it is said, will ask for a definite statement of the Government's position in this matter.

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MARLIN ARMS EXTENDING.

The Marlin Fire Arms Company have acquired the plant of the American Cartridge and Ammunition Company of Hartford, Conn., and have begun the removal of the machinery of that company to their own works at New Haven. The Marlin company by acquiring the Hartford company will soon be in a position to begin the manufacture of cartridges. The American Cartridge and Ammunition Company was organized in Hartford on August 15, 1901. It has a large plant on Pearl street in that city and was capitalized at $100,000. The amount of machinery which is of a specially patented design is quite large. All of it will be moved to New Haven.

"SHIELD BRAND" SHEATHING

TARRED or DRY.

For Lining—Houses, Barns and Stables. Extra strong, full weight, best quality. When ordering from your dealer DEMAND the "Shield Brand." It's a quick seller.

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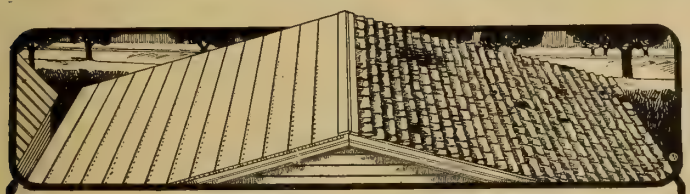


CONSTRUCTION vs. DESTRUCTION.
CARE vs. CARELESSNESS.
BEST MATERIAL vs. POOR MATERIAL
REX FLINTKOTE ROOFING vs. ALL OTHER ROOFING.

REX Flintkote Roofing

TRADE MARK

The above tells the whole story, and means to the dealer a quick-selling, business-bringing roofing *vs.* the ordinary kind that never sells, because people don't want it, and when they are persuaded to try it never come back again. If you want satisfied customers for roofing, you should write us to-day about **Rex Flintkote Roofing.**

J. A. & W. BIRD & CO., 49 India Street, Boston, Mass.

JACK SCREWS

We are being undersold by American machine-made goods which do not compare with our **Lathe-cut** Threads, Solid Heads and heavy Bell Bottoms.

Our screws will carry 50% heavier loads.

Do not go past us.

THE H. R. IVES CO., MONTREAL

LIMITED.

"REMANIT" is a pipe covering that is supplied in rope form and may be readily wound about pipes, elbows and fittings. It has from 20 to 30 per cent. greater non-conductiveness of heat than any other covering sold.

Jas. Morrison Brass Mfg. Co.
Limited
TORONTO

Remanit

ALABASTINE

ANNOUNCEMENT EXTRAORDINARY!

It has come to our notice that would-be competitors are telling the trade that The ALABASTINE CO. are burned out, and going out of business. Those whose names we were fortunate enough to have on our ledger know what the facts are, but the ledger we were using and had in the safe at the time the fire occured, is a new one Old books were destroyed, hence **all the trade** may not have been notified, as there were many names on the old books that had not as yet appeared on the new.

On the supposition that most, if not all, dealers are subscribers to and readers of "HARDWARE AND METAL," and because of the unscrupulous methods above referred to, we deem it proper to make the announcement that already building operations have commenced, and our factory will be running again in the shortest time possible, with improved conditions for making goods in our line. In the meantime, through the assistance of our jobbers, the most of whom are well stocked, and the co-operation of the trade generally, we expect to keep all supplied. Dealers are requested to send in orders for any goods wanted, and they will have the prompt consideration that has characterized our dealings in the past.

The ALABASTINE CO., Limited, PARIS, ONT.

INDUSTRIAL GOSSIP

HARDWARE AND METAL would be pleased to receive from any authoritative source industrial news of any sort, the formation or incorporation of companies, establishment or enlargement of mills, factories foundries or other works, railway or mining news, etc. All such correspondence will be treated as confidential when desired.

A PROJECT is on foot to erect cement works at Tod Creek on Saanich Inlet, B.C. R. P. Butchart, promoter of the proposed works, has asked for exemption from taxation for a term of years and it is expected that this request will be complied with. Mr. Butchart is connected with the Shallow Lake works, manufacturers of the Sampson brand of cement, in Ontario.

* * *

The Cape Breton Iron and Steel Co. have been incorporated with $250,000 capital. The officers of the new company are:

President and Genera Manager—K. J. Morrison.
Vice-President—P. R. Bentley.
Secretary-Treasurer—F. A. Hatfield.
Directors—R. M. Langille, J. W. Madden, H. C. V. Levatte, Reynolds Harrington.

* * *

The Dominion Concrete Company, Limited, have been incorporated with a capital of $40,000 to manufacture and deal in concrete building material, supplies, etc., manufactured from cement; directors to be William H. Anderson, Albert Langstaff and William Dillane, all of Kemptville in the County of Grenville.

* * *

Toronto Council have awarded the contract for a 6,000 foot steel conduit across Toronto Island to the James McNeill & Bros. Co., Pittsburg, Pa., at $14.48 per lineal foot, though the Board of Control had recommended that contract be awarded the Canada Foundry Co., Toronto, at $14.96. The total amount of the contract is about $80,000.

* * *

The Cement Block Machine Company, Limited, Toronto, have been incorporated with a capital of $40,000, to manufacture and deal in cement, artificial stone, brick, etc., and to enter into and carry on contracts for the erection of buildings, etc.; directors, Philip William Stanhope, Chas E. B. Adams and John Lavelle, all of Toronto.

* * *

The Vancouver Plating and Galvanizing Works have been organized by A. F. Barber, Vancouver. The company will occupy a building 52x25 in front of the Badminton Hotel and a modern plating plant has been installed. the company will plate goods with gold, silver, nickel, copper, brass or aluminum, besides galvanizing in all its latest features.

The Nasmith Baking Company, Toronto, will erect a large brick factory at the corner of Sherborne street and Moss Park place. The building will be three storeys at present, but the foundations will be laid to permit of three additional storeys being added. The cost is estimated at $90,000, but the extra storeys will increase the cost to about $160,000.

* * *

The Roblin Milling Company, Limited, Roblin's Mills, Ont., have been incorporated with a capital of $25,000 to acquire the grist mill of the late Edward Roblin, to operate the mill, to carry on a general flouring and milling business, buy and sell grain, flour, feed and farm produce; to acquire or erect wharves, warehouses, storehouses, etc., for storing and shipping grain, feed, flour and farm produce, etc.; directors, William H. C. Roblin, Ellen Roblin and Huldah N. Roblin, of the township of Ameliasburg; Donald E. Roblin, of Portland, Oregon; Richard O. Roblin, of Rochester, N.Y.; Mary Ann Cotter and Donald Roblin, both of Belleville, Ont.

Notes.

Robert Steele will build a planing mill at Treherne, N.W.T.

Hall & McNab intend erecting a 100-barrel mill at Melfort, Man.

The Ontario Pipe Line Co. have increased their capital from $40,000 to $500,000.

The Stratford Clothing Co. have increased their capital from $40,000 to $100,000.

The McLachlan Gasoline Engine Co., Toronto, have increased their capital from $39,000 to $100,000.

The St. Thomas Gas Company, St. Thomas, have increased their capital from $100,000 to $180,000.

McLean, Holt & Co., iron founders, St. John, contemplate the manufacture of stoves and ranges this Fall.

The Ottawa Furnace and Foundry Company, Limited, Ottawa, have increased their capital from $40,000 to $250,000.

The Niagara Falls Machine and Foundry Company, Limited, Niagara Falls, have increased their capital from $10,000 to $50,000.

J. E. Ward, Galt, has organized a company to be known as the Ontario Hair Works Co., and is equipping his plant with machinery.

Walsh Bros., Halifax, have established a plant with all modern machinery necessary for the manufacture of ornamental glass of all kinds.

The lumber mills of Ottawa have started operations for the Summer. Full forces will be put on by all the mills and some of them will be run day and night.

The Inglewood Pulp Co. intend manufacturing a large lot of lumber this year and to that end will put up two sawmills this year. One of them will be at Musquash, N.B.

Moose Jaw, N.W.T., has decided to install a waterworks and electric light plant. W. Ashbridge has been appointed engineer under W. A. Shipman for the construction of the plant.

Hamilton foundrymen are having trouble with the Iron Moulders Union. The foundrymen decided to reduce wages 5 per cent. but the union insist that the conditions do not warrant a reduction.

T. A. Lytle, of T. A. Lytle & Company, manufacturers of pickles and vinegar, Toronto, has purchased a large tract of land on Dundas street, on which the firm will erect a factory to cost about $20,000.

The Electric Development and Securities Company, of New York have been incorporated with a capital to be used in Ontario of not more than $100,000. Frederick K. Foster, of Toronto, is to be its attorney.

Walter B. Steeves, of Hillsboro', N.B., proposes the erection of a woodworking factory and was in St. John last week securing machinery for sash and door work. In addition to this a rotary equipment will be installed.

The Toronto City Council had under consideration this week a proposal to submit the question to the ratepayers of that city whether the municipality should buy the stock of the Consumers' Gas Co. It was decided not to do so.

The Smokeless Fuel Saving System, Limited, Toronto, have been incorporated with $100,000 capital to manufacture and sell smoke consumers, etc.; directors, Duncan Donald, M. P. Vandervoort, C. H. McArthur, T. B. Robertson and William Dawson, Toronto.

S. F. Bowser & Company have been incorporated to manufacture and sell self-measuring oil tanks, washboards, etc., provided that the company in so doing shall not use in Ontario a capital of more than $40,000. S. H. Rogers, of Toronto, is to be the company's attorney.

The Whitten-Drummond Co., have been incorporated to carry on the hardware business of the late W. J. Whitten, Toronto. The directors of the company are Jessie H. Whitten, Wm. A. Drummond, John Drummond and Mary A. Whitten; capital $10,000.

The Purity Mfg. Co., Limited, Toronto, have been incorporated with a capital of $40,000 to manufacture and deal in soaps, washing powders, washing compounds, flavoring extracts, etc.; directors, Isaac Leonard Wilson, Hattie May Sullivan and Charles Edward Sullivan, of Toronto.

. . FULL STOCK . .

Salt Glazed Vitrified

Double Strength Culvert Pipe a Specialty.

THE CANADIAN SEWER PIPE CO.

HAMILTON, ONT. TORONTO, ONT.
ST. JOHNS, QUE.

OAKEY'S The original and only Genuine preparation for Cleaning Cutlery 6d. and 1s Canisters.

'WELLINGTON' KNIFE POLISH

JOHN OAKEY & SONS, LIMITED

MANUFACTURERS OF
Emery, Black Lead, Emery, Glass and Flint Cloths and Papers, etc.

Wellington Mills, London, England

Agent:
JOHN FORMAN, 644 Craig Street
MONTREAL

"GLOBE"

STEAM AND GAS COX

GUARANTEED SATISFACTORY.

Catalogue "C" and Discount Sheet on application.

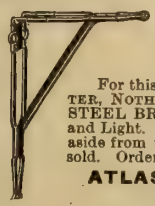
The Globe Brass Works
Detroit, U.S.A.

Permanent, Economical, Handsome.

Arrow Brand Asphalt Ready Roofing.

Comes in rolls, ready to lay, with nails and cement.
All ready covered with white sea gravel. No further attention after laid.

A. C. JENKING, Sole Agent,
Room 215 Coristine Building, - MONTREAL.
Sun, Frost, Water, Fumes DO NOT affect it. Write to-day for agency.



Will Hold Up a Shelf !

That's what a shelf bracket is for.

For this purpose there can be NOTHING BETTER, NOTHING CHEAPER than the BRADLEY STEEL BRACKET. It is well Japanned, Strong and Light. The saving in freight is a good profit, aside from the lower price at which the goods are sold. Order direct or through your jobber.

ATLAS MFG. CO.,
New Haven, Conn., U.S.A.

PORTLAND CEMENTS

Best German, Belgian and English Brands.

FIRE BRICKS
FIRE CLAY
FLUE LININGS
DRAIN PIPES
HARD WALL PLASTER
CALCINED PLASTER
WHEELBARROWS
MORTAR STAINS.

A Full Stock of Builders' and Contractors' Supplies.

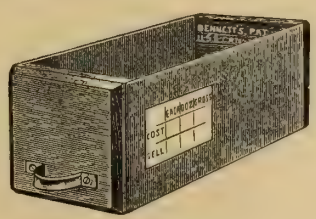
W. McNALLY & CO.
40 to 52 McGill St (Cor. Wellington St.)
MONTREAL.
Write for our quotations.

...THE...

Bennett Manufacturing Co.

Bennett's Patent Shelf Box and Cabinets for Hardware, Grocery, Seed and Drug Trades, etc.

Owing to the steady and rapid growth of ourbusiness new quarters were needed.



Address all communications to our New Factory:

Pickering, Ontario

MADE IN ENGLAND.

HACK SAW BLADE

MADE BY
CHAS. BAYNES
KNUZDEN BROOK
BLACKBURN

The Hanover Portland Cement Co., Limited

HANOVER, ONTARIO.

Manufacturers of the Celebrated **"Saugeen Brand"** OF PORTLAND CEMENT.

Prices on application.

"THE EMLYN" SAW BENCH

Made in 6 sizes. Best value obtainable. Specially designed for export With or without "Emlyn" Patent Guard. Sole maker—

CHARLES D. PHILLIPS,

Cables—
"Machinery," Newport.

Emlyn Engineering Works
NEWPORT, MON., ENGLAND

METAL

ROOFING,
SIDING,
CEILINGS

Galvanized Iron for all purposes.

The Ormsby Skylight

These are our specialties.
Write us always.

THE A. B. ORMSBY LIMITED,
Cor. Queen and George Streets,
TORONTO, ONT.

The Saw That Sells Itself.

When placed in the hands of the intelligent mechanic the **ATKINS** High Grade Silver Steel Hand Saw sells itself. You simply show it and the saw does the rest.

ATKINS Silver Steel Hand Saws with Perfection Handles are warranted the FINEST Saws on earth in material, temper, grinding and finish.

Write for Catalogue and Prices.

E. C. ATKINS & CO.

C. D. TEN EYCK, Sales Agent for Canada.
Toronto Office: 30 Front St. East. Tel. Main 1896.

ATKINS
ALWAYS AHEAD

Leading Saw and Tool Manufacturers
Factories: INDIANAPOLIS, IND.
Northwestern Branch: Minneapolis, Minn.

Roofing Felt Factory
Harbor St.,
Montreal.

Paper Manufacturers

Paper Mills,
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Building Papers
Ready Roofing
Pitch and Roofing Cement

Black Diamond Brand
TARRED FELT.

Brown and Manilla Wrapping
Hanging and Print,
Colored Papers

ALEX. McARTHUR & CO., LIMITED. Office 82 McGill St., Montreal

CURRENT MARKET QUOTATIONS.

April 29. 1904.

These prices are for such qualities and quantities as are usually ordered by retail dealers on the usual terms of credit, the lowest figures being for larger quantities and prompt pay. Large cash buyers can frequently make purchases at better prices. The Editor is anxious to be informed at once of any apparent errors in this list, as the desire is to make it perfectly accurate.

METALS.

TIN.

Lamb and Flag and Straits—		
56 and 28-lb. ingots, 100 lb.	$30 00	$31 00

TINPLATES.

Charcoal Plates—Bright.

		Per box.
M.L.S., equal to Bradley—		
I C, usual sizes	....	$6 50
I X "	....	8 00
I X X "	....	9 50
Famous, equal to Bradley—		
I C	....	6 75
I X	....	8 25
I X X	....	9 75
Raven and Vulture Grades—		
I C, usual sizes	....	4 25
I X "	....	5 00
I X X "	....	5 75
I X X X "	....	6 50

"Dominion Crown Best"—Double Coated, Tissued.

		Per box.
I C	....	5 50
I X	....	6 50
X X	....	7 50

Allaway's Best"—Standard Quality.

I C	....	4 50
I X	....	5 50
I X X	....	6 50

Coke Plates—Bright.

Bessemer Steel—		
I.C., usual size, 14x20	....	3 50
I.C., special sizes, base	....	3 75
20x28	....	7 50

Charcoal Plates—Terne

Dean or J. G. Grade—		
I.C., 20x28, 112 sheets	....	7 50
IX., Terne Tin	...	10 50

Charcoal Tin Boiler Plates.

Cookley Grade—		
X X, 14x56, 50 sheet bxs. / " 14x60, " / " 14x65, "	....	7 00

Tinned Sheets.

72x30 up to 24 gauge	7 25	7 50
" " 26 "	7 75	8 00

IRON AND STEEL.

Common bar, per 100 lb.	....	1 80
Refined " "	....	2 20
Horseshoe Iron "	....	2 25
Hoop steel, 1½ to 3-in. base	....	2 75
Sleigh shoe steel, "	....	2 10
Tire steel	2 30	2 50
Reeled machinery	....	3 00
Toe calk steel	2 85	3 00
T. Firth&Co.'s tool steel, per lb	0 12½	0 13
Jessop's high speed steel	....	0 60
" standard tool steel	....	0 14
" crucible sheet steel	....	0 14
" Chas. Leonard's tool	0 08	0 09
Crucible Steel Co.		
" Black Diamond	0 10	0 11
" Silver steel	....	0 13
" Special	....	0 17
" Rex high speed steel	0 65	0 75
" Self Hardening	0 45	0 50
Sanderson's Crucible Tool	0 08	0 09
" Superior "	0 12	0 13
" Extra Anld	....	0 15
" Self Hardening	0 45	0 50
" Rex high speed	0 65	0 75
Jonas & Colver's tool steel	0 10	0 20
" "Air Hardening"	....	0 70
Drill steel, per lb	0 08	0 10
Russia Iron—		
Genuine	....	0 11

BABBIT METAL.

"Tandem," A per lb.	0 27
" B "	0 21
" C "	0 11½
Frictionless Metal "	0 23

Syracuse Smelting Works:

Aluminum, genuine	0 45
Government, "	0 44
Tough, "	0 40
Hard, "	0 40
Dynamo	0 30
Special	0 25
Harmony	0 22
Car Box	0 20
Extra	0 15

The Canada Metal Co.:

Imperial, genuine,	0 40
Metallic	0 30
Hercules	0 20
Star	0 15
No. 1	0 12
No. 2	0 10
No. 3	0 06
No. 4	0 05

Geo. Langwell & Son.

No. 1	0 08
No. 2	0 07
No. 3	0 05½
Extra	0 09½

BLACK SHEETS.

	Montreal.	Toronto
10 and 16 gauge	2 25	2 50
18 gauge	2 30	2 50
20 "	2 30	2 50
22 to 24 gauge	2 35	2 70
26 "	2 40	2 80
28	2 40	2 90

COPPER WIRE.

Discount, 50 per cent.

CANADA PLATES.

Ordinary	2 60
All bright	3 50

Galvanized Canada Plates—

	Ordinary.	Dom. Crown.
18x24x52	4 25	4 35
" 60	4 50	4 60
20x28x80	8 50	8 70
" 94	9 00	9 20

GALVANIZED SHEETS.

	Fleur-de-Lis.	Gordon Crown.	Comet	Bell.	Queen's Head
16 gauge	3 65	....	....	....	
18 to 24 gauge	3 75	3 75	3 75	3 75	
26 "	4 00	4 00	3 90	4 00	
28 "	4 25	4 25	4 05	4 25	

American brands, $4.00 for 28 gauge.
Less than case lots 10 to 15c. extra.

CHAIN.

Proof coil, 3-16 in., per 100 lb.	....
" ¼ "	5 60
" 5-16 "	4 45
" ⅜ "	3 85
" 7-16 "	3 70
" ½ "	3 55
" 9-16 "	3 45
" ⅝ "	3 35
" ¾ "	3 25

Halter, kennel and post chains, 40 to 40 and 5 per cent.

Cow ties	40 p.c.
Tie out chains	65 p.c.
Stall fixtures	35 p.c.
Trace chain	45 p.c.

Jack chain, iron, single and double, discount 35 p.c.
Jack chain, brass, single and double, discount 40 p.c.

COPPER.

	Ingot.	Per 100 lb.
Casting, car lots	....	13 75

Bars.

Cut lengths, round, ½ to ⅞ in.	21 00	23 00
" round and square, 1 to 2 inches	21 00	23 00

Sheet.

Plain, 16 oz., 14x48 and 14x60	....	20 00
Plain, 14 oz.,	....	21 00
Tinned copper sheet	....	24 00
Planished	....	32 00

Braziers' (in sheets).

4x6 ft., 25 to 30 lb. each, per lb.	....	0 22
" 35 to 45 " "	....	0 21
" 50-lb. and above "	....	0 20

BOILER AND T.K. PITTS.

Plain tinned, per lb	....	0 28
Spun, per lb	....	0 32

BRASS.

Rod and Sheet, 14 to 30 gauge, 15 per cent.

Sheets, hard-rolled, 2x4	0 23
Tubing, base, per lb	0 23½

ZINC SPELTER.

Foreign, per 100 lb	6 00	6 25
Domestic " "	....	....

ZINC SHEET.

5-cwt. casks	6 15	6 50
Part casks	6 50	7 00

LEAD.

Imported Pig, per 100 lb.	3 20	3 30
Bar, per lb	....	0 05
Sheets, 2½ lb. sq. ft., by roll	....	0 06¼
Sheets, 3 to 6 lb. "	....	0 06

NOTE.—Cut sheets ½c. per lb., extra. Pipe, by the roll, usual weights per yard, lists at 7c. per lb. and 35 p.c. dis. f.o.b. Toronto.

NOTE.—Cut lengths, net price, waste pipe 8-ft. lengths, lists at 8c.

ANTIMONY.

Cookson's per lb.	7 50	8 00

SHOT.

Common, $6.50 per 100 lb.; chilled, $7.00 per 100 lb.; buck, seal and ball, $7.50. Discount, 17½ p.c. Prices are f.o.b. Toronto, Hamilton, Montreal, St. John and Halifax. Terms, 3 p.c. cash, freights equalized.

PLUMBING GOODS.

BATH TUBS.

Zinc	6 00

Copper, discount 20 per cent. off revised list.

BATHS.

Standard Enameled.

5½-ft. rolled rim, 1st quality	21 60
5½ " " " 2nd "	17 85

CLOSETS.

	Net.
Fittings	1 00
Plain Simplex Syphon Jet	9 00
Emb. " " "	9 50
Fittings	1 25
Low Down Elgin or Teutonic, plain	6 00
Low " " " emb.	6 50
Connection	1 25
Plain Richelieu	4 25
Emb. "	4 50
Connections	1 25
Basins, P.O., 14-in	0 63
Basins, oval, 17 x 14-in.	1 50
Basins, " 19 x 15-in.	2 00

IRON PIPE.

Black pipe—	Per 100 feet.
⅛ inch	3 05
¼ "	2 07
⅜ "	2 25
½ "	2 50
¾ "	3 22
1 "	4 58
1¼ "	6 47
1½ "	7 85
2 "	11 05
2½ "	19 25
3 "	22 75
3½ "	28 75
4 "	35 25
4½ "	41 00
5 "	44 00
6 "	57 50

Galvanized pipe—	
¼ inch	2 88
⅜ "	3 11
½ "	3 42
¾ "	4 40
1 "	6 35
1¼ "	8 80
1½ "	10 75
2 "	14 80

Malleable Fittings—Discount 20 p.c.
Cast Iron Fittings—
Standard, 57½ per cent.; unions, 55 per cent.; on nipples, headers and flanged unions, 60 per cent.

PLUMBERS' BRASS GOODS.

Standard Compression work, dis. 60 & 10 p.c.
Cushion work, discount 50 per cent.
Fuller work, discount 70 per cent.
6 dozen lots and over of the above, extra discount 10 per cent.
Lever handle Stops and Waste, discount 60 per cent. With, in lots of 2 dozen and over, an extra discount of 10 per cent.
J.M.T. Globe, Angle and Check Valves, discount 55 per cent.
Standard Globe, Angle and Check Valves, discount 60 per cent.
"Kerr" Globe, Angle and Check Valve, discount 60 per cent.
J. M. T. Radiator Valves discount 55 per cent.
Standard Radiator Valves, discount 60 per cent.
Patent Quick-Opening Valves, discount 65 per cent.

No. 1 compression bath cock net	1 75
No. 4 " " "	1 90
No. 7 Fuller's "	2 10
No. 4½, " "	2 25
Patent Compression Cushion, basin cock, hot and cold per doz.	15 00
Patent Compression Cushion, bath cock, No. 2208	2 25

Square head brass cocks, discount 55 per cent
" " iron " " 50 to 60 "
Thompson Smoke-test Machine $25.00

RANGE BOILERS.

Dominion, 30 gallon net	4 75
" 35 " "	5 75
" 40 " "	6 75
Copper, 30 gallon "	22 00
" 35 " "	24 00
" 40 " "	28 00

Discount off copper boilers 15 per cent.

SOIL PIPE AND FITTINGS.

Light soil pipe, discount, 50 per cent.
" " fittings, discount 50 and 10 p.c.
Med. and Extra heavy pipe and fittings, dis. 60 per cent.
7 and 8-in. pipe, discount 40 and 5 per cent.

SOLDER.

	Per lb
Bar, half-and-half, guaranteed	0 19
Bar, half-and-half, commercial	0 18
Refined	0 18

STEEL BOILER PLATE.

¼ in	2 50	2 60
3-16 in	2 60	2 70
⅜ in. and thicker	2 50	2 60

PAINTS AND OILS.

COLORS IN OIL.

1-lb. tins, pure.

Venetian red, per lb.	0 08
Chrome yellow	0 15
Golden ochre	0 08
French "	0 06
Marine black	0 04
Chrome green	0 10
French Permanent green	0 13
Signwriters' black	0 15
Umber	0 11
Sienna	0

$105.20

Not a bad sized cheque for sending us a name, is it?

If you can help us get orders – and you assuredly can—for structural steel for steel frame buildings, or roof trusses, we shall pay you well. We do the work. You invest nothing but personal interest.

THE HAMILTON BRIDGE WORKS CO., LIMITED

Long Distance 'Phone, Hamilton 630. HAMILTON, CANADA.

COLORS DRY.

Pure in bbls., per cwt. Less than this quantity ½c. extra.

Common ochre, bbls.	....	2 50
Yellow ochre	....	1 12½
Brussels ochre	....	2 75
Venetian red,	1 50	2 25
English oxides,	3 00	3 25
American oxides	1 25	2 75
Canadian red oxides	....	1 50
Super magnetic oxides, 93 p.c.	....	2 00
Burnt sienna	....	9 00
" umber	6 00	7 00
Raw umber	6 00	7 00
Drop black	....	12 00
Chrome yellow	....	0 18
Chrome greens	....	5 50
French green	....	0 09
Golden ochre	....	2 75
Ultramarine blue, in 28-lb. bxs	7 00	10 00
Fire proof mineral	....	1 00
Genuine Eng. Litharge	....	4 50
Mortar color	....	1 00
Pure Indian red, lb	....	0 09
Whiting, bbl	....	0 65
English vermilion in 30-lb. bgs.	....	0 85

CASTOR OIL.

British, 1st. qual, in cases, per lb	0 08½	0 09½
" " small lots	0 10	0 10½

COD OIL, ETC.

Cod oil, per gal	0 50	0 55
Pure olive	....	1 40
" neatsfoot	....	0 90

WHITE LEAD. er 100 lb.

Pure	....	4 75
No. 1	....	4 50
No. 2	....	4 25
No. 3	....	3 87½
No. 4	....	3 50
Munro's Select Flake White	....	4 75
Elephant and Decorators' Pure	....	4 75
Monarch	....	5 00
Decorator's Pure	....	4 75
Essex Genuine	....	4 25
Sterling Pure	....	5 00
Island City Pure	....	5 00
Ramsay's Pure Lead	4 75	5 00
Ramsay's Exterior	4 50	4 75

RED LEAD.

Genuine, 560 lb. casks, per cwt	$4 25	$4 50
Genuine, 100 lb. kegs, "	....	4 75
No. 1, 560 lb. casks, per cwt	....	4 00
No. 1, 100 lb. kegs, per cwt	....	4 25

WHITE ZINC.

Extra Red Seal	0 06	0 08
French V. M.	0 06	0 06¼
Lehigh	0 06	0 06¼

DRY WHITE LEAD.

Pure, casks	4 50
Pure, kegs	4 75
No. 1, casks	4 25
No. 1, kegs	4 50

PREPARED PAINTS.

In ¼, ½ and 1-gallon tins.

Pure, per gallon	....	1 20
Second qualities, per gallon	....	1 00
Barn (in bbls.)	0 60	0 90
The Sherwin-Williams paints	1 30	1 40
Canada Paint Co.'s pure	....	1 25
Toronto Lead & Color Co's pure	....	1 25
Sanderson Pearcy's pure	....	1 20
Standard Co.'s "New Era."	....	1 30
"Globe" barn	60	70
Francis-Frost Co.'s "Ark" B'd	....	1 25
" British Navy deck	....	1 50
Henderson & Potts's "Anchor"	....	1 35
Globe Paint Co.'s mixed	....	1 30
" barn and bridge	....	0 75
Ramsay's paints, Pure, per gal.	....	1 20
" Thistle, "	....	1 00
" Outside, bbls	0 55	0 65
Island City House Paint	....	1 25
" Floor "	....	1 25
Sterling House Paint	....	1 20
" Floor "	...	1 10
National	....	1 05

PUTTY.

Bulk in bbls.	1 50
Bulk in less quantity	1 75
Bladders in bbls	1 75
Bladders in kegs, boxes or loose	1 90
25-lb. tins	1 85
12½ lb. tins	2 10
Bladders in bulk or tins less than 100 lb.	1 90

VARNISHES.

In 5-gal. lots.	Per gal.	Net.
Carriage, No. 1	1 50	1 60
Pale durable body	4 10	4 25
" rubbing	2 85	3 20
Gold size, japan	1 50	1 60
No. 1 brown japan	0 85	0 90
Elastic oak	....	1 50
Furniture, extra	1 10	1 25
" No. 1	0 90	1 00
Hard oil finish	1 35	1 50
Light oil finish	1 60	1 70
Damar	1 75	2 00
Shellac, white	2 40	2 50
" orange	2 30	2 40
Turpentine, brown japan	1 10	1 20
" black japan	1 10	1 20
" " No. 1.	0 85	0 90
Elastilite varnish, 1 gal. can, each		2 00
Granitine floor finish, per gal		2 75

Maple Leaf coach enamels; size 1, $1.20; size 2, 70c.; size 3, 40c. each.
Sherwin-Williams' kopal varnish, assorted case, from to 1 gal., $2.50.

GLUE.

Common	0 08	0 08½
French medal	0 10	0 14
White, extra	0 18	0 22
Gelatine	....	....
Strip	0 18	0 20
Coopers	0 19	0 20
Huttner	....	....
Ground	0 12	0 16
Cologne, genuine	....	

HARDWARE.

AMMUNITION.

Cartridges.

B. B. Caps Dominion, 50 and 5 per cent.
Rim Fire Pistol, discount 40 p.c., American.
Rim Fire Cartridges, Dominion, 50 and 5 p.c.
Central Fire Pistol and Rifle, 10 p.c., Amer.
Central Fire Cartridges, pistol sizes, Dominion, 30 per cent.
Central Fire Cartridges, Sporting and Military, Dominion, 15 per cent.
Central Fire, Military and Sporting, American, add 5 per cent. to list. B.B. Caps, discount 40 per cent., American.
Loaded and empty Shells, "Trap" and "Dominion" grades, 25 per cent. Rival and Nitro, 10 per cent. advance on list.
Brass Shot Shells, 55 per cent.
Primers, Dom., 30 per cent.; American, $1.60.

Wads.	per lb.
Best thick white felt wadding, in ½-bags	$ 00
Best thick brown or grey felt wads, in ½-lb. bags	0 70
Best thick white card wads, in boxes of 500 each, 12 and smaller gauges	0 99
Best thick white card wads, in boxes of 500 each, 10 gauge	0 35
Best thick white card wads, in boxes of 500 each, 8 gauge	0 55
Thin card wads, in boxes of 1,000 each, 12 and smaller gauges	0 20
Thin card wads, in boxes of 1,000 each, 10 gauge	0 25
Thin card wads, in boxes of 1,000 each, 8 gauge	...

Chemically prepared black edge grey cloth wads, in boxes of 250 each—	Per M.
11 and smaller gauge	0 60
9 and 10 gauges	0 70
7 and 8 "	0 90
5 and 6 "	1 10

Superior chemically prepared pink edge, best white cloth wads, in boxes of 250 each—

11 and smaller gauge	1 15
9 and 10 gauges	1 40
7 and 8 "	1 65
5 and 6 "	1 90

ADZES.

Discount 20 per cent.

ANVILS.

Wright's, 80-lb. and over	0 10¾
Hay Budden, 80-lb. and over	0 09¼
Brook's, 80-lb. and over	0 11¼

AUGERS.

Gilmour's, discount 65 and 5 per cent. off list.

AXES.

Chopping Axes		
Single bit, per doz.	7 00	10 00
Double bit, "	10 00	18 00
Bench Axes, 40 per cent.		
Broad Axes, 25 per cent.		
Hunters' Axes	5 50	6 00
Boys' Axes	6 25	7 00
Splitting Axes	7 00	12 00
Handled Axes	....	10 00

AMERICAN AXE AND TOOL CO.

Red Ridge, boys', handled.	....	5 75
" hunters	....	5 25

AXLE GREASE.

Ordinary, per gross	6 00	7 00
Best quality	10 00	12 00

BELLS.

Hand.

Brass, 60 per cent.
Nickel, 55 per cent.

Cow.

American make, discount 63¾ per cent.
Canadian, discount 45 and 50 per cent.

Door.

Gongs, Sargant's 5 50 8 00
" Peterboro', discount 50 and 10 per cent. off new list.

Farm.

American, each 1 25 3 00

House.

American, per lb. 0 35 0 40

BELLOWS.

Hand, per doz.	3 35	4 75
Moulders', per doz.	7 50	10 00

Blacksmiths', discount 40 per cent.

BELTING.

Extra, 60 per cent.
Standard, 60 and 10 per cent.
No. 1, not wider than 6 in., 60, 10 and 10 per cent.
Agricultural, not wider than 4 in., 75 per cent.

BITS.

Auger.

Gilmour's, discount 60 per cent.
Rockford, discount 50 and 10 per cent.
Jennings' Gen., net list.

Car.

Gilmour's, 47½ per cent.

Expansive.

Clark's, 40 per cent.

Gimlet.

Clark's, per doz	0 65	0 90
Diamond, Shell, per doz.	1 00	1 50
Nail and Spike, per gross.	2 25	5 20

BLIND AND BED STAPLES.

All sizes, per lb. 0 07½ 0 12

BOLTS AND NUTS Per cent.

Carriage Bolts, common ($1 list)	
" " 3-16 and ¼	60
" " 3-16 and ⅜	55 and 5
" " 7-16 and up	55
" " full sq. ($2.40 list)	60
" " Norway Iron ($3 list)	60
Machine Bolts, all sizes, ⅜ and less	60
Machine Bolts, 7-16 and up	55 and 5
Plough Bolts	55 and 5
Blank Bolts	55 and 5
Bolt Ends	55 and 5
Sleigh Shoe Bolts	70
Coach Screws, cone point	70

Nuts, square, all sizes, 4c. per lb. off.
Nuts, hexagon, all sizes, 4¼c. per lb. off.
Stove Rods, per lb., 5½ to 6c.

BOOT CALKS.

Small and medium, ball .... per M.	4 25
Small heel .... "	4 50

BRIGHT WIRE GOODS.

Discount 62½ per cent.

BUTCHERS' CLEAVERS.

German	per doz.	6 00	9 00
American	"	12 00	18 00

BUTCHER KNIVES.

Bailey's	per doz.	0 60	6 30

BUILDING PAPER, ETC

Tarred Felt, per 100 lb.	85
Ready roofing, 2-ply, not under 45 lb. per roll	0 90
Ready roofing, 3-ply, not under 65 lb., per roll	1 15
Carpet Felt .... per ton	45 00
Heavy Straw Sheathing .... per ton	35 00
Dry Sheathing ..... per roll, 400 sq. ft.	0 40
Tar " " 400 "	0 50
Dry Fibre " 400 "	0 55
Tarred Fibre " 400 "	0 65
O. K. & I. X. L. " 400 "	0 70
Resin-sized " 400 "	0 45
Oiled Sheathing " 600 "	1 00
Oiled " " 400 "	0 70
Roof Coating, in barrels .... per gal.	0 17
Roof " small packages "	0 25
Refined Tar .... per barrel	5 00
Coal Tar .... "	4 00
Coal Tar, less than barrels .... per gal.	0 15
Roofing Pitch .... per 100 lb.	1 10

BULL RINGS.

Copper, $2.00 for 2½-inch, and $1.9 for 2-inch.

BUTTS.

Wrought Brass, net revised list.

Cast Iron.

Loose Pin, discount 60 per cent

Wrought Steel.

Fast Joint, discount 65, 10 and 2½ per cent.
Loose Pin, discount 65, 10 and 2½ per cent.
Berlin Bronzed, discount 70, 70 and 5 per cent
Gen. Bronzed .... per pair 0 40 0 65

CARPET STRETCHERS.

American	per doz.	1 00	1 50
Bullard's	"	....	6 50

CASTORS.

Bed, new list, discount 55 to 57½ per cent.
Plate, discount 52½ to 57½ per cent.

CATTLE LEADERS.

Nos. 32 and 33 .... per gross 7 50 8 50

CHALK.

Carpenters' Colored, per gross	0 45	0 75
White lump .... per cwt.	0 60	0 65
Red	0 05	0 06
Crayon .... per gross	0 14	0 18

CHISELS.

Socket, Framing and Firmer.

Broad's, discount 60 and 10 per cent.
Warnock's, discount 50 and 10 per cent.
P. S. & W. Extra, discount 60 and 10 per cen

FOODS—STOCK.

Colonial Stock Foods, 50c. packages, per doz	$4 00
" " " 25c. pkgs., "	2 00
" " " 10c. " "	75
" " " 25-lb. pail, each	1 30
Poultry Foods, 25c. packages	1 25
Cough Powders, per doz	1 25
Worm "	1 25
International Stock Foods, $1 packages, per doz.	8 00
International Stock Foods, per pail	2 75
" " " per bbl	10 50
" Poultry " $1 pkgs., per dz.	8 00
" Worm Powders, 50c. pkgs. "	4 00
" Pine Healing Oil, per doz	8 00
" Pheno-Chloro, $1 pkgs., per doz	8 00
" Hoof Ointment	8 00
" Compound Absorbent	16 00

Also 25c. pkgs. at $2 per doz. 50c. pkgs. at 4 per doz.

CLIPS.

Axle, discount 65 per cent.

Paterson's Wire Edged Ready Roofing

has successfully stood the test of Canada's variable climate for over twenty years, and is the only popular substitute for shingles.

We are advertising the above Roofing extensively in the "Farmers' Magazines" and in all cases we ask prospective customers to order our goods from their local Hardware Merchants.

There will be a very large quantity of our Ready Roofing sold in the future, and you can't blame us if you don't get your share of that trade.

Prices, Samples and Testimonials from

The Paterson Mfg. Co., Limited

Toronto and Montreal.

COMPASSES, DIVIDERS, ETC.

American, discount 62½ to 65 per cent.

CONDUCTOR PIPE.

Plain or Corrugated.

2-inch	per 100 feet	3 00
3 "	" "	4 00
4 "	" "	5 25
5 "	" "	6 75
6 "	" "	9 00

CRADLES, GRAIN.

Canadian, discount 20 to 25 per cent.

CROSSCUT SAW HANDLES.

S. & D., No. 3	per pair	0 17½
S. & D., " 5	"	0 22½
S. & D., " 6	"	0 15
Boynton pattern	"	0 20

DOOR SPRINGS.

Torrey's Rod	per doz.	....	1 75
Coil, 9 to 11 in.	"	0 95	1 65
English	"	2 00	4 00

DRAW KNIVES.

Coach and Wagon, discount 50 per cent.

Carpenters' discount 60 and 10 per cent.

DRILLS.

Hand and Breast.

Millar's Falls, per doz., net list.

DRILL BITS.

Morse, discount 37½ to 40 per cent.
Standard, discount 50 and 5 to 55 per cent.

FAUCETS.

Common, cork-lined, discount 35 per cent.

EAVETROUGHS.

10-inch .... per 100 ft. 10 00

ELBOWS (stovepipe.)

5 and 6-inch, common	per doz.	1 20
7-inch	"	1 35

Polished, 15c. per dozen extra.

ESCUTCHEONS.

Discount 50 and 10 per cent., new list

ESCUTCHEON PINS.

Iron, discount 40 per cent.

FACTORY MILK CANS.

Discount off revised list, 40 per cent.

FILES AND RASPS.

Great Western	70 and 10 per cent.
Arcade	70 " 10 "
Kearney & Foot	70 " 10 "
Disston's	70 " 10 "
American	70 " 10 "
J. Barton Smith	70 " 10 "
McClellan	70 " 10 "
Eagle	70 " 10 "
Nicholson, 60 and 10 to 60, 10 and 5	"
Royal	80 "
Globe	70 to 75 "

Black Diamond, 60 and 10 to 60, 10 and 5 per cent.
Jowitt's, English list, 25 to 27½ per cent.
Nicholson File Co.'s "Simplicity" file handle, per gross 85c. to $1.50

GLASS.

Window. Box Price.

Size United Inches.	Star Per 50 ft.	Star Per 100 ft.	D. Diamond Per 50 ft.	D. Diamond Per 100 ft.
Under 26	....	3 80	....	5 06
26 to 40	....	4 00	....	5 44
41 to 50	....	4 50	....	6 56
51 to 60	....	4 75	....	7 50
61 to 70	....	5 00	....	8 62
71 to 80	....	5 30	....	9 38
81 to 85	....	....	....	10 75
86 to 90	....	....	....	12 30
91 to 95	....	....	....	15 00
6 to 100	....	....	....	18 00

Discount 1 per cen

GAUGES.

Marking, Mortise, Etc.

Stanley's, discount 50 to 55 per cent.

Wire Gauges.

Winn's, Nos. 26 to 33 ....each 1 65 2 40

GILLETT'S POWDERED LYE.

1-case, $3.60; 3-case, $3.50; 5-case and over, $3.40.

HALTERS.

Rope, ⅝-inch	per gross	....	12 00
Rope, ½ "	"	....	9 00
Rope, ⅝ to ¾-inch	"	....	14 00
Leather, 1-inch	per doz.	....	4 00
Leather, 1¼ "	"	....	5 20
Web	"	....	2 45

HAMMERS.

Nail.

Maydole's, discount 5 to 10 per cent. Canadian discount 25 to 27½ per cent.

Tack.

Magnetic .... per doz. 1 10 1 20

Sledge.

Canadian .... per lb. 0 07½ 0 08½

Ball Pean.

English and Canadian, per lb. 0 22 0 25

HANDLES.

Axe, 2nd growth, per doz. net	3 00	4 00
tore door .... per doz.	1 00	1 50

Fork.

C. & B., discount 40 per cent., revised list.

Hoe.

C. & B., discount 40 per cent., revised list.

Saw.

American .... per doz. 1 00 1 25

Plane.

American .... per gross 3 15 3 75

Hammer and Hatchet.

Canadian, discount 40 per cent.

HANGERS.	doz. pairs.	
Steel barn door	8 00	10 00
Stearns, 4-inch	....	4 50
" 5-inch	....	6 00
Zenith	....	9 00
Lane's covered—		
No. 11, 5-foot run	....	8 40
No. 11½, 10-foot run	....	10 80
No. 12, 10-foot run	....	12 60
No. 14, 15-foot run	....	21 00
Steel, covered	4 00	11 00
" track, 1 x 3-16 in(100 ft)	....	3 75
" " 1½ x 3-16 in(100 ft)	....	4 75

HARVEST TOOLS.

Discount 60 per cent.

HATCHETS.

Canadian, discount 40 to 42½ per cent.

HAT ENAMEL.

Henderson & Potts' "Anchor Bran

HINGES.

Blind, Parker's, discount 60 per cent.

Heavy T and strap, 4-in., per lb.	0 06½
" " 5-in., "	0 06¼
" " 6-in., "	0 06
" " 8-in., "	0 05¾
" " 10-in., "	0 05½

Light T and strap, discount 65 and 5 per cent.

Screw hook and hinge—

6 to 10 in.	per 100 lb.	....	4 50
12 in. up	"	....	3 25
Spring, No. 20, per gro. pairs		....	10 50

HOES.

Garden, Mortar, etc., discount 60 per cent.
Planter .... per doz. 4 00 4 50

HOLLOW WARE.

Tinned cast, 35 per cent.

HOOKS.

Cast Iron.

Bird cage	per doz.	0 50	1 10
Clothes line, No. 61	"	0 00	0 70
Harness	"	0 60	12 00
Hat and coat	per gro.	1 10	10 00
Chandelier	per doz.	0 50	1 00

Wrought Iron.

Wrought hooks and staples Canadian discount 60 per cent.

Wire.

Hat and coat, discount 60 per cent.
Belt .... per 1,000 .... 0 60
Screw, bright, discount 60 per cent.

HORSE NAILS.

"C" brand, 40, 10 and 7½ per cent. off list } Oval
"M" brand, 55, per cent. } head
Countersunk, 57½ per cent.
"Monarch," 50 and 7½ per cent.
"Peerless" 50 per cent. dis.

HORSESHOES.

Iron Shoes.	F.O.B. Montreal No. 2 and larger.	No. 1 and smaller.
Light, medium and heavy	3 65	3 90
Snow shoes	3 90	4 15
Steel Shoes.		
XL, sizes 1 to 5	....	5 35
Light, No. 2 and larger	....	3 80
No. 1 and smaller	....	4 05
Featherweight, all sizes 0 to 4.	....	5 35
Toeweight, all sizes 1 to 4	....	6 60

JAPANNED WARE.

Discount 50 per cent.

ICE PICKS.

Star .... per doz. 00 3 25

KETTLES.

Brass spun 7½ per cent. discount off new list.
Copper .... per lb. 0 30 0 50
American, 60 and 10 to 65 and 5 per cent.

KEYS.

Lock, Canadian dis. 40 to 40 and 10 per cent.
Cabinet, trunk and padlock, American .... per gross 0 60

KNOBS.

Door, japanned and N.P., per doz.	1 50	2 50
Bronze, Berlin .... per doz.	2 75	3 25
Bronze, Genuine .... "	6 00	9 00
Shutter, porcelain, F. & L. screw .... per gross	1 30	00
White door knobs .... per doz.	....	00

HAY KNIVES.

Net prices.

LAMP WICKS.

Discount, 60 per cent.

LANTERNS.

Cold Blast	per doz.	7 00
No. 3, "Wright's"	"	8 50
Ordinary, with O burner	"	4 00
Dashboard, cold blast	"	9 00
No. 0	"	5 75

Japanning, 50c. per doz. extra.

LEMON SQUEEZERS.

Porcelain lined	per doz.	2 20	5 60
Galvanized	"	1 87	3 85
King, wood	"	2 75	2 90
King, glass	"	4 00	4 50
All glass	"	0 50	0 90

LINES.

Fish	per gross	1 05	2 50
Chalk	"	1 90	7 40

LAWN MOWERS.

Woodyatt,	10½-in. wheel,	14-in. cut	..	8 50
Star,	9 -in. "	"	..	7 00
Daisy,	8 -in. "	"	(net)	2 87½
Philadelphia,	7½-in. "	"	..	7 00
Ontario,	7½-in. "	"	..	15 80
King Edw'd,	12-in. "	"	..	9 50

Discount, 50 per cent., with freight concessions in quantity shipments.

Maxwell & Sons:

10½-in. high wheel	7 50	10 00
9-in.	5 50	6 25
8-in.	4 90	5 50

Discount 50 per cent.

LOCKS.

Canadian, 50 to 50 and 10 per cent.
Russell & Erwin ...per doz.

Cabinet.

Eagle, discount 30 per cent.

Padlocks.

English and Am. .... per doz. 0 50 6 00
Eagle, discount 20 to 25 per cent.

MACHINE SCREWS.

Iron and Brass.

Flat head, discount 25 per cent.
Round head, discount 20 per cent.

MALLETS.

Tinsmiths'	per doz.	1 25	1 50
Carpenters', hickory,	"	1 25	3 75
Lignum Vitae	"	3 85	5 00
Caulking, each		0 60	2 00

MATTOCKS.

Canadian .... per doz. 5 50 6 50

MEAT CUTTERS.

American, discoun 3½ per cent.
German, 15 per cen
Gem .... each 1 15

MILK CAN TRIMMINGS.

Discount 25 per cent.

NAILS.	Cut.	Wire.
2d and 3d	3 30	3 45
3d	2 95	3 12
4 and 5d	2 70	2 95
6 and 7d	2 60	2 80
8 and 9d	2 45	2 60
10 and 12d	2 40	2 55
16 and 20d	2 35	2 50
30, 40, 50 and 60d (base)	2 30	2 45

Cut nails in carlots 5c. less.
Wire nails in carlots are $2.40.
Steel cut nails 10c. extra.
Miscellaneous wire nails, discount 75 per cent.
Coopers' nails, discount 30 per cent.

NAIL PULLERS.

German and American 1 75 50

NAIL SETS.

Square, round and octagon, per gross	3 38
Diamond	1 00

POULTRY NETTING.

2-in. Mesh, 19 w.g., dis. 60 per cent.
2-in. Mesh, 16 w.g. and heavier, 50 p.c.

OAKUM.

U. S. Navy	per 100 lb.	....	6 75
Plumbers	"	....	3 00

OILERS.

McClary's Model galvanized oil can, with pump, 5 gallon, per dozen 10 00
Davidson oilers, discount 40 per cent.
Zinc and tin, discount 50, 50 and 10 per cent.

Copper	per doz.	1 25	3 50
Brass	"	1 50	3 50

Malleable, discount 25 per cent

GALVANIZED PAILS.

Dufferin pattern pails, discount 45 per cent
Flaring pattern, discount 45 per cent.
Galvanized washtubs, discount 45 per cent

PIECED WARE.

Discount 40 per cent off list, June, 1899.
10-qt. flaring sap buckets, discount 40 per cent
6, 10 and 14-qt. flaring pails dis. 40 per cent.
Creamer cans, discount 40 per cent.

PICKS.

Per dozen 6 00 9 00

PICTURE NAILS.

Porcelain head	per gross	1 35	1 50
Brass head	"	0 40	1 00

PICTURE WIRE.

Tin and gilt, discount 75 per cent.

PINE TAR.

½ pint in tins	per gross	...	7 80
1 " "	"	....	9 60

PLANES.

Wood bench, Canadian discount 40 per cent., American discount 50 per cent.
Wood, fancy Canadian or American, 37½ to 40 per cent

U. M. C. NEW PRODUCTS.

The .32 Automatic Colt Pistol Cartridge is loaded with a special high power smokeless powder, giving high velocity and operating fr eel hrough the mechanism of the Automatic Colt Pistol (pocket model). Those with the soft point bullet will be found desirable for sporting pur poses, and those with metal case for military and target use.

RIM FIRE CARTRIDGES

The U. M. C. .22 automatic rifle (Winchester model 1903) cartridge is now ready for the market. New .22 short ungreased, 22 long ungreased, and .22 Winchester inside lubricated are inexpensive rim fire cartridges loaded with the best grade of smokeless powder. Boys a r calling for these cartridges, as they can be carried loose in the pocket without the old inconvenience of the greased cartridge. They will not lead he gun. "U. M. C. Ammunition shoots well in any gun."

THE UNION METALLIC CARTRIDGE CO.,

BRIDGEPORT, CONN.

Agency—313-15 Broadway, New York City, N.Y. **Depot—86-88 First St., San Francisco, Cl.**

PLANE IRONS.

English ..... per doz.	2 00	5 00

PLIERS AND NIPPERS.

Button's genuine, per doz. pairs, discount 37½ to 40 per cent.

Button's imitation....per doz.	5 00	9 00
German ..... "	0 60	60

PRESSED SPIKES.

Discount 20 per cent.

PULLEYS.

Hothouse .....per doz.	0 55	1 00
Axle ..... "	0 22	0 33
Screw ..... "	0 27	1 00
Awning ..... "	0 35	2 50

PUMPS.

Canadian cistern	1 80	3 60
Canadian pitcher spout	1 40	2 10

PUNCHES.

Saddler's .....per doz.	1 00	1 85
Conductor's..... "	3 00	15 00
Tinners', solid.....per set	....	0 72
" hollow.....per inch	....	1 00

RAKES.

Wood.....per doz. net	1 20 up

RAZORS.

	per doz.	
Elliot's	4 00	18 00
Geo. Butler's & Co.'s.....	4 00	18 00
Boker's	7 50	11 00
" King Cutter	12 50	15 00
Wade & Butcher's.....	3 60	10 00
Theile & Quack's	7 00	12 00
Bailey's	6 00	12 00
Bailey's Brantford	10 00	11 00
Carbo Magnetic.....	....	15 00
Griffon Barber's Favorite	....	10 75
Griffon No. 65.....	....	13 00
Griffon Safety Razors.....	....	13 50
Griffon Stropping Machines..	....	13 50
Lewis Bros. "Klean Kutter"	8 50	10 50

REGISTERS.

Discount 40 per cent.

RIVETS AND BURRS.

Iron Rivets, black and tinned, discount 60 and 10 per cent.
Iron Burrs, discount 55 per cent.
Extras on Iron Rivets in 1-lb. cartons, ½c. per lb.
Extras on Iron Rivets in ½-lb cartons, 1c. per lb.
Copper Rivets, with usual proportion burrs, 45 per cent. discount. Cartons, 1c. per lb. extra, net.
Copper Burrs only, discount 30 and 10 per cent.
Extras on Tinned or Coppered Rivets, ½-lb. cartons, 1c. per lb.

RIVET SETS.

Canadian, discount 35 to 37½ per cent.

ROPE, ETC.

Sisal.....	0 11½
Pure Manilla	0 14½
"British" Manilla.....	0 12
Cotton, 3-16 inch and larger	0 21
" 5-32 inch	0 25
" ¼ inch	0 25
Russia Deep Sea	0 15
Jute.....	0 08
Lath Yarn, single	0 10½
" double	0 11
Sisal bed cord, 48 feet.....per doz.	0 65
" " 60 feet..... "	0 80
" " 72 feet..... "	0 95

RULES.

Boxwood, discount 55 per cent.
Ivory, discount 37½ to 40 per cent.

SAD IRONS.

Mrs. Potts, No. 55, polished....per set	0 80
" No. 50, nickle-plated, "	0 90
Common, plain.....	4 50
" plated	5 50

SAND AND EMERY PAPER.

B. & A. sand, discount, 40 and 5 per cent
Emery, discount 40 per cent.
Garnet (Rurton's). 5 to 10 per cent. advance on list.

SAP SPOUTS.

Bronzed iron with hooks ....per 1,000	7 50	
"Eureka" tinned steel, hooks "	8 00	

SAWS.

Hand, Disston's, discount 12½ per cent
S. & D., discount 40 per cent.
Crosscut, Disston's....per foot 0 35 0 55
S. & D., discount 35 per cent. on Nos. 2 and 3.

Hack, complete.....each	0 75	2 75
" frame only.....each	0 50	1 25

SASH WEIGHTS.

Sectional.....per 100 lb.	2 00	2 25
Solid ..... "	1 50	1 75

SASH CORD.

Per lb.....	0 28	0 30

SAW SETS.

	per doz.
Lincoln and Whiting	4 75
Hand Sets, Perfect	4 00
X-Cut Sets, "	7 50

SCALES.

Gurney Standard, 40 per cent.
Gurney Champion, 50 per cent.
Burrow, Stewart & Milne—
Imperial Standard, discount 40 per cent.
Weigh Beams, discount 35 per cent.
Champion Scales, discount 50 per cent.
Fairbanks standard, discount 35 per cent.
" Dominion, discount 55 per cent.
" Richelieu, discount 55 per cent.
Warren's new Standard, discount 40 per cent.
" " Champion, discount 50 per cent.
" Weighbeams, discount 35 per cent.

SCREW DRIVERS.

argent's .....per doz.	0 65	1 00

SCREEN DOORS.

Common doors, 2 or 3 panel, walnut stained, 4-in. style.....per doz. 6 50
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Common doors, 2 or 3 panel, in natural colors, oil finish .....per doz. 8 75
3-in. style 20c. per dozen less.

SCREWS.

Wood, F. H., bright and steel, discount 87½ per cent.
Wood, R. H., bright, dis. 82½ per cent.
" F. H., brass, dis. 80 per cent.
" R. H., " dis. 75 per cent.
" F. H., bronze, dis. 75 per cent.
" R. H., " dis. 70 per cent.
Drive Screws, dis. 87½ per cent.

Bench, wood .....per doz.	3 25	4 00
" iron ..... "	4 25	5 00

Set, case hardened, dis. 60 per cent.
Square Cap, dis. 50 and 5 per cent.
Hexagon Cap, dis. 45 per cent.

SCYTHES.

Per doz. net.....	6 00	9 00

SCYTHE SNATHS.

Canadian, discount 40 per cent.

SHEARS.

Bailey Cutlery Co., full nickeled, discou and 2½ per cent.
Bailey Cutlery, Japan Handles, discount 67½ per cent.
Seymour's, discount 50 and 10 per cent.

SHOVELS AND SPADES.

Canadian, discount 45 per cent.

SINKS.

Cast iron, 16 x 24.....	....	0 85
" 18 x 30.....	....	1 00
" 18 x 36.....	....	1 40

SNAPS.

Harness, German, discount 25 per cent.

Lock, Andrews'	4 50	11 50

SOLDERING IRONS.

1, 1½-lb.....	per lb.	0 37
2-lb. or over	"	0 34

SQUARES.

Iron, No. 493 .....per doz.	2 40	2 55
" No. 494 ..... "	3 25	3 40

Steel, discount 60 to 60 and 5 per cent.
Try and Bevel, discount 50 to 52½ per cent.

STAMPED WARE.

Plain, discount 75 and 12½ per cent. off revised list.
Retinned, discount 75 per cent off revised list.

STAPLES.

Galvanized	...	3 00
Plain	....	2 80

Coopers', discount 45 per cent.
Poultry netting staples, dis unt 40 per cent.

STOCKS DIES.

American discount 4.. 3r cent.

STONE.

Washita .....per lb.	0 28	0 60
Hindostan ..... "	0 06	0 07
" slip ..... "	0 09	0 09
Labrador..... "	....	0 13
" Axe..... "	....	0 15
Turkey ..... "	....	0 50
Arkansas..... "	....	1 50
Water-of-Ayr ..... "	....	0 10
Scythe .....per gross	3 50	5 00
Grind, 2-in., 40 to 200 lb., per ton	....	25 00
" " under 40 lb., "	....	28 00
" under 2 in. thick, "	....	29 00

STOVEPIPES.

5 and 6 inch, per 100 lengths	....	7 00
7 inch..... " "	....	7 50

ENAMELINE STOVE POLISH.

No. 4, 3 doz. in case..net cash	....	4 80
No. 6, 3 doz. in case.. "	....	8 40

TACKS, BRADS, ETC.

Carpet tacks, blued	80 and 15
" " tinned.....	80 and 20
" " (in kegs).....	40
Cut tacks, blued, in dozens only	80
" ½ weights	60
Swedes cut tacks, blued and tinned—	
In bulk	80 and 10
In dozens	75
Swedes, upholsterers', bulk....85, 12½ and 12½	
" brush, blued and tinned bulk	70
Swedes, gimp, blued, tinned and japanned.....	75 and 12½
Zinc tacks	35
Leather carpet tacks.....	55
Copper tacks.....	50
Copper nails	52½
Trunk nails, black	65 and 5
Trunk nails, tinned.....	65 and 10
Clout nails, blued	65 and 5
Chair nails.....	35
Patent brads.....	40
Fine finishing.....	40
Lining tacks, in papers.....	10
" " in bulk.....	15
" " solid heads, in bulk	75
Saddle nails, in papers.....	10
" " in bulk.....	15
Tufting buttons, 22 line, in dozens only	60
Zinc glaziers' points	5
Double pointed tacks, papers..	90 and 10
" " " bulk....	40
Clinch and duck rivets.....	45

TAPE LINES.

English, ass skin .....per doz.	2 75	5 00
English, Patent Leather	5 50	9 75
Chesterman's.....each	0 90	2 85
" steel.....each	0 80	3 00

TINNERS' SNIPS.

Per doz.....	3 00	15 00

THERMOMETERS.

Tin case and dairy, discount 75 to 75 and 10 per cent.

TRAPS (steel.)

Game, Newhouse, discount 25 per cent.
Game, H. & N., P. S. & W., 65 per cent.
Game, steel, 72½, 75 per cent.

TROWELS.

Disston's, discount 10 per cent.

German.....per doz.	4 75	6 00

S. & D., discount 35 per cent.

TWINES.

Bag, Russian .....per lb.	....	0 27
Wrapping, cotton, 3-ply	....	0 24
" " 4-ply	....	0 27
Mattress .....per lb.	0 33	0 45
Staging..... "	0 27	0 35

VISES.

Wright's.....	....	0 13½
Brook's.....	....	0 12½
Pipe Vise, Hinge, No. 1.....	....	3 50
" " No. 2.....	....	5 50
Saw Vise.....	4 50	9 00

Columbia Hardware Co.
Blacksmiths' (discount) 60 per cent.
" parallel (discount) 45 per cent.

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White, Princess, Turquoise, Blue and White discount 50 per cent.....
Diamond, Famous, Premier, discount 50 and 10 per cent.....
Granite or Pearl, Imperial, Crescent, discount 50, 10 and 10 per cent.
Premier steel ware, 40 per cent.
"Star" decorated steel and decorated white, 25 per cent.

WIRE.

Smooth Steel Wire.

No. 0-9 gauge.....		$2 50
10 "	6c.	extra.
11 "	12c.	"
12 "	20c.	"
13 "	30c.	"
14 "	40c.	"
15 "	55c.	"
16 "	70c.	"

Add 60c. for coppering and $2 for tinning.
Extra net per 100 lb.—Oiled wire 10c., spring wire $1.25, special hay baling wire 30c., best steel wire 75c., bright soft drawn 15c., charcoal (extra quality) $1.25, packed in casks or cases 15c., bagging and papering 10c., 50 and 100-lb. bundles 10c., in 25-lb. bundles 15c., in 5 and 10-lb. bundles 25c., in 1-lb. hanks, 50c., in ½-lb. hanks 75c., in ¼-lb. hanks $1.
Fine Steel Wire, discount 25 per cent. List of extras: In 100-lb. lots: No. 17, $5—No. 18, $5.50—No. 19, $6—No. 20, $6.65—No. 21, $7—No. 22, $7.30—No. 23, $7.65—No. 24, $8—No. 25, $9—No. 26, $9.50—No. 27, $10—No. 28, $11—No. 29, $12—No. 30, $13—No. 31, $14—No. 32, $15—No. 33, $16—No. 34, $17. Extras net—tinned wire, Nos. 17-25, $2—Nos. 26-31, $4—Nos. 32-34, $6. Coppered, 5c.—oiling, 10c.—in 25-lb. bundles, 15c.—in 5 and 10-lb. bundles, 25c.—in 1-lb. hanks, 25c.—in ½-lb. hanks, 38c.—in ¼-lb. hanks, 50c.—packed in casks or cases, 15c.—bagging or papering, 10c.
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Copper wire, discount 60 per cent. net cash 30 days, f.o.b factory.
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Galvanized barb, f.o.b. Cleveland, $2 55½ in less than carlots, and $2 45 in carlots.

COILED SPRING WIRE.

High Carbon, No. 9.....	$2 70
" No. 11	3 35
" No. 12	2 95

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Painted Screen, per 100 sq. ft., net.. 1 50
Terms, 2 per cent. off 30 days.

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Agricultural, discount 60 per cent.
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Towers' Engineer.....each	2 00	7 00
" S.....per doz.	5 80	6 00
" "	....	3 40
G. & K.'s Pipe.....	....	3 00
Burrell's Pipe.....each	....	3 00
Pocket .....per doz.	0 25	2 90

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Leader .....per doz.	30 00	33 00
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Sampson..... "	....	24 00
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Ironside, Son & Co., London, Eng.
Jackson, C. F., & Co., Vancouver, B.C.
Kemp Mfg. Co., Toronto.
Leslie, A. C., & Co., Montreal.
London Rolling Mills Co., London, Ont.
Lysaght, John, Bristol, Eng.
Morton, B. K., & Co., Sheffield, Eng.
Nova Scotia Steel and Coal Co., New Glasgow, N.S.
Peck Rolling Mills, Montreal.
Rogers, Henry, Sons & Co., Montreal.
Samuel, Benjamin & Co., Toronto.
Thompson, B. & S. H. & Co., Montreal.

Metal Lath.
Metallic Roofing Co., Toronto.
Pedlar People, Oshawa, Ont.

Metal Polish, Emery Cloth, etc.
Falkiner, H. F. Toronto.
Oakey, John, & Sons, London, Eng.

Metallic Window Screens.
Cutts, C. M., & Co., Toronto Junction.

Milk Cans and Trimmings.
Davidson, Thos., Mfg. Co., Montreal.
Kemp Mfg. Co., Toronto.
McClary Mfg. Co., London, Ont.

Paints, Oils and Glass,
Alabastine Co., Paris, Ont.
Berry Bros., Detroit and Wallaceburg.
Canada Linseed Oil Mills, Montreal.
Canada Paint Co., Montreal.
Consolidated Plate Glass Co., Toronto.
Dods, P. D., & Co., Montreal.
Francis-Frost Co., Toronto.
Grant-Hamilton Oil Co., Toronto.
Henderson & Potts, Montreal and Halifax.
Imperial Varnish and Color Co., Toronto.
Jamieson, R. C., & Co., Montreal.
Lucas, John, & Co., Philadelphia, Pa.
Luxfer Prism Co., Toronto.
McArthur, Corneille & Co., Montreal.
McCaskill, Dougall & Co., Montreal.
Merrick, Anderson & Co., Winnipeg.
Nobles & Hoare, London, Eng.
Queen City Oil Co., Toronto.
Ramsay & Son, Montreal.
Ridout, Geo., & Co., Toronto.
Sherwin-Williams Co., Montreal.
Standard Paint and Varnish Works, Windsor, Ont.
Stephens, G. F., & Co., Winnipeg.
Thorne, R. E., Montreal.

Patent Solicitor.
Cullen, Orlan Clyde, Washington, D.C.

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Greening, B., Wire Co., Hamilton.

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Morrison, Jas., Brass Mfg. Co., Toronto.

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Grey and Bruce Portland Cement Co., Owen Sound.
Hanover Portland Cement Co., Hanover, Ont.
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McNally, W., & Co., Montreal.
Thompson, B. & S. H. & Co., Montreal.

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Davidson, Thos., Mfg. Co., Montreal.
Dominion Radiator Co., Toronto, Ont.
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Jenking, A. C., Montreal.
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McArthur, Alex., & Co., Montreal
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Metallic Roofing Co., Toronto.
Ormsby, A. B., & Co., Toronto.
Paterson Mfg. Co., Toronto & Montreal.
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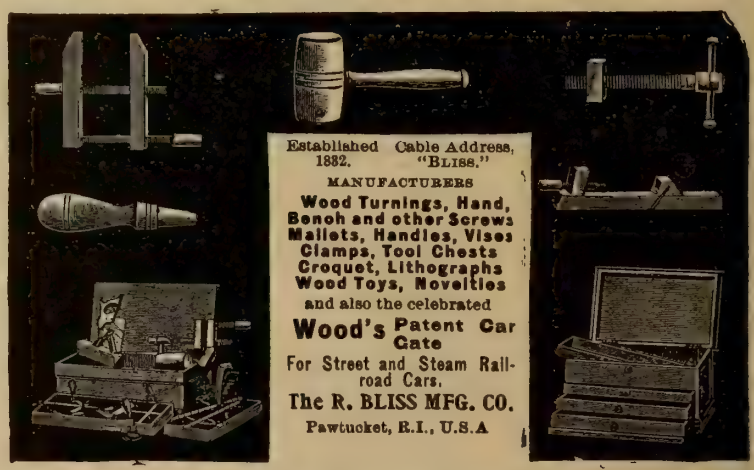

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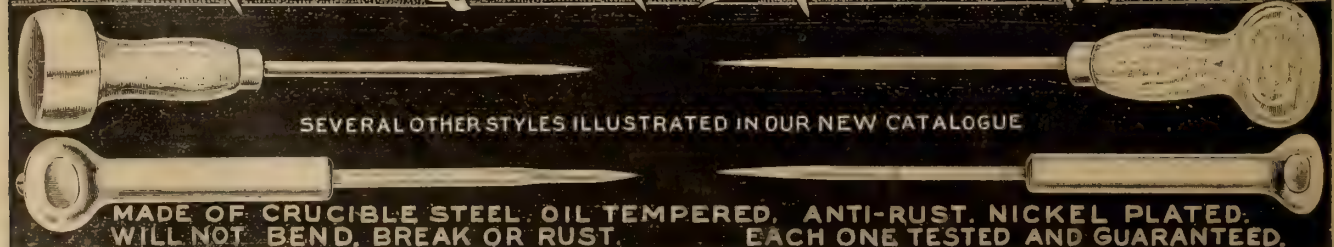

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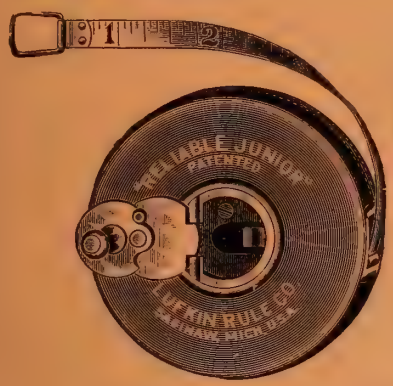

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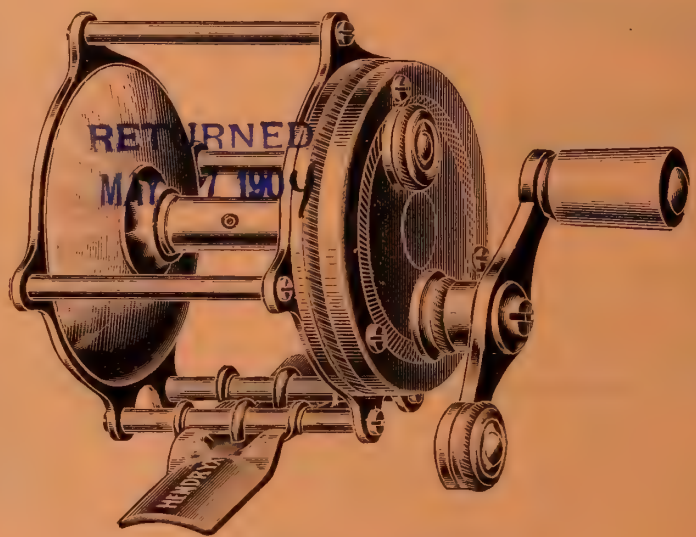

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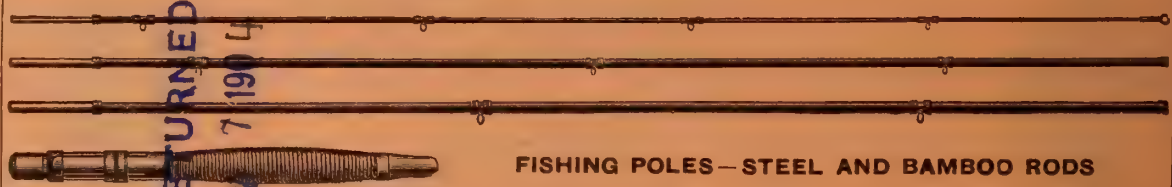

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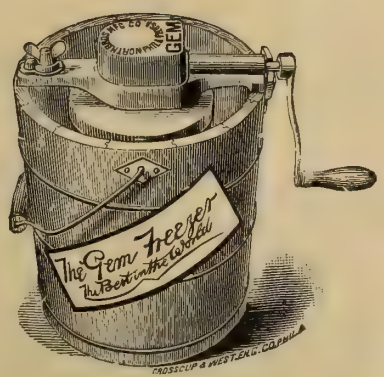

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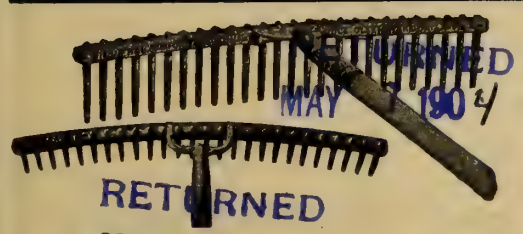

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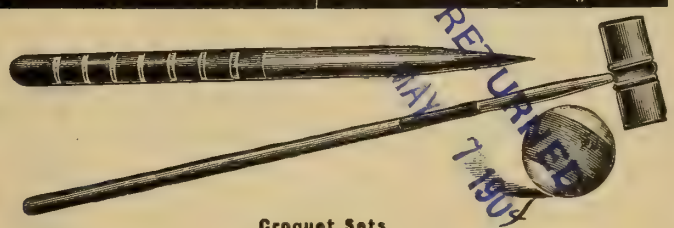

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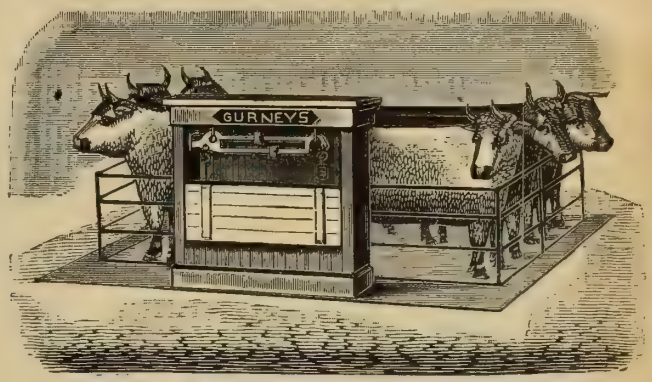

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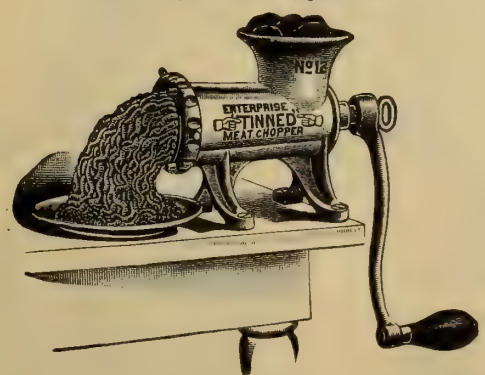

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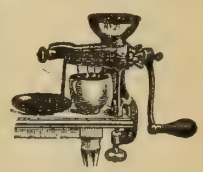

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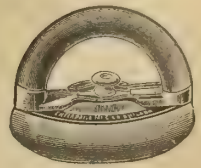

No. 82, $7.50 per doz.

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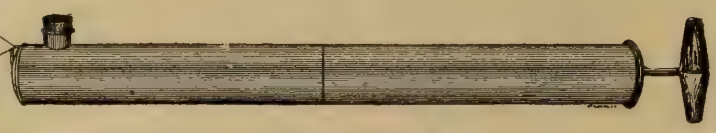
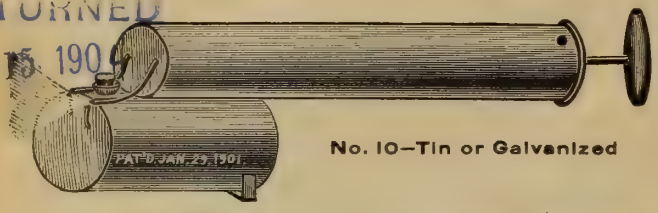
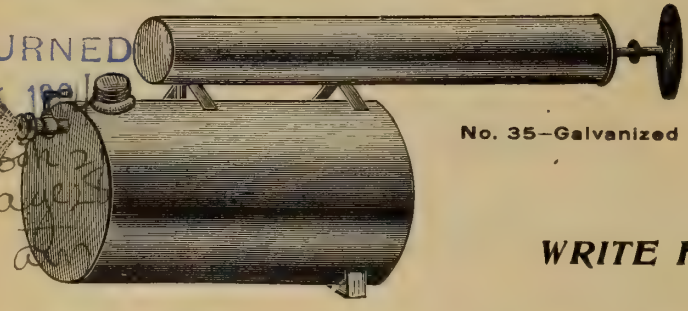


No. 4—Tin



No. 10—Tin or Galvanized



No. 35—Galvanized

A WORD TO THE WISE.

The fruit is not ripe yet, but the season for Sprayers is.

How about your stock?

We can supply everything in the Sprayer line.

WRITE FOR PRICES

John Bowman Hardware and Coal Co.

London, - Canada.

Steel Frame Churn.

DAVID MAXWELL & SONS

ST. MARYS, ONT., CANADA.

"Maxwell Favorite Churn"

PATENTED FEATURES: Improved Steel Stand, Roller Bearings, and Foot and Hand Lever Drive, and Detachable Driving Link. Improved for season of 1904. Steel or Wood Frame as desired.

Lawn Mowers.

High and Low Wheels, from 12 to 20 in. widths. Cold Rolled Steel Shafting, Crucible Steel Knives and Cutting Plate.

If your Wholesale House does not offer you these articles

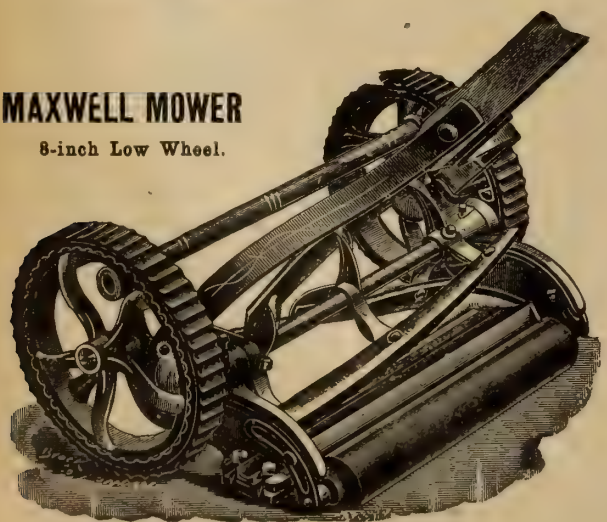
SEND DIRECT TO US.

Wheelbarrows.

In Four Different Sizes

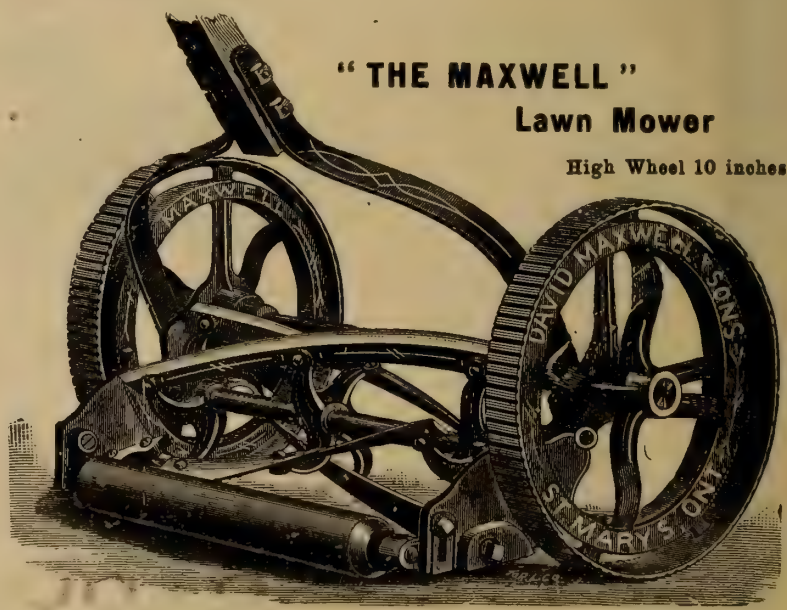
MAXWELL MOWER

8-inch Low Wheel.



"THE MAXWELL" Lawn Mower

High Wheel 10 inches



Hay Rope on Reels
Shingle Yarn on Reels

Lath Yarn
Hide Rope

Hay Rope in Coils
Bale Rope in Coils
Shingle Yarn in Coils

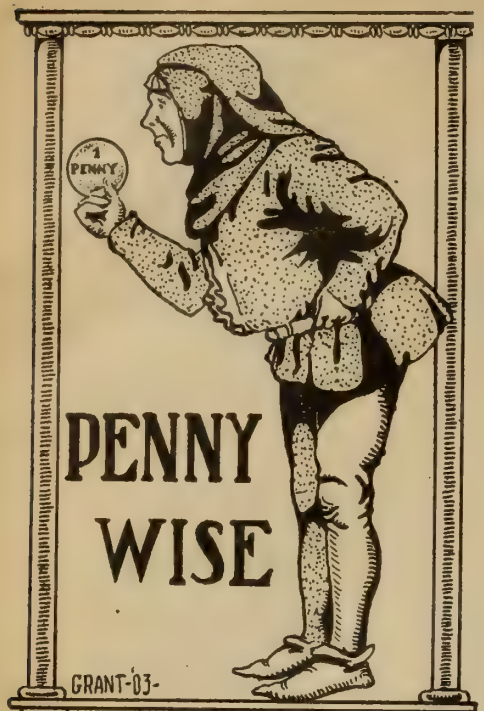
"Royal" Brand Binder Twine.

"Royal" Brand Binder Twine.

Our goods speak for themselves—so will our prices—when you write for them. We are not cheap people ; but our goods are good and our prices are as low as good goods can be bought for. Try us with an order and be convinced.

Canadian Cordage & Mfg. Co. LIMITED

PETERBOROUGH, ONT.



The only real value of money lies in making use of it.

The money that lies there in your safe from day to day doesn't do you any good until you commence to use it.

Then its value to you depends on how you use it.

Now, if you would only invest some of it in advertising space in HARDWARE AND METAL and then use the space right, you'd have a valuable assistant, working to increase your trade with hardwaremen and to make yourself and your goods better known among them.

Some folks would sooner save (?) the money—but they are "penny wise and pound foolish."

But you're not.

Are you?

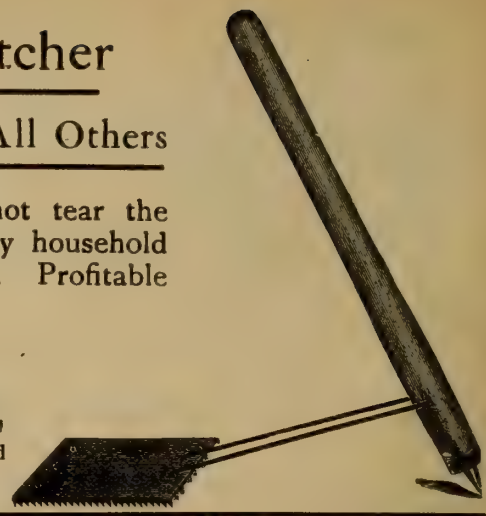
MACLEAN PUBLISHING CO.-DEPT. OF ADVERTISING SERVICE

Galt Carpet Stretcher

Away Ahead of All Others

Simple, Effective. Will not tear the finest carpet. Will sell to every household on the score of price and utility. Profitable to dealer.

SEND FOR BOOKLET.



Grand River Metal Works, Limited

Galt, - Ont.

MONTREAL STEEL WORKS, LIMITED.

SUCCESSORS TO

The Canada Switch and Spring Co., Limited.

Manufacturers of

STEEL CASTINGS OPEN HEARTH SYSTEM).

SPRINGS, FROGS, SWITCHES, SIGNALS, for Steam and Electric Railways.

CANAL BANK, POINT ST. CHARLES, : : MONTREAL.

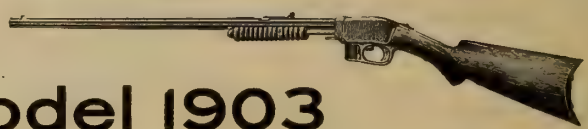
H. & R. SINGLE GUN AUTOMATIC AND NON-EJECTING

12, 16 and 20 Guage.
Steel and Twist Barrels
Superior in Design, Workmanship and Finish, and the most popular Gun on the Market.

Simplest "Take Down" Gun Made

HARRINGTON & RICHARDSON ARMS CO.
Also makers of H. & R. Revolvers.
Catalog on request. Worcester, Mass., U.S.A.

Savage Rifles.



Model 1903
22 Caliber Repeater

Everywhere pleases discriminating sportsmen. Take advantage of the demand our extensive advertising campaign will create, and carry in stock the best selling high-grade rifles in the market.

The Savage Plan

We have built up our business by maintaining prices that give to the dealer a **legitimate** profit on every Savage Rifle he sells.

SAVAGE ARMS COMPANY, UTICA, N.Y., U.S.A.

BAKER & HAMILTON San Francisco and Sacramento, Pacific Coast Agents.

TRUE BRAND CUTLERY.

POCKET CUTLERY

GUARANTEED QUALITY.

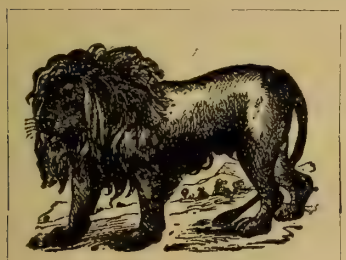
REGISTERED W TRUE TRADE MARK

RAZORS
SCISSORS

BEST GOODS

RIGHT PRICES

E. F. WALTER & CO., 166 and 168 McGill St., Montreal



THE LION BRAND.

Waterproof Clothing

FISHERMEN'S
TEAMSTERS

Best Goods. Right Prices

Branch Agencies: W. LOUIS HALDIMAND, Jr., 36 St. Dizier Street, MONTREAL, QUE.,
CHAS. THOMPSON, 430 Cordova St., VANCOUVER, B.C.

The Guelph Waterproof Clothing Co., Guelph, Ontario.

Cushion and Rigid Frame

Bicycles and their Accessories.

COCKINGTON VILLAGE, SOUTH DEVON.
Taken by a Torontonian, who toured England on a Cushion Frame. The bicycle is shown leaning against the wall to the right.

We make the modern Diamond-frame Safety Bicycle in all grades of standard form. The type is uniform—the workmanship and material are uniformly good. I is the accessories that make the difference in the price.

Cleveland and Massey-Harris Cushion Frame.

Rigid-Frame Bicycles, Standard Models.

Put the Cushion Frame Bicycle on display. It has attractions for those who may ride that no other wheel can offer.

Write for Catalogues.

Canada Cycle & Motor Co., Limited

Toronto Showrooms: "Automobile Corner," Bay and Temperance Sts.

Head Office and Works: Toronto Junction.

ONEIDA COMMUNITY
LIMITED

CHAIN MAKERS

Do you use Chains?

FOR...
HARVESTING MACHINES
WINDMILLS
GRAIN DRILLS
SPEED DRILLS
HYDRANTS
PADLOCKS
FREIGHT CARS
SEWING MACHINES
Or any other purpose

Do you sell?

HALTER CHAINS
DOG CHAINS
KENNEL CHAINS
COW CHAINS
Or any kind of
FANCY CHAINS.

*

ADDRESS
ONEIDA COMMUNITY, LIMITED
NIAGARA FALLS, ONT.

STEEL WIRE NAILS
FOR ALL PURPOSES.

A large quantity of
STANDARD SIZES in Stock

WOOD SCREWS,
BRIGHT WIRE GOODS,
WIRE STAPLES.

WIRE OF ALL KINDS AND FOR ALL PURPOSES.

COPPER WIRE
for
TROLLEY - TELEGRAPH - TELEPHONE
and
TRANSMISSION LINES
Manufactured by

DOMINION WIRE MFG. CO. LIMITED
MONTREAL and TORONTO

American Steel & Wire Co.

New York — Empire Building
Montreal — N. Y. Life Building
Chicago — The Rookery

BARBED WIRE GALVANIZED PLAIN WIRE
PLAIN TWIST CABLE FENCING

Telegraph and Telephone Wire; Mattress, Broom, Weaving Wires of every description; Rail Bonds, Bale Ties, Special Wires for all purposes, Springs, Horse Shoes, Wire Rope, Cold-drawn Steel Shafting.

PERFORATED SHEET METALS in Brass, Copper, Steel, etc.

All sizes of perforations and thickness of metals for

MINERS' USE,
GRAIN CLEANING MACHINERY,
BEE KEEPERS,
MALT KILN FLOORS,
ETC.

THE B. GREENING WIRE CO., LIMITED, Hamilton, Ont. Montreal, Que.

SHOT.

In ordering, please specify **The Abbey Improved Chilled Shot Co., Ltd., Newcastle-on-Tyne.**

N.B.—We also make Hard and Soft Shot, but strongly recommend Improved Chilled Shot for penetration.

N.B.—The only Company in Great Britain devoting its whole time to Shotmaking.

GOING CAMPING, PERHAPS, and you want a tent.

We make **TENTS** and quote prices.

WM. BARTLETT & SON
Tents, Awnings and Flags
16 Adelaide St. West, TORONTO.

STENCIL DIES, STEEL STAMPS
BRASS STENCILS, RUBBER STAMPS

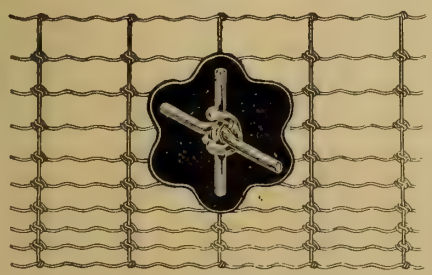
The work we do is guaranteed.
Send in your orders.

THE PARSONS-IRONS CO.
58 Adelaide St. W., - TORONTO.

Your Customers

the farmers are looking for a fence, strong, serviceable and durable at a reasonable cost. You can supply it to them in the

IDEAL



It is strictly up-to-date and the best value to be had in wire fencing to-day.

A GOOD SELLER

We have a style for every purpose in either heavy or light fencing. Write for catalogue showing fencing and gates.

Coiled-Spring Wire

unexcelled in quality, shipped promptly

THE
McGregor-Banwell Fence Co.
Limited
Walkerville, Ont.

MERRICK, ANDERSON & CO., Winnipeg
Sole Agents for Manitoba and N. W. T.

TRADE MARK
This design a guarantee of quality.

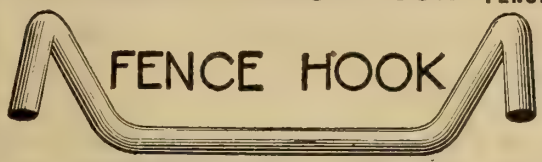
WRAPPING PAPERS

ALL GRADES, AND BEST OF EACH
GREY, RED-BROWN, MANILLA, FIBRE, TEA, ETC.

Samples and prices for the asking

CANADA PAPER CO.
TORONTO LIMITED MONTREAL

GALVANIZED FENCE HOOK FOR FASTENING WOODEN PICKET ON WIRE-FENCE.



WIRE NAILS, COILED SPRING, BARB and PLAIN FENCE WIRE, OILED and ANNEALED, CLOTHES LINE WIRE, STAPLES, etc.

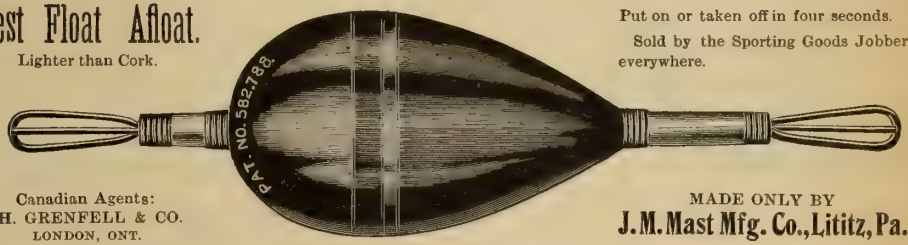
THE WESTERN WIRE & NAIL CO., Limited, LONDON, ONT

Best Float Afloat.

Lighter than Cork.

Put on or taken off in four seconds.

Sold by the Sporting Goods Jobber everywhere.



Canadian Agents:
E. H. GRENFELL & CO.
LONDON, ONT.

MADE ONLY BY
J. M. Mast Mfg. Co., Lititz, Pa.

SPRINGS

FLAT—SPIRAL OR VOLUTE

INTERESTING CATALOG MAILED ON APPLICATION

THE WALLACE BARNES CO.
BRISTOL CONN.

DILLON HINGE STAY FIELD FENCE

Sold to the trade only

CAVERHILL, LEARMONT & CO., Agents
at Montreal and Winnipeg.

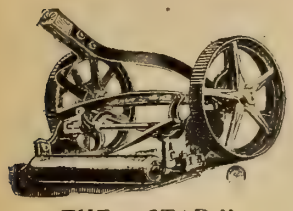
Manufactured and sold by
OWEN SOUND WIRE FENCE CO., Limited
Owen Sound, Ont.

5 Jobbers of Hardware...

out of every hundred selling in Canada do **not** handle Taylor-Forbes Lawn Mowers—the other 95 do.

And if your jobber is one of these 5, send us your order direct, together with your jobber's name.

But——don't let anyone sell you any mower but the **Taylor-Forbes.**



THE "STAR."

Every Mower is guaranteed. Repairs are to be had quickly and cheaply. In addition, there are no mowers that equal the Taylor-Forbes. A matter of experience, conscience and patents, if you want to know the reason.

SEND FOR CATALOGUE "B."

WE SHIP THE SAME DAY AS WE RECEIVE ORDERS.

THE TAYLOR-FORBES CO., Limited

Montreal Branch:
9 De Bresoles St.

GUELPH, CANADA.

The largest manufacturers of Hardware in Canada.

METALS

Tin Plates	Tinned Sheets	Sheet Copper
Terne Plates	Black Sheets	Sheet Zinc
Canada Plates	Galvanized Sheets	Russia Iron
Wire	Solder	Spelter
Ingot Tin	Pig Lead	Etc., Etc.

In addition to our full line of Manufactured Tin and Enamelled Ware, we always have a complete stock of the above lines. We will be pleased to quote you for shipment out of stock, or for import, and respectfully solicit enquiries.

KEMP MANUFACTURING CO., TORONTO, CAN.

MAINLY ABOUT OURSELVES

By The Editor

A TRADE paper, like any enterprise dependent on the good-will of thousands, must, to maintain the highest effeciency, have the sympathy and co-operation of its readers. If it does not possess this sympathy it cannot keep fully alive to the developments in its field and is in danger of deterioration, and consequently of loss of prestige and power.

Hardware and Metal has rejoiced in an exceptional degree of co-operation on the part of both its readers and its advertisers. In fact, of recent years the interest taken in the development of the paper by some of its readers has literally compelled expansion along lines that a few years ago were not thought of even by its publishers or by its "business scouts," the advertising staff.

* * *

The development in Hardware and Metal which is arousing greatest interest at the moment is in the "Machinery" department. This paper was started, and for many years continued, as a strictly hardware merchant's newspaper. Its subscribers were chiefly the hardware dealers of the Dominion. gradually, however, its scope has extended. The greater proportion of manufacturers in the country make hardmare or metal goods such as are advertised in this paper. Other manufacturers are large buyers of metal or other materials. In order to keep in touch with what their competitors were doing and to read our market reports the great bulk of metal-working manufacturers of Canada have become subscribers to Hardware and Metal.

These subscribers have steadily exerted an influence on the editorial policy of this paper, until it has been found necessary to establish a department in the paper in which information of special interest to them could be supplied. The rearrangement of our metal market reports to include regularly the latest information regarding market conditions in Pittsburg and London, was one result of this expansion policy. Another result was the inauguration, somewhat over a year ago, of a "Machinery" department, in which information of particular interest to machinists, foundrymen and other manufacturers could be furnished. No effort has been spared to build up this department and to make it of greatest service to users of machinery, particularly iron-working.

* * *

The point of development has been reached which makes it possible to make this department of even more practical service that it has been in the past. To this end it has been necessary to add to the editorial staff of the paper a writer whose academic training had fitted him to be of special service to this department. We have been fortunate in this respect, having secured the services of Mr. Fraser S. Keith, E.E.

Mr. Keith is a practical hardwareman, having had several years' experience in a retail harware store. At the conclusion of his course in engineering at McGill University, Montreal, he graduated with such honors that he was appointed immediately to a position in that university as demonstrator in the faculty of engineering. Mr. Keith has already contributed several articles to Hardware and Metal which have attracted considerable attention. As he will take charge of the editorial work on our machinery department at Montreal there is every reason to expect that this department will be strengthened materially and in the most practical manner.

In announcing this addition to our staff, with the consequent increase in the attention paid to machinery, we feel confident of the appreciation of our readers and of their co-operation in our endeavors to make this department as bright, practical and valuable as any feature of the paper. This can be done in several ways.

For instance, has any problem in mechanics or engineering arisen for which you desire a solution? If so, send in a detailed inquiry and let us get an answer for you.

Have you made a new machine or turned out any new product? Write us an account of it. This may be free advertising for you, but we are quite willing to give you this if by so doing we can add to the value of our paper from the readers' standpoint.

Have you made a study of any particular subject relating to machinery? Send us an article containing your views. Others may be interested in the same subject and may add to what you say something of value to you.

Do you want machinery or supplies of any nature? Send us a statement of what you desire and we will help you to get it.

* * *

While, however, additional care will be given to the machinery department, the attention to the other features of the paper will be in no degree lessened during the coming months. Indeed, it is hoped that the rearrangement of the editorial staff will make possible the strengthening of each department in the paper.

The "Paint and Oil" section of Hardware and Metal has always had our serious thought. Our market reports on paints and oils being the only authoritative report published in Canada,

have long been recognized as standard, the quotations given as official. We intend to maintain this space and to make these pages as interesting as they now are valuable.

The "Plumbing" department of Hardware and Metal has, too, received much consideration. Hardware and Metal includes among its subscribers practically all hardware merchants who handle and install plumbing goods; also the great majority of the master plumbers throughout the Dominion. We have not, it is true, received support from Canadian advertisers of plumbing goods in proportion to either our attention to that department or to the number of buyers included among our subscribers. Yet, recognizing the right of our readers interested in plumbing to special information along this line, we are probably devoting more attention to plumbing than at any other time in the history of the paper.

So closely related to plumbing are building operations that we have recently devoted a great deal of space to "Builders' and Contractors' Supplies," a department which is appreciated by a great number of our readers and has enabled us to give them much valuable information and to increase the attention that many hardwaremen are paying to this line.

Our "Stoves and Tinware" department, we must confess, has not yet attained to the magnitude that we desire and we hope within two or three months to present our readers with technical articles dealing with tinsmithing practice which shall be of considerable value to them. In the meantime our columns are open to any discussion or to the insertion of any news relating to stoves, furnace work or tinsmithing.

Attention has been called quite recently to our department of "Catalogues, Booklets, etc.," so that we need only state now that this department is inserted with the intention of giving special attention to reviews of trade publications such as catalogues, booklets, etc. These notices are published gratis and it is expected that the trade will watch this page carefully and thus keep in touch with the new catalogues which they should have on file for reference.

POETRY IN SCALES.

A CONVENTION was held recently at St. Johnsbury, Vermont, of representatives from the various branches of The Fairbanks Co. The following poetical effusion was read at a dinner held in connection therewith :

If you go a fishing
And you catch a whale,
And you want to weigh it,
Use a Fairbanks scale

One moment, merry gentlemen,
Listen to my tale ;
Follow the procession and
Use a Fairbanks scale.

Though rough may be the weather,
The wind may blow a gale,
Be it rain or be it shine,
Use a Fairbanks scale.

Men who are up and doing
And don't intend to fail,
Men of energy and common sense,
Use a Fairbanks scale.

You may have it in a barrel,
Or have it in a pail,
But when you want to weigh correct,
Use a Fairbanks scale.

Men who travel on the railroad,
Or on the ships do sail,
When they weigh their merchandise
Use a Fairbanks scale.

You may receive it by the carload
Or receive it by the bale,
You very soon can weigh it
On a Fairbanks scale.

You may travel over mountain,
Valley, plain and dale,
You cannot find one better
Than a Fairbanks scale.

They use them in the gold mine,
They use them for the mail;
Anywhere o'er land and sea,
You see a Fairbanks scale.

You may travel by the ocean,
Or travel by the rail,
East and west, and north and south,
You see a Fairbanks scale.

So no matter what the weather,
Snow, cold, wind or hail,
Use the trusted and reliable
The famous Fairbanks scale.

From the Atlantic to Pacific,
Immense is now the sale;
Demand constantly increasing
For the Fairbanks scale.

CAVERHILL, LEARMONT & CO. BASEBALL CLUB.

At a meeting of the baseball enthusiasts among the staff of Caverhill, Learmont & Co., Montreal, the following officers were elected for 1904 : Hon. president, T. H. Newman, Esq.; president, J. W. Dowling; secretary, Jack Davidson. Caverhill, Learmont & Co.'s hockey team won the hardware championship last Winter, and the baseball club are looking forward to similar good fortune.

CATALOGUES, BOOKLETS, ETC.

For the convenience of its readers HARDWARE AND METAL has opened its columns for the review of catalogues, booklets or other such publications issued by manufacturers or wholesale dealers selling to the hardware, plumbing, machinery or metal trades. Retailers desiring such publications may also have inserted a note to that effect. It is requested that when any of the trade write for any booklet mentioned in these columns that they credit HARDWARE AND METAL as the source of their information.

SUPPLEMENTARY "GREEN BOOK."

THE Smith & Hemenway Co., and the Utica Drop Forge & Tool Co., have issued a supplement A. to their green book of hardware specialties. The "Green Book" issued by these firms is familiar to all hardwaremen, and our readers will want this supplement. Cast hammers, hatchets, plyers, can openers, tack claws, chisels, nail clippers, etc., are among the lines illustrated. Write for a copy to the Canadian sales agent A. C. Jenking, room 215, Coristine building, Montreal.

PACIFIC STEAM POWER PLANTS.

Chas. C. Moore & Co., engineers, San Francisco, California, have issued a very neatly bound book illustrating and describing in an attractive way some of the work they have done during the past few years on the Pacific Coast and the Hawaiian Islands. This firm is a designing and constructing engineering concern, making a specialty of high-grade work. Power plant construction has always been one of the specialties of this engineering firm, and they have won no mean reputation for such installations. The firm is prepared to make plans and estimates, or undertake the installation of any class of motive power work in all its branches, electric railways or lighting plants, mining and milling machinery, hydraulic work, etc., examples of which installations may be found by any of our readers who are interested in steam power plants of the Pacific Coast, which may be had by applying to the engineering firm.

THE THOMPSON DAMPER.

Richard Thompson & Co., 126 Liberty street, New York, have issued a catalogue announcing that they are now making the "Thompson" damper and

WIRE NAILS
TACKS
WIRE
Prompt Shipment
The ONTARIO TACK CO.
Limited
HAMILTON, ONT.

pressure regulator, and that they are no longer acting as general agents for the "Spencer," although they furnish them if called for, and they still make and carry in stock all repair parts. One or two claims for the Thompson damper regulator are that it has power to move the damper or dampers in both directions by water pressure, nor does it of necessity have them wide open or shut. It will close or open the damper or dampers on a variation of one pound of steam; or will make a partial stroke in either direction and stand at any intermediate point between the open and closed positions. On account of this positive power in both directions connections can be made with the dampers (if the situation is favorable) by rod direct to damper lever, bell crank or counter shaft, and thus dispensing with the chain, pulleys and counter weights.

——

THE LAURIE ENGINE CO.

The Laurie Engine Co., Montreal, have issued a circular describing their "Efficient Feed Water Heater and Purifier." They are issuing an engine catalogue containing valuable engine data at an early date, and will send both of these to anyone on application.

——

HARDWARE NOVELTIES.

The Novelty Mfg. Co., 237 King street east, Toronto, are manufacturing many specialties which the hardware trade might handle to advantage. Among these are a nickel-plated skirt and trousers hanger to sell at 50c each; a folding seat for churches, stores, etc.; a pocket hitching post, to sell at $1 each; an anti-friction shaft carrier and safety attachment in six different finishes, to sell at from $1.75 to $2.75; the spoke, felly and tire tightner, to sell at $2. Further information will be supplied any readers of Hardware and Metal on request.

——

"BLUE BOOK OF ARMS AND AMMUNITION."

Caverhill, Learmont & Co., of Montreal and Winnipeg, have just received from their printers the first copies of their "Blue Book of Arms and Ammunition." The name is a happy one. A "blue book" is at least supposed always to be crammed with information, and the hardware merchant who, attracted by the name, turns to this catalogue for information will not be disappointed. The book is full of illustrations and in every instance the description and particulars supplied are exactly what the busy merchant wants to find in such a book. "Blue books" are commonly supposed to be uninteresting, but politicians and others who are seeking a particular kind of information are apt to find them entertaining. Hardware merchants are as much interested in arms and ammunition as the politicians are in the revenue of the postoffice department, and they cannot fail to find this catalogue of interest.

The line of goods illustrated and described is an extensive one and interesting prices are quoted subject to the usual discounts, of course. The catalogue treats extensively of rifles and ammunition, but is not confined to these lines. Sportsmen's accessories of various kinds are illustrated and described. Cartridge belts, powder flasks, gun cases, hunting coats, mariners' compasses, sportsmen's knives, etc., in great variety are described and priced. Skates, sleighbells, and sewing machines are treated in the concluding pages.

For a sporting catalogue it is an ambitious effort, handsomely designed, and it is so complete that no up-to-date hardware merchant should be without one. The cover design is very handsomely executed in blue, red and white, and the grade of paper used is of the first quality. A book of this kind is scarcely intended for promiscuous circulation—it is too valuable. Caverhill, Learmont & Co. will, however, mail a copy to any hardware merchant who writes for one and mentions Hardware and Metal. Write for one either to Montreal or Winnipeg.

A Few Selling Arguments

We present for your consideration four strong arguments why it will pay you to sell *The Sherwin-Williams Special Interior Colors,* a line of soft, egg shell gloss, velvety, artistic colors for finishing inside walls and ceilings and woodwork.

1. They pay a good profit in money and in satisfaction.

2. They are in good demand in almost every section of the Dominion. They're liberally specified by leading architects everywhere. Used extensively in hospitals, government and public institutions, office buildings, homes, etc.

3. Through their good quality and their artistic finish they are trade winners and business builders—help your general paint sales.

4. They are backed by The S-W. Methods and Advertising—by the progress and push of the largest paint makers in the world.

There are many more sound reasons why you should sell *Special Interior Colors.* We'll be glad to place them before you if you'll write us for prices and full information.

THE SHERWIN-WILLIAMS CO.
PAINT AND VARNISH MAKERS.
CANADIAN DIVISION:
Headquarters—21 St. Antoine St., Montreal.
Depots—86 York St., Toronto; 147 Bannatyne St., East, Winnipeg.
1192

MERCURY ARC LAMPS.

In a store window on St. Lawrence street, Montreal, two mercury arc lamps have been attracting considerable attention lately. They are the first to be used commercially in the city. The faces of the crowds that collect outside are illumined with ghastly shades, which seems to debar this form of light being universally adopted.

Business Changes

ONTARIO.

J. A. Tuckey, general merchant, Lobo, has assigned to A. M. Towe.

The Cyclone Woven Wire Fence Co., Toronto, have obtained charter.

J. Aubin, general merchant, Wallaceburg, is removing to Belle River.

R. R. Paul, general merchant, Poland, has been succeeded by R. B. Paul.

D. McBrien, harnessmaker, Goderich, has sold his business to D. Stoddart.

The W. J. Bradley Machine Co., Toronto, have assigned to E. R. C. Clarkson.

C. J. Lafebave, general merchant, Ruscom Station, has sold out to A. and D. Laporte.

The Weston Trading Co., general merchants, Weston, have been succeeded by D. Rountree & Sons.

M. T. Cathcart, general merchant, Barwick, has executed a trust deed in behalf of his creditors.

A meeting of the creditors of J. A. Tuckey, general merchant, Lobo, has been called for May 10th.

The plant, etc., of Taylor & Lount, manufacturers of brush handles, etc., Markham, is advertised for sale by assignee.

C. E. Steere, general merchant, Mount Brydges, has admitted C. W. Dingman to partnership; the style of the firm name now is C. E. Steere & Co.

QUEBEC.

R. Sullivan, paint dealer, Richmond, is dead.

J. A. Gordon, plumber, Montreal, has registered.

Bernier & Bernier, contractors, Levis, have registered.

J. Z. Gagne, general merchant, Howick, has compromised.

The Quebec Shoe Machinery Co., Quebec, have dissolved.

Rochon & Bousquet, contractors, Montreal, have registered.

S. Dore & Co., builders, Montreal, have dissolved partnership.

Alexis & Harbeau, roofers, Quebec, have dissolved partnership.

J. L. Sequin, general merchant, St. Simon, has assigned to H. Lamarre.

U. Phoenix, general merchant, Windsor Mills, is offering to compromise.

The stock of Dufour & Co., general merchants, Chicoutimi, has been sold.

WHY YOU HEAR GOOD REPORTS OF

IVER JOHNSON REVOLVERS

BECAUSE—

"Honest Goods at Honest Prices" make satisfied customers; satisfied customers reverberate **good reports**, and good reports make good business, etc. This happy combination has made

IVER JOHNSON REVOLVERS

The most demanded of any in the land.

Order them from your jobber. **Send for Catalogue.**

IVER JOHNSON'S ARMS & CYCLE WORKS,

New York Office, 99 Chambers Street. FITCHBURG, MASS.

The stock of Lecker Bros., general merchants, New Carlisle, has been sold.

Therrien & Lescarbeau, contractors and builders, Montreal, have registered.

T. Boudreau, general merchant, St. Francois De Salle, is offering to compromise.

T. Bastien, general merchant, St. Therese, has assigned to Chartrand & Turgeon.

F. Desnault and J. Fittes, locksmiths, etc., Montreal, have dissolved partnership.

Dansereau & Aubertin, carriage makers, Vercheres, have dissolved partnership.

Part of the assets of McGregor Bros., manufacturers of lasts, Montreal, have been sold.

Fire partially destroyed the premises of T. Sonne, manufacturer of sails, Montreal.

G. B. Morrison, general merchant, Glen Gyle, has been succeeded by the McKee Supply Co.

A. J. Wallace, builder, Waterloo, had his premises damaged by fire; insurance covers the loss.

Dale Bros., tinsmiths, Shawville, have dissolved partnership; G. W. Dale now carries on the business.

B. Ainsley, sash and door factory, Thedford, has been burnt out; loss partially covered by insurance.

A meeting of the creditors of Z. Forget, general merchant, North Temiscamingue, was held an April 28.

MANITOBA AND N.W.T.

Mears Bros., hardware dealers, Arcola, have dissolved partnership.

S. B. Mitchell, general merchant, Irvine, has sold out to D. Roades.

A. H. Walker, general merchant, Rokeby, has sold out to W. R. Hipwell.

E. S. Brooks, general merchant, Francis, has sold out to Dundas & Mihm.

T. Weir & Son have bought out the hardware business of S. L. Patmore, Minitonas.

H. E. Chaplin, Bradwardine, has sold out his hardware business to Inswell & Field.

Hole & Scott, Edrans, have bought the general store business of J. A. C. Blackson of that town.

BRITISH COLUMBIA.

The Trites Wood Co., general merchants, Fernie, have been burnt out.

W. F. Wood, general merchant, Lumby, has assigned to the B. A. Trust Co.

The Crow's Nest Trading Co., general merchants, Fernie, have been burnt out.

NEW BRUNSWICK.

The hardware business of R. Phinney, Richibucto, has been sold to W. E. Forbes.

H. S. Howland, Sons & Co.

TORONTO.

Limited

WHOLESALE ONLY.

ONLY WHOLESALE.

Temporary Warehouse:

212-218 COWAN AVENUE.

Telephone, Park 580.

Stock is arriving daily of Canadian, English and United States manufacture.

Orders will be filled and shipped as promptly as possible.

For the convenience of our customers visiting Toronto we have secured an office at 21 Scott Street, where orders may be left to be 'phoned to our stock room.

H. S. HOWLAND, SONS & CO., Limited

GRAHAM NAILS ARE THE BEST.

Factory: Dufferin Street, Toronto, Ont.

New and Second-Hand Machinery, Engines, Boilers, Belting, Pulleys, Motors, Etc., For Textile and other Manufacturers.

Any readers of this paper wanting any of the above goods may have an advertisement inserted free in HARDWARE AND METAL, the machinery weekly newspaper of Canada, by enclosing this notice. Address

HARDWARE and METAL
Montreal, Toronto, Winnipeg.

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HAMILTON, - CANADA.
OPEN HEARTH
STEEL CASTINGS
OF ANY WEIGHT.

WILCOX MFG. CO. OF ONTARIO, Limited
HEAD OFFICE LONDON, ONT.

Door Hangers of every description, Automatic Fire Door Equipments, Overhead Trolley Carrying Systems, Velox Ball-Bearing Grindstones, Velox Ball-Bearing Emery Grinders, Triumph Wire Stretchers, Sash Weights.
WRITE FOR PRICES.

FACTORIES:
AURORA, Ill.
ST. THOMAS, Ont.
HAMILTON, Ont.

Brass and Copper Pipe and Brass Fittings

We beg to advise you that we have a **complete** stock of BRASS FITTINGS, Iron Pipe Size, and can make immediate shipment of large orders. Also have a complete stock of BRASS and COPPER TUBES, Iron Pipe Size, and can make large shipments of any size from stock. Wire Gauge Sizes furnished promptly. Ask for prices from

THE FAIRBANKS COMPANY
747 to 749 Craig St., Montreal.

MACHINERY

THE MACHINERY MARKETS.

Quebec.

Office of HARDWARE AND METAL,
232 McGill Street.
Montreal, May 6, 1904.

A FURTHER slight improvement is noted this week in the local machinery market, and although there is no exceptional activity in any one line the volume of business is fairly satisfactory. Two or three small sales of iron working machinery have been made to Montreal concerns this week, and the trade are figuring on some machine tool specifications of considerable importance.

In engines and boilers there is still a fair trade, and every week sees deliveries made and orders received for a few engines and boilers, generally for sawmill requirements. A planing outfit was sold by a Montreal house to a firm near Quebec this week.

Prices throughout are being well maintained. There is no disposition among the Canadian manufacturers to make any concessions of importance, and with a better feeling in the United States market there is no danger of a break in the market. Most buyers have already come to this conclusion and many who, a few months ago, were disposed to delay in the hope of better prices are now definitely on the market. The indications point to an increased business in May, but it is not expected to compensate entirely for the slack trade of the first four months of the year.

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Ontario.

Office of HARDWARE AND METAL.
10 Front street east.
Toronto, May 7, 1904

THE situation on the machinery market this week is much the same as last. Local dealers report that the trade is opening up well for May, and on an average is somewhat better than at this time last year. The demand for machinery in consequence of the recent fire in Toronto has had to a certain extent made business good during the last two weeks. The demand for woodworking machinery in Western Ontario is good. A prominent lumber merchant told Hardware and Metal, that in a recent trip through that district he found that the demand for lumber was phenomenal, and that in very many places planing mills were adding new machinery to take the place of that which on account of its size or condition could not turn out the desired amount of lumber. In a great many instances small tools are being replaced by larger ones, without any floor space of the mill being extended, while in some cases the mills are being enlarged.

The improvement last week was noted in all lines, and this week that condition of affairs still continues. Boilers, engines, iron and wood working machinery all have a good demand.

Since the fire there has been a good demand in electric motors and generators. Local manufacturers report that all the machines they had on hand are gone, and their factories are very busy.

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Smelting by Electricity.

THE return of the commission sent to Europe to investigate the smelting of iron ores and the making of steel by the electro-thermic processes, has aroused considerable interest. The commission consisting of Dr. Haanel, Mr. C. E. Brown, of Peterboro' electrical expert, and Mr. Thomas Cote, secretary, first went to England, and from there to Sweden, Germany, France and Italy. It was in Livet, Italy, that the most important observations were made by the commission. There 90 tons of iron ore were turned into pig iron for the benefit of the commission, and Dr. Haanel expressed himself as well pleased with his observations.

Samples were brought back, and Prof. Harbord will report on the quality of the steel and the cost of manufacture; Mr. Brown will report on the quantity of electric energy used in the process; after these statements have been given Dr. Haanel will be in a position to make definite statements regarding the commercial value of the processes.

A Unique Machine.

AN English engineering firm has recently introduced a patent machine for making compressed sawdust fire lighters. The lighters made by the machine are in the form of a neat briquette. There is no dipping to be done and no waiting for the drying of lighters; immediately the lighters leave the machine they can be parcelled up and sent away. There is no timber used and no sawing, wiring or nailing. The new lighter is made of sawdust, or other shop waste, and a certain cheap chemical ingredient. When these two are mixed the resulting material is taken in hand by the machine, being fed into suitable moulds carried in a heavy table, which is made to revolve intermittently around a vertical shaft as centre. The table is carried upon ball-bearings, which is only one of the details upon which great care and attention has been bestowed, the whole result being a perfectly made machine which in turn produces these fire lighters in the most expeditious and perfect manner. After the moulds are filled, they are carried round to the powerful compressors and then ejected by suitable cams, after which the lighters are scraped off the table by a reciprocating arm on to a chute, or if preferred a belt, which conveys them through a small opening into a room where the fire lighters are wrapped up in parcels ready for their destination.

——

The Automobile Show.

CONSIDERABLE credit is due to the Canada Cycle and Motor Co. for the able and energetic way in which they promoted the first Automobile Show in Toronto. Besides the electric machine, the "Ivanhoe," manufactured by the company, there were on exhibit a large number of American machines, ranging in price from $1,100 to $7,500, and in power from 8 h. p. to 40 h. p. Among these styles were the "Peerless," the "Packard," the "Thomas," the "Ford," the "Auto Car," the "Stevens-Duryea."

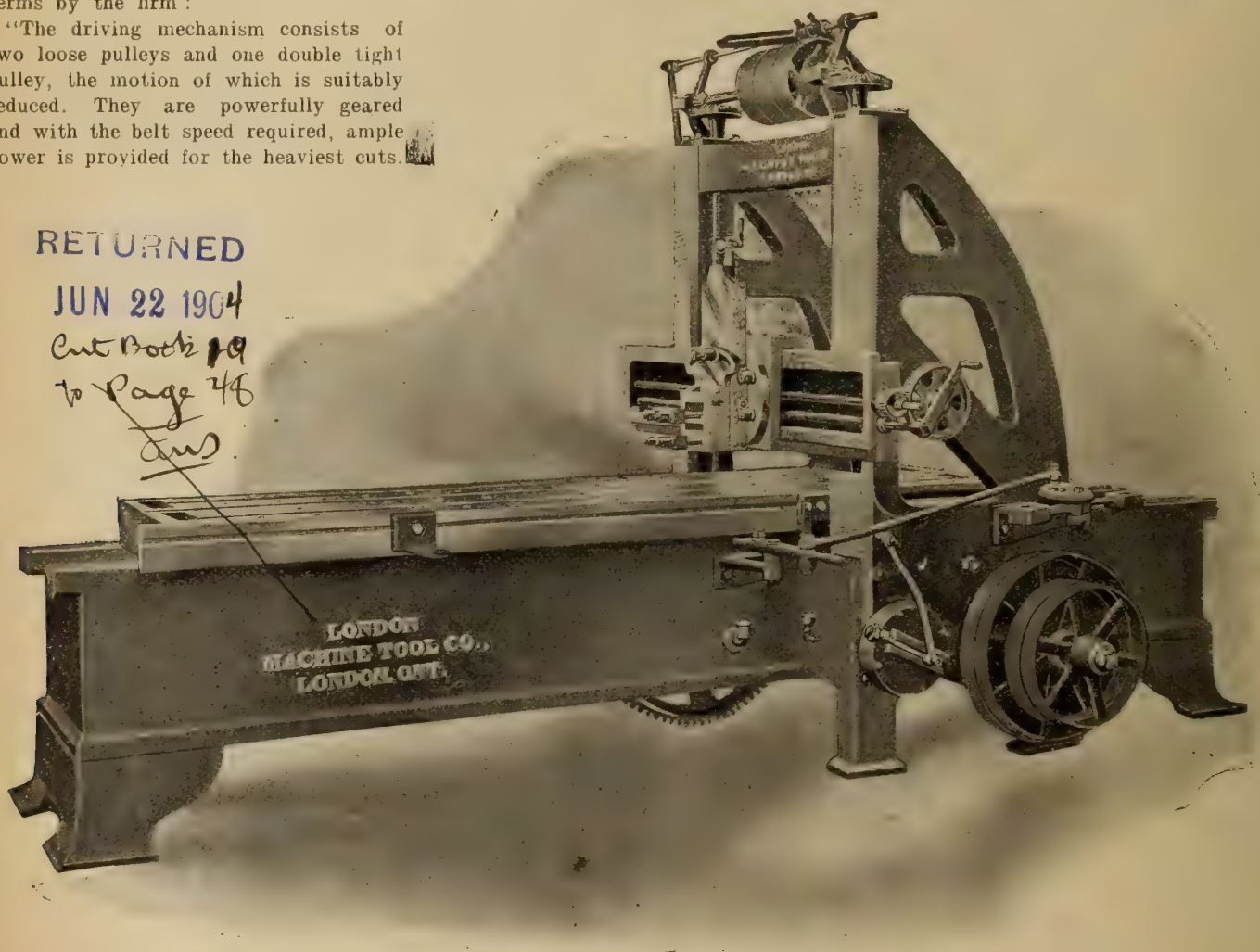
In the showrooms these machines were conveniently arranged so as to show their various features, while outside each one was duplicated so as to give a practical illustration of their respective powers.

A CANADIAN-BUILT PLANER.

FOR about twenty years the London Machine Tool Co., London, Ont., have been building machine tools, their line including lathes, radial drills, plain drills, presses, punches, rolls, steam and board lift hammers, boring mills, etc. Their tools have won a wide reputation throughout the Dominion and are steadily increasing in popular demand.

One of their strongest machines is their planer, details of the construction of which are given in the following terms by the firm :

"The driving mechanism consists of two loose pulleys and one double tight pulley, the motion of which is suitably reduced. They are powerfully geared and with the belt speed required, ample power is provided for the heaviest cuts.



RETURNED
JUN 22 1904
Cut Book 19
to Page 46

All gearing and rack on our planers is cut from the solid on accurate gear cutting machinery. Small driving pinions are cut from solid steel bar. The driving gear or bull wheel is large in diameter, of wide face and coarse pitch. All shafting is of open hearth steel. When desirous, we can furnish all planers with right angle drive at slight additional cost.

"The cam motion is exceedingly smooth in its action. It is designed so that when the planer is reversing, the forward driving belt shifts entirely over to the loose pulley before the reversing belt is shifted on to the tight pulley and in driving forward the reverse belt shifts entirely over to loose pulley before the driving belt is shifted on to the tight pulley. This reduces the squeaking of planer belts to a minimum and also lengthens considerably the life of the belt. The cam is entirely under the control of the operator, being linked to hand lever placed in most convenient position. We generally make the speed of reverse to drive forward in the ratio of about 3 to 1.

"A safety device is provided so that the planer table cannot be accidentally moved while operator is placing tools in position. This pin is placed on hand lever so that operator can instantly and without any trouble put stop in position. This pin is also made so that it cannot accidentally be thrown in while planer is running.

"The bed is made in deep box form of close grained iron. The sides are straight, neatly flanged on outside and inside at base. The cross braces are heavy, close together and the V's being well ribbed to web make a very stiff and strong construction. The centre to centre of V's on all our planers is exceptionally wide, as may be seen from specifications. The V's are also very wide. The bed is made sufficiently long to prevent table from lifting under heaviest cut when table is at extreme end of stroke.

"Oil pockets are provided on all planers from 30 in. upwards. These pockets contain rollers that press against the V's on table by means of springs, causing perfect lubrication of sliding surfaces. To oil V's, it is only necessary to keep these pockets half filled with oil, the planer will do the rest.

"The table is made deep and stiff, being well ribbed crosswise and lengthwise. The V's have ample surface and are so designed that it is impossible for grit or shavings to drop through table on to the sliding surface where they are sure to cut and score. The dirt will drop through table but will drop on the outside or inside of bed where it can do no harm. On account of the great

width of centre to centre of V's, and weight of table, our planers possess exceptional stability when taking heavy cuts at extreme width of planer.

"Round holes are generally drilled in planer tables. Many customers, however, prefer oblong or cross-shaped holes and we can make same to order. The T slots on table, three in number, are cut from the solid. They run the full length of table and are placed one in centre and one directly over each V. Pockets of ample dimensions are provided at ends of table.

"The rack is accurately cut from solid and is held to planer by means of screws and dowels. The screw holes are counterbored to the full diameter of screw so that the full section is available in resisting shear.

"The housings are made in heavy box form except in smallest sizes. They have a good bearing on bed to which they are securely tongued and bolted. The housings are made in a form best calculated to resist the strain due to the heaviest cuts. These housings have a foot on floor relieving the bed of any bending movement. The faces are carefully scraped to cross bar and neatly polished and frosted.

"The arch is deep and wide, is securely bolted to both uprights, making a very rigid construction.

"The cross bar has long bearing on housings, and is strongly reinforced at centre by box of girder form cast solid with bar. The bar is raised and lowered by power on all sizes from 30 in. up. The face of bar is scraped, polished and frosted. The bar is made sufficiently long to allow a cut to be taken full width of planer without shifting tool. When the planer is provided with two heads the bar is made long enough to accommodate extra head, and still allow room for a cut the full width of planer.

"The head has ample bearing on cross bar and is carefully scraped thereto. The head has power feed in every direction. Swivel is graduated to degrees. All parts of head are carefully scraped to one another, so that, while allowing sliding motion for the different parts, there is no play. The heads may be operated from both sides of machine. All nuts on head are extra long and case hardened.

"The feeds vary from zero to almost any desired quantity and can be changed while the planer is in motion. The feed is actuated in smaller sizes by friction gear which for many years has asserted its superiority over all other types by its simplicity, its non-liability to get out of order, its easy adjustment and power. On large planers we use a positive drive which on the heaviest feeds will not slip. Feeds are all reversible, being reversed by the usual reversing pinions. Feed rack is of steel cut in solid from cold drawn steel bars. The rack pinion is of steel, preventing breakage which is bound to occur where cast iron is used.

"Side heads can be placed on housings of all planers from 36 in. upwards where specially ordered. They are provided with hand and power feed vertically and can, if necessary, be provided with power feed in any direction. The shoes are carefully scraped to housings and the whole head, when not in use, can be run below the table to be out of the way, the face of housing being left long enough for this purpose.

"Countershafts are equipped with self-oiling bearings, having receptacle below for holding the oil. The pulleys are of ample size and width to transmit the power necessary. Countershafts are all carefully balanced and are equipped with all necessities save shifter. When necessary, we can furnish two speed countershaft, fitted with friction clutch at a slight additional cost. Variable speed countershaft, with constant return, can also be employed to advantage at times. We are prepared to furnish these also. While our planers are arranged for countershaft drive, we are prepared to supply any style of motor drive. Sometimes the motor is placed on top of machine and sometimes at side and connected to machine by gear, belt, or silent chain gearing.

"Often customers find it advisable to buy a standard planer widened out, this saving the buying of a larger planer. On account of the extra width of centre to centre of V's and weight of planer, our planers possess exceptional stability when thus widened out, and the heaviest cuts can be taken at edge of such planer without danger of lifting table. While we do not recommend widened planers generally, we do recommend our planers in such cases as is found advisable to use them."

——

Morton's Tool Steel.

B. K. Morton & Co., Sheffield, Eng., manufacturers of high-grade tool steels have already established a wide connection in Canada, but have determined to further extend the scope of their operations here. They have appointed as their agents for Ontario Baines & Peckover, Bay street, Toronto, who will carry a stock of their steel.

B. K. Morton & Co. make tool steels for every purpose but make an especial feature of "Alpha" high-speed steel, for taking deep cuts at high speed. Tests show turning 3-16 in. cut (3-8 in. reduction in diameter) at 65 feet per minute Siemens Martin bar .25 carbon; turning 1-2 in. cut (1 in. reduction in diameter) at 25 feet per minute Siemens Martin steel bar .25 carbon. It is expected that B. K. Morton's steels will gain for themselves in Canada the enviable reputation they enjoy in Europe and the east. Twist drills are made from "Alpha" high speed steel, that will go through stock impossible to drills made from ordinary steels, and at as high a speed as the machine can run. Baines & Peckover will carry these drills in stock in standard sizes and shanks.

——

Bickford Improved Plain Radial Drill.

ONE of the most modern radial drills offering to the Canadian trade is the "Improved Plain Radial Drill," manufactured by the Bickford Drill and Tool Company, Cincinnati, and sold in Canada by H. W. Petrie, Toronto. The strong features of this drill are given by its makers as follows:

The sleeve is mounted on a stationary stump, which extends up to and has a bearing at the top of the machine. This is equivalent to a double column, and affords that stiffness which is so essential to true work.

The arm is raised and lowered by power under the control of a conveniently located lever, is easily swung around and quickly clamped. Made in pipe section, every part of which is commensurate with its load, the arm possesses a degree of strength unequaled by any other form of construction.

The back gears are fitted with friction clutches, which, without having to stop the machine, give instantly for each position of the driving belt or set of driving gears, four changes of speeds, each of which exert at the spindle more than double the pulling power of the next faster one.

The spindle has sixteen changes of speed, arranged in geometrical progression, and is provided with both hand and power feed, quick advance and return, safety stop, automatic trip, dial depth gauge and hand lever reverse. An engraved plate attached to the arm shows the operator how to obtain the proper speeds for different metals and diameters of drills.

The depth gauge answers a double purpose: besides enabling the operator to read all depths from zero, which does away with the usual delays concomitant to scaling or calipering, it supplies a convenient means for setting the auto-

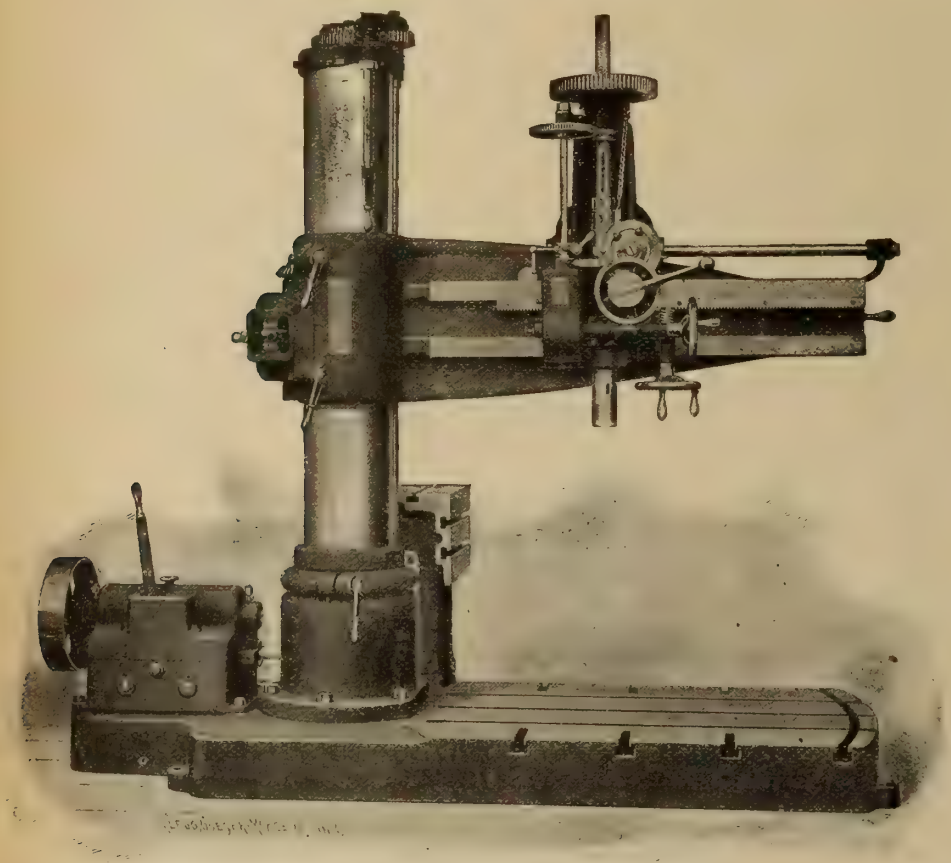
matic trip, the graduations showing exactly where each dog should be located in order to disengage the feed at the desired points.

The automatic trip operates at as many different points as there are depths to be drilled at one setting of the work; in addition, it leaves the spindle free, after any intermediate tripping, to be advanced, or raised and advanced, or traversed its full length, without disturbing the setting of the dogs; it also throws out the feed when the spindle reaches its limit of movement.

The feeding mechanism furnishes eight rates of feed, ranging in geometrical progression from .007 in. to .064 in per revolution of spindle, each of which is instantly available, eliminating all loss of time incident to shifting belt, or to operating under a feed of unnecessary fineness. An engraved plate attached to the head shows the operator how to obtain each of the feeds.

The tapping mechanism is located on the head, and permits the backing out of taps at any speed with which the machine is provided, regardless of the speed used in driving them in. It is fitted with a friction clutch operated by a lever, the handle of which extends around under the arm within convenient reach of the operator.

The driving mechanism consists essentially of a pully, four pairs of gears, two friction clutches and an operating lever, by means of which any one of four speeds is instantly available, saving, as in the feed, all loss of time incident to shifting a belt on a cone, and making it possible to set the machine, without alteration, at right angles to the line shafting, or to drive it from below the floor when it is desired that the arm should be free to describe a complete circle.



Nos. 1, 2 and 3 Improved Plain Radial Drill.

Machinery and Electrical Notes.

At the annual meeting of the Cunard Steamship Company recently it was decided to adopt the turbine system of motive power on the two new steamers being built by the company from a loan of $2,600,000 from the British Government. They also decided to equip one of two large boats of moderate speed and good accommodation which they intend building for the New York service with turbines.

The patent of W. P. Henry, Montreal, number 357,791, for a check rein for harness, expired on Feb. 15.

The Cape Breton Electric Co., Ferry Wharf, Cape Breton, are making extensive improvements to their general offices.

The street railway commissioners of Guelph are considering the installation of a storage battery plant.

Kennedy & Sons, Ltd., Owen Sound, are constructing an office building in connection with their foundry.

E. H. McHenry, chief engineer of the C. P. R., has resigned his position and severed his connection with that company.

C. H. Hines, who has been acting as electrical engineer for the C. P. R. for the past six months, resigned last week to take up work in Mexico.

The Smart-Turner Machine Co., of Hamilton, have bought out the Hamilton Motor Co. They will operate both these companies.

One great advantage of the vertical type is the economy of space which it allows. The Curtis turbo-generator is of the vertical type.

The London branch of the Amalgamated Society of Engineers held their 25th annual supper, concert and dance in London recently.

The town of Listowel, Ont., has carried a by-law authorizing the town council to borrow $10,000 for the completion of the waterworks system.

The H. W. Petrie Machinery Co., Toronto, have just installed a large improved Bickford radial drill for the Gasoline Engine Co, Toronto Junction.

S. H. Chapman, president of the Ontario Wind Engine and Pump Co., Toronto, has arranged for the erection of a temporary warehouse in Winnipeg.

J. H. Findlay, Strathcona, Ont., has had a 150 h.p. automatic engine and 100 h.p. boiler installed by the H. W. Petrie Machinery Co., Toronto.

A number of local business men of Fort William, Ont., have proposed to form a company to build and operate an electric street railway in that town.

E. Nixon, die-maker, King street, Toronto, has been increasing his plant and has had the H. W. Petrie Machinery Co., Toronto, install an additional Cincinnati lathe.

The Toronto Suburban Railway Co. are remodeling their power house on the Weston road. A 300 h.p. Laurie heater and purifier has been installed by the H. W. Petrie Machinery Co., Toronto.

It has been suggested that the city of London establish a pumping station at the J. D. Saunby mill, on the Thames River, to be used to supply water to the city for purposes other than domestic.

Persons addressing advertisers will kindly mention having seen their advertisement in Hardware and Metal.

The Best Door Closer is . . .
NEWMAN'S INVINCIBLE FLOOR SPRING
Will close a door silently against any pressure of wind. Has many working advantages over the ordinary spring, and has twice the wear. In use throughout Great Britain and the Colonies. Gives perfect satisfaction. Made only by
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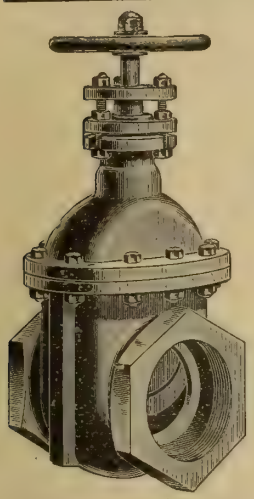

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They give satisfaction every time, Catalogne on application.

The Kerr Engine Co. LIMITED
Walkerville, Ont.

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TRADE PENBERTHY MARK.

INJECTORS

PENBERTHY INJECTOR CO., LIMITED.
BRASS MFRS. **Windsor, Ont.**

TRUCKS

for **Warehouse** and **Factory.**

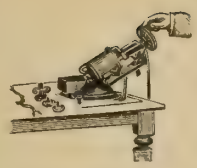
Save You Money
Do Men's Work
Draw no Salary

Our Trucks are guaranteed satisfactory. Turn in their own length.

MADE IN CANADA.

H. C. Slingsby for Canada.

Factory, Ontario Street, Temple Building, **MONTREAL.**



G. A. Crosby & Co. of Ontario, LIMITED

SARNIA, ONT.

Manufacturers of
Patent Automatic Can Making Machinery, Presses, Dies and Special Machinery for Working Sheet Metal

H. W. Petrie, 141-145 Front Street West, TORONTO—Selling Agent.

BABBIT

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STAR
SPECIAL
HERCULES
METALLIC
IMPERIAL

THE QUALITY & PRICE TO SUIT ALL GRADES OF WORK.

CANADA METAL CO.

WILLIAM ST., TORONTO. TELEPHONE MAIN 1729.

CAP SCREWS, SET SCREWS,
MACHINE SCREWS,
COLD PRESSED NUTS,
SPECIAL MILLED WORK, ETC.

CANADA FOUNDRY COMPANY, LIMITED

Head Office and Works, - TORONTO, ONT.
District Offices — Montreal, Halifax, Ottawa, Winnipeg, Vancouver, Victoria, Rossland.

CRYSTAL REGISTERED TRADE MARK CORUNDUM

To Metal Polishers

Craig Mine Corundum is next to the diamond in hardness and the grains have very sharp points. Some manufacturers at first complain that it bites too deeply into steel or iron and therefore pulls out of their glue. Any intelligent user can see this is a good fault. When users adapt their glue to it they say it does twice the work of emery.

Write us for information regarding glues.

The Canada Corundum Company, Limited
TORONTO, CANADA.

In case this is done pumping machinery will be needed.

W. J. Thomson, manager of the Facing Mill Co., Hamilton, has been ill with pneumonia, and has gone south for his health. He is expected back in a few days, and it is hoped he will be well enough to resume his work.

The Ann Arbor Machine Co., Ann Arbor, Mich, have communicated with Brantford, Ont., concerning the movement of their plant to that city. They manufacture hay presses and other implements of the kind.

The new monthly stock list of the H. W. Petrie Machinery Co., Toronto, will be ready for distribution by May 7, and the firm will be pleased to forward a copy upon application to any readers of Hardware and Metal.

The Crawford Bay and St. Mary Railway Co. are seeking incorporation from the Dominion Government, with power to construct a line of railway from Crawford Bay on Lake Kootenay to Fort Steele. Those interested are: H. Roy, J. J. B. Goselin, J. B. T. Carson, all of Ottawa.

George Westinghouse, of the Westinghouse Machine Co., Pittsburg, has taken out a patent for a new vertical turbo-generator, in which the generator is placed directly on the shaft but above the turbine, the shaft being vertical. The type of turbo-generator manufactured by that firm at the present time is the horizontal.

The Corbet Foundry and Machine Company, Owen Sound, have commenced the installation of elevating machinery, shafting, hangers, fans and conveyers in the malting and brewing plant of the Eaton Bros. Brewing and Malting Co., Ltd., Owen Sound, who were burned out recently, the machinery being destroyed. It is expected that the work will be completed in about three weeks.

A transformer station is being constructed by the Toronto Railway Co. on Yonge street, north of Davenport road. This station is intended to receive the power from Niagara which, it is said, will be available in a few months. The cost of the building alone is $20,000, while it is probable that $50,000 will be expended on the plant. It will be finished by next Fall probably.

The Chicoutimi and North-Eastern Railway are seeking incorporation from the Dominion Government, granting them power to build a railway from Chicoutimi to Rigolet Inlet or Hamilton Inlet, or to the Gulf of St. Lawrence. Those interested are: Sir A. P. Caron, C. B. Powell, J. Edgeley, R. V. Sinclair, and J. A. Ellis, all of Ottawa; and J. H. Scott, M. J. Ray, B. A. Scott and E. J. Duggan, all of Quebec.

It has remained for a Canadian university to honor Mr. Edward Weston, a pioneer in electrical work and research, by granting him the degree of LL.D. At the convocation held at McGill University on Friday, April 29th, Mr. Weston had this degree conferred upon him for his many contributions to electrical science. In connection with the manufacture of electrical measuring instruments his name is a household word.

The Canadian Association of Stationary Engineers held a smoker and concert in Brantford, Ont., on May 12.

A new mower has been invented by G. D. and H. J. Johnston, Huntsville, Ont., which is pronounced by farmers who have tried it to be an excellent machine; it is particularly adapted for stumpy fields. The patents have been secured by Featherstonhaugh & Co., Toronto, and Greatrix & Co., Hamilton, Ont., are the machinists.

REMOVAL NOTICE

The McClary Mfg. Co. beg to advise the trade that on Monday next, May 9th, their **Toronto Branch** will occupy new offices and sample room on first floor at No. 42 Church St., immediately south of King St., Toronto. Warehouse accommodation has been secured at the Exhibition Grounds, where they have a large stock of goods, and are prepared to fill all orders promptly. A new warehouse will be erected at once, and by fall they will be in better shape than ever to look after the wants of their largely-growing business.

We take this opportunity of expressing our thanks for the kind and sympathetic letters we have received from our many friends, and which were too numerous to answer individually.

CONDENSED OR "WANT" ADVERTISEMENTS.

Advertisements under this heading, 2c. a word first insertion; 1c. a word each subsequent insertion.

Contractions count as one word, but five figures (as $1.000) are allowed as one word.

Cash remittance to cover cost **must** accompany all advertisements. **In no case** can this rule be overlooked. Advertisements received without remittance cannot be acknowledged.

Where replies come to our care to be forwarded, five cents must be added to cost to cover postage, etc.

AGENCY WANTED.

AN established Manufacturers' Agent in Montreal representing several large American houses, with representatives covering all Canadian territory, wishes to secure a good Canadian manufacturer's line in Hardware or Specialties. Address Box 102, HARDWARE AND METAL, Montreal. (20)

AN old established Toronto manufacturing and jobbing house, handling hardware specialties, wants selling agency for staple line sold by the trade; would purchase and carry large stock in Toronto, and carry book accounts; would purchase interest in manufacture; abundant capital and satisfactory references. Box 130 HARDWARE AND METAL, Toronto.

CANADIAN manufacturers desirous of being well represented in B.C., the Yukon and Alberta and open to exploit the oriental markets are invited to communicate. We know the territory. Have you the goods? HARDWARE, Box 367, Vancouver. (21)

FOR SALE.

TWO HARDWARE STOCKS in Manitoba; important implement agencies in connection; reason for selling, attention required to other lines; both good opportunities for money making; one stock will invoice about $5,500, other $2,500; good trade established and will bear investigation; write now. Marshall-Wells Company, Wholesale Hardware, Winnipeg, Man. (19)

SITUATION VACANT.

STOVE manufacturer wants young practical man with experience to assist superintendent. Address, Box 126, HARDWARE AND METAL, Toronto. (19)

WANTED—A boy with two or three years experience at tinsmith trade; please state wages and reference to C. B. Miner, Cobden, Ont. (19)

BUSINESS FOR SALE.

HARDWARE BUSINESS—About $4,000, in largest mining town in New Ontario. For particulars address Horne & Hardy, Copper Cliff. (24)

PLUMBING, tinsmithing and hardware business, established 1892. Everything must be sold at once. J. D. Murdoch & Co., Simcoe, Ont. (20)

SITUATIONS WANTED.

EXPERIENCED accountant with intimate knowledge of western business conditions desires position with hardware or other wholesale house. Address C. W. Playfair, 332 Notre Dame, Winnipeg. (19)

HARDWARE clerk wishes to obtain situation at once, either in Manitoba or the Territories; ten years' general experience, with best references. Address S. C. Wright, Milestone, Assa. (19)

SITUATION WANTED—As clerk in hardware store; five years' experience; good references. Address Box 127, HARDWARE AND METAL, Toronto. (19)

MACHINERY FOR SALE.

Special rates will be quoted for notices under this heading for periods of three months or longer.

THE FAIRBANKS CO.—Temporary warehouse, 124 Bay—standard scales, valves, trucks, letter presses, shafting, hangers, pulleys belting, mill supplies, machine tools; "Fairbanks" gas and gasoline engines; write for price list.

MACHINERY WANTED.

Notices under this heading inserted free for subscribers to HARDWARE AND METAL.

COFFEE MACHINERY—A manufacturing concern wants coffee roasting and grinding machinery. Address Box 129, HARDWARE AND METAL, Toronto.

IT KNOCKS OUT COMPETITION.

Manganese Anti-Friction Metal

acknowledges no superior as a Babbitt Metal.
It is Reliable and Durable.
Every pound guaranteed.

Syracuse Smelting Works,

Montreal,
New York,
Seattle.

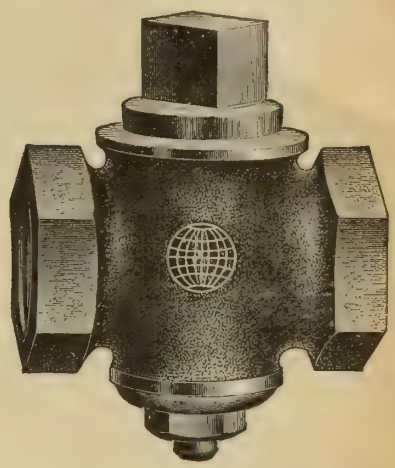
ASK YOUR DEALER FOR IT, OR WRITE DIRECT.

"GLOBE"

STEAM and GAS

COCKS.

"GUARANTEED SATISFACTORY."



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Detroit, U.S.A.

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Stitched Cotton Duck Belting

Superior to all others.

FOR

Agricultural Machines, Elevators, Pulp and Paper Mills, Cotton, Woollen, Cement and Saw Mills, Machine Shops and Electric Powers.

MANUFACTURED BY

DOMINION BELTING COMPANY Limited

HAMILTON, CANADA.

USE OUR

"MAPLE LEAF BELT DRESSING"

White Mountain Ice Cream Freezers

are well-known, sell quickly and give good satisfaction.

Model Refrigerators.

Leonard Refrigerators.

Model Oil Stoves and Ovens.

Boss Gasoline Stoves.

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at Book 18
Page 63

We can ship these seasonable goods promptly. Write for printed matter.

The Model.

The McClary Manufacturing Co.

London, Toronto, Montreal, Winnipeg, Vancouver, St. John, N.B.

"Everything for the Tinshop."

HARDWARE AND METAL

President:
JOHN BAYNE MACLEAN,
Montreal.

The MacLean Publishing Co.
Limited

Publishers of Trade Newspapers which circulate in the Provinces of British Columbia, North-West Territories, Manitoba, Ontario, Quebec, Nova Scotia, New Brunswick, P.E. Island and Newfoundland.

OFFICES.

MONTREAL - - - - 232 McGill Street. Telephone Main 1255
TORONTO - - - 10 Front Street East. Telephone Main 2701
WINNIPEG, MAN. - Room 308, McIntyre Block. Telephone 1846. L. P. Luxton.
LONDON, ENG. - - 88 Fleet Street, E.C. J. Meredith McKim.
MANCHESTER, ENG. - 92 Market Street. H. S. Ashburner.
ST. JOHN, N.B. - - No. 3 Market Wharf. J. Hunter White.
NEW YORK - Room 1241 New York Life Bldg W. T. Robson.
VANCOUVER, B.C. - Geo. S. B. Perry.

Subscription, Canada and United States, $2.00.
Great Britain and elsewhere - - 12s

Published every Saturday.

Cable Address { Adscript, London. Adscript, Canada.

TRADE OPENINGS IN NEW ZEALAND.

D. H. ROSS, Canadian Commercial Agent for Victoria and South Australia, in a recent report to the Department of Trade and Commerce draws attention to some openings for Canadian trade in New Zealand. In particular, he mentions a good opportunity to develop trade in sawmill machinery. He says that the manager of several large mills left in March for London, and from there will proceed to Canada, to secure improved machinery for his mills. He has been supplied with the names and addresses of several Canadian manufacturers, and will personally select his requirements. This machinery is to be erected in one of the principal lumber centres and will, no doubt, be a first-class advertisement for the makers.

Mr. Ross also states that a big trade in hot water and steam radiators and warm air furnaces might easily be developed. Hotels and office buildings are now very poorly heated and the public are interested in steam and hot water heating appliances, although their use is by no means general. The Victorian Winter extends from May until the end of September, and there is a good opportunity for energetic Canadian firms to educate the people in the use of modern heating appliances.

Canadian manufacturers and business men generally do not seem to be fully alive to the opportunities which the New Zealand and Australian markets present. It has been quite evident since the granting of the preference to Canada that New Zealand merchants are interested in what we have to offer. That interest has been manifested in various ways. One of the first indications was the largely increased circulation of this paper among New Zealand importers. Buyers in one country very naturally form their impressions of the business possibilities of another from what they see in the columns of its trade papers.

Our manufacturers should make a special effort to capture a good portion of the New Zealand import business. Sentiment is an important factor even in business, and with the growth of the Imperial spirit there is an evident willingness to give us the preference where possible. Since the granting of a tariff preference interest has become the ally of sentiment.

Machinery and hardware manufacturers should plan to get business in New Zealand. Mr. Ross suggests that they should send their catalogues to probable buyers. A list of these can easily be obtained in Australasian directories and hand books. Meanwhile manufacturers who are making announcements to the Canadian trade through Hardware and Metal have the satisfaction of knowing that our New Zealand readers are interested in what they have to say. There is business in New Zealand for Canadian manufacturers if only they will make the most of their advantages.

THE COST OF STEEL RAILS.

CANADIANS, in view of the probable construction of two, or even three, steel rail plants in the Dominion, will be considerably interested in the discussion in the United States press, as a result of a debate in the U. S. Senate, regarding the net cost of steel rails in some of the modern plants in the Pittsburg region.

It will be remembered that in 1899 Charles M. Schwab, then president of the Carnegie Steel Co., in a letter to Henry C. Frick and some associates whom Mr. Schwab desired to interest in an effort to secure the works, stated that "steel rails could be made at the Edgar Thompson plant, at Braddock, for $12 per ton, as against an estimate of net cost of $19 per ton to the English rail manufacturers, and added that rails could be sold at $16 at the mill here, which would net nearly as much as home business had been." What was then true of rails, he said, was equally true of other steel products, which meant that the Carnegie Steel Co. was going to control the steel business of the world.

Senator Aldrick, of Rhode Island, in a debate in the Senate, went so far as to ridicule as absurd Mr. Schwab's estimate, and some of the leading financial papers have come out bluntly with more definite information.

The Wall Street Journal, May 2, is authority for the following basis of calculation for the cost of rails:

COST OF TURNING ORE INTO IRON, PER TON.

Royalty to mine owner	$0.60
Cost of mining	.40
Freight to lake	.80
Lake freight	.75
Dock charge	.15
Freight to furnace	.90
Furnacing, including labor and coke, etc.	1.50
Total	$5.10

On the basis of 60 per cent. ore, it would take five tons to make three tons of pig iron, which would give a cost of $8.50 for pig. To convert this into rails would take not in excess of $4.00 per ton, and it could probably be done cheaper. This gives a cost of $12.50 per ton for rails.

The New York Evening Post, one of the most conservative and reliable journals in the United States, bears the weight and authority of its opinions in the same direction. It says:

There is no doubt that Mr. Schwab, in 1899, knew what he was talking about. Present conditions, so far as mill cost is concerned, differ very little from then, and rails can be produced for $13 to $14 per ton, if not for $12. One estimate on cost was put as low as $10. The Pennsylvania Steel Company and the Lackawanna Steel can probably make rails as cheaply as the Carnegie Steel Company. Sales to foreign railroads, made by the Pennsylvania Steel Company several months ago in competition with both the United States Steel Corporation and English and German manufacturers, showed this very clearly. Such sales were believed to have been on a basis of between $16 and $18 at the mill, as compared with $28, the present pool price for domestic orders.

These figures are interesting and should do much to assist Canadians in making up their minds as to the needs of Canadian iron and steel producers for tariff protection.

CANADA'S UNDERPAID JUDICIARY.

A STRIKING feature of the discussion regarding the salaries of the justices of the Canadian Supreme Court is the fact that no attempt to debate the question is made. Those who are convinced that a reasonable increase in the salaries should be paid do not hesitate to offer their arguments in favor of the advance, but those who are not ready to make the increase do not endeavor to discuss the matter on its merits. If they utter any views whatever they endeavor to draw a herring across the trail by a reference to the necessity of a re-arrangement of the salaries of all the judiciary or by a comparison of the salaries of the Dominion Ministers of the Crown with those of the Supreme Court judges or by the introduction of some other side issue.

It is hardly necessary to discuss these points—they cannot be termed arguments—further than to say though that Canada can well afford to pay, and should pay, more equitable salaries to its Prime Minister and to the Dominion Ministers of the Crown, and also to the judiciary generally. These questions are not relevant to the one at issue, the necessity of ensuring the future dignity and strength of the highest court in the Dominion by the payment of a salary large enough to permit the best equipped men to accept appointment to it.

* * *

A Montreal lawyer, whose name cannot be here inserted, but who, though a young man, is recognized as a man of brilliancy and power, in conversation with a couple of business men a day or so ago, expressed himself about as follows: "I suppose to some members of Parliament the present salaries of the Supreme Court judges are quite large enough. Yet it is the fact that I could not afford to take a seat on the Supreme Court bench. My practice, though a growing one, is not as big as that of many lawyers I could name. But it is large enough to make the sacrifice necessary to accept an appointment to the Supreme Court more than I would care to make."

In all probability if the proposed increase were made the difference would be sufficient to attract such men, whereas they could not to-day be secured. And it is such men that ensure the stability of our laws and the dignity of the Supreme Court.

* * *

Few men in Canada are in a better position to know the needs of the Dominion from a commercial man's point of view than Mr. F. W. Thompson, managing director of the Ogilvie Flour Mills Co., Limited. He stated to a representative of this paper that he was heartily in accord with the article written by Hardware and Metal on this subject. He believed the whole judiciary were underpaid to a criminal extent. This same principle applied to the Premier of the country, to the leader of the Opposition, and to all leaders of public offices of great trust. Their salaries should be commensurate with the responsibilities. Every man should be thoroughly independent, and by that he did not wish to imply that there were any men in the judiciary or the political leadership who had the slightest flaw upon their reputation or character. Both political parties should be in perfect unison on this matter. No prejudices should be allowed to step in to interfere with so serious and important a question. It was self-evident that the judges of Canada were more poorly paid than those of the other countries. The very opposite should be the case by reason of the increasing development of the country. He could not conceive of any fair minded man with any business qualifications who would offer to stand in the way, however sectional he might be in his ideas, to assist in applying immediate correction to this lamentable state of affairs. Salaries should be such as to encourage the bringing into public life the strongest and best men of the country. He complimented the MacLean papers upon the work they were doing and he felt sure that business men at all interested in this great country's development would be only too glad to hear of an advance in the salaries of the judiciary.

THE EVIL OF STRIKES.

With the advent of Spring and the quickening of trade and the increased activity on all sides, it is lamentable to see a revival of the striking instinct, coupled with its attendant evils. Just at a time more than any other, when employers and employes should be working hand in hand, striving for each others good, a rupture takes place, a strike, or a lock-out resulting in stagnation in that line.

In ordering a strike or a lock-out, there is a third party which forms the greater majority of those affected and whose interest is neither consulted nor taken into consideration. It is the consumer. He must bear the annoyance without expressing himself and wait calmly by and let matters take their course.

Unionism has done much to elevate the status of the workmen, and by its means they have received concessions otherwise unobtainable; but a union that is antagonistic to its employers, that seeks by fair means or foul to gain advantage, that assumes a dictatorship intolerant to all fair-minded people is a hindrance to our social advancement. Where firebrands or hot-heads rule, there can be little or no progress. Let a self-imposed walking delegate come along, championing the cause of the workman and he is listened to with feverish eagerness. His word means everything and his very suggestion is a command. "Why?" one may ask. It is only natural since he has, or pretends to have, their interest at heart. Let the workmen be educated to know that theirs and their employers' interests are one and the same. Let the employers take the same interest in the men as does the walking delegate. Let the two realize that the one is indispensable to the other. Let them get closer together and discuss matters in common. Let these things come to pass and our labor difficulties will no longer be what they too often are now, a source of bitterness and antagonism and disruption between employers and employes.

THE TOURIST TRADE.

IMPORTANT as is a merchant's regular business, and necessary as it is for him to cater carefully for regular customers, there is another side to his business which merits careful attention. This is the tourist trade, which in Canada is annually becoming a more and more important factor.

As a rule the tourist is a person of means and free with his or her money. He usually pays well for what he buys and buys without stint. He is not a person difficult to please or one who haggles and endeavors to beat down prices. He is, in fact, a first-rate customer.

Recognizing, therefore, the commercial value of the Summer visitor, it behooves every business man in communities where tourists come or can be induced to come, to use every means in his power to attract the tourist trade. At both extremes of Canada, viz., in British Columbia in the west, and in the Maritime Provinces in the east, tourist associations, backed by business men, are accomplishing excellent results, and in other parts of Canada such organizations are springing into being.

It would appear as if the municipal councils should undertake this work. It is their duty to promote the welfare of the communities they represent, and what more useful work could they accomplish than the bringing in of tourist business? Where municipal councils are apathetic, however, and, unfortunately, this seems to be a chronic condition with most of them, the business men should take up the task. In the Maritime Provinces we find the boards of trade active in this direction. The Kentville Board of Trade and the King's County Board may be instanced, while the St. John Board of Trade is at the back of the New Brunswick Tourist Association.

The course followed by these boards should be emulated by other boards throughout the country. If, as some would have it, boards of trade have served their purpose and are becoming defunct, let them revive on this new subject of the tourist trade.

AFTERMATH OF THE TORONTO FIRE.

MR. W. B. STEWART, representing the Consumers' Cordage Co., and the Hamilton Cotton Co., has opened offices at 11 Front street east, Toronto; telephone, Main 94.

The Dodge Mfg. Co., Toronto Junction, have issued the following announcement to the trade: "Although our Front street office has been destroyed in the recent fire, it will in no way interfere with out regular business. Our Toronto address is now 116 Bay street. Our very complete 'phone service, including private line to our works, has been re-installed, and we are doing business as usual. Our immense plant at Toronto Junction is running full, turning out 'Shafting,' 'Hangers,' 'Pulleys,' etc. Our capable men are always at your service. Our stocks are very complete."

The Toronto branch of the McClary Mfg. Co. will open next week temporary offices at 24 Church street, which together with their warehouse accommodation at the Exhibition grounds, will enable them to attend to the wants of their customers with their usual promptness and satisfaction until their own warehouse, which is to be rebuilt at once, is ready for occupation. The company have purchased a site just west of the Princess theatre, where they will build the new warehouse at once.

PIPE THAT IS PIPE.

Quality is always an important consideration in the purchase of iron pipe but never more so than under conditions like the present when prices are not as steady as usual. The merchant who sells iron pipe should be careful to insist on the best quality rather than on the cheapest line, for risk of losing reputation by selling inferior grades of iron pipe is too great to permit of carelessness in the matter. The Page-Hersey Iron & Tube Co., Guelph, Ont., make a pipe that can be depended on. Hardware dealers should write direct to this firm and read what they have to say about their pipe.

BOUGHT NEW FACTORY.

WIPED out in the recent conflagration, in which they lost their entire stock and machinery, E. W. Gillett Company, Toronto, have lost no time in securing more suitable premises in which to carry on their business.

The company on Friday last closed a deal for the purchase of the fine substantial factory of the Pure Gold Mfg. Co., built about two years ago, which stands on a lot at the corner of King and Duncan streets, with a frontage of 110 feet on King street and a depth of 186 feet on Duncan street. The building could not have been better adapted for the use of the Gillett Company had it been built under their own supervision. According to the terms of the agreement it is understood they will not take possession for a few months, thus giving the present tenants time to locate in a new factory, which it is understood they propose building in another part of Toronto. In the meantime, the Gillett Company have two temporary factories in full running order and are working day and night to fill orders which are pouring in on them. They are, however, able to keep the trade fairly well supplied with Royal Yeast and the other articles they manufacture, and thus tide over what looked to be a very serious crisis in their history.

TEN BUSY DAYS IN THE HISTORY OF E. W. GILLETT CO., LIMITED.

April 19th—Factory (32 and 34 Front street west), together with machinery and stock of goods, totally destroyed by fire at midnight.

April 20th—Opened offices at 15 Wellington street east and had them completely furnished and office staff at work at 1 p. m.

April 21st-22nd—Secured factory premises in two buildings.

April 23rd—Commenced fitting up factories and unloaded carload of material and machinery received by express from Chicago.

April 24th-25th—Installed machinery.

April 26th—Commenced shipping goods.

April 29th—Purchased fine factory building on King street west, now occupied by Pure Gold Co.

PERSONAL MENTION.

Mr. Walter Grose, of Montreal, was in Toronto this week.

Gies, Wolfhard & Co., Berlin, have dissolved partnership and are succeeded by H. Wolfhard & Co.

Mr. J. Hofmann, Canadian manager of sales for the American Axe and Tool Company, is in Quebec this week.

Mr. C. M. Audel, of the Fairbanks Co., is ill with diphtheria. His friends will be glad to know that the attack is not considered serious.

Mr. J. R. Kinghorne, the popular sales agent for the Montreal Rolling Mills Co., returned to business this week after an illness of several months.

Mr. H. J. Fuller, of the Fairbanks Co., Montreal, was in Toronto last week adjusting fire losses in connection with the company's Toronto warehouse, which was destroyed in the big fire.

Mr. E. Dowsley, of A. Ramsay & Son, Montreal, is leaving shortly for a trip to Great Britain. Mr. Dowsley's health has been poor for some months, and it is hoped that he will benefit by a complete rest from business.

Mr. W. B. Lawson, who for some time has been in charge of the shipping department of Caverhill, Learmont & Co., Montreal, was presented with a cabinet of cutlery on the occasion of his marriage to Miss G. Allo, of Montreal, a few days ago.

Mr. F. B. Moore, of Jones & Moore, electricians, Toronto, has been ill and consequently unable to be at his office for about a month. Mr. Jones has been looking after the business end of the firm as well as of the mechanical department in his absence.

MARKETS AND MARKET NOTES

QUEBEC MARKETS.

Office of HARDWARE AND METAL,
232 McGill Street.
Montreal, May 6, 1904.

Hardware.

WITH the opening of navigation has come a rush much greater than usual in business. The first boats both east and west have gone out and their departure sees a rush of orders from all sides. The wholesale people report a boom in business this week which partly compensates for the dullness of the previous few months. Business has picked up to a wonderful extent and probably the sudden transition from Winter to Summer has had a good deal to do with it. Collections are reported much better this week and much less difficulty has been experienced in that direction than recently.

Prices remain about the same as last week. Washing machines have advanced in price, both in the cheaper and better grades.

There is a big demand and many rush orders for rivets and burrs, and the same applies to bolts and nuts. The latter are in good supply at present although they were scarce last season. Wire nails are reported scarce, especially three inch.

Washing Machines—These have been advanced in price this week, the cheaper lines $1 per dozen and the best makes $2.00 per dozen. New quotations follow: Round (three legs) $35.00 per dozen; round (four legs), $39.00 per dozen; square (regular size), $42.00 per dozen; square (smaller size), $36.00 per dozen; round rotary, $56.00 per dozen; square rotary, $59.00 per dozen; "New Century," $72.00 per dozen.

Lawn Mowers—The Summer weather has caused an increased demand and shipments are being freely made. Prices are steady. We quote as follows: With 8-inch wheel, sizes 12, 14 and 16 inch, $2.65 each; with 9-inch wheel, size 12, $3; size 14, $3.12 1-2; size 16, $3.25 each; Philadelphia pattern, size 12, $3.25, size 14, $3.50; size 16, $3.75 each; High Wheel, size 12, $4; 14, $4.25; 16, $4.50; 18 $4.75; 20, $5.25 each.

Garden Hose—The demand increases rapidly owing, no doubt, to the Summer weather we are having. Prices are steady. Discounts continue: Trade 75 per cent.; Western, 65 and 10 per cent.; White, 40 and 10 per cent.; Maroon, 40 and 10 per cent.; cotton, 60 per cent.

Hose Reels—The sales for these are also increasing. Prices are from 15c to 25 per cent higher than last year.

Ice Cream Freezers—There is a decided increase in business in this line and orders are coming in freely. We quote the following range of prices for the leading brands: One quart, $1.50 to $1.60 each; 2 quart, $1.70 to $1.80 each; 3 quart, $1.95 to $2.25 each; 4 quart, $2.35 to $2.60 each; 6 quart, $2.95 to $3.25 each; 8 quart, $3.70 to $4.10 each; 10 quart, $4.75 to $5.50 each; 12 quart, $5.75 to $6.50 each; 14 quart, $6.75 to $7.50 each.

Agricultural Wrenches — Market is lively. Discount as before, 25 per cent.

Harvest Tools—The discount on these is the same, 60 per cent.

Spring Hinges—Demand is lively. We quote: No. 5, $17.25 per gross; No. 10 $18 per gross; No. 20, $10.50; No. 120, $20; No. 51, $9.25; No. 50, $27.50.

Heavy Screw Hooks and Hinges—Prices remain the same as before, with a brisk demand We still quote: Sizes 12 inches and upwards are selling at $3.25 per 100 lbs; the price of the 6, 8 and 10-inch sizes is $4.25.

Wire Hat and Coat Hooks—There is no change this week. The price of the three-inch size is 75c a gross.

Churns—There is no improvement in the demand for these noted this week. Discounts 40 and 15 per cent. f.o.b. Montreal and 30 and 30 per cent. f.o.b. factory.

Poultry Netting — Trade continues good. Discounts for 2-inch 19-gauge standard extras are 60 and 5; for 2-inch 16-gauge, the discounts are 55 and 5 per cent.

Galvanized Poultry Netting Staples—An active demand. Prices are: Sizes 5-8, 3-4, 1 1-8, 10-lb boxes, $12.50 list; 25 and 50-lb boxes, $12.25 list; 100-lb boxes, $12 list. Less 57 1-2 per cent.

Bed Staples—The discount on the Montreal Rolling Mills Company's and the B. Greening Wire Company's lists is 57 1-2 per cent. The discounts on the Dominion Wire Company's list are 25 and 2 1-2 per cent.

Blind Staples—The discount is 40 per cent.

Galvanized Coil Spring Wire—Business remains the same, which is fairly active. Our quotations are as follows: Nos. 6, 7 and 8, $3.20; No. 9, $2.70; No 10, $3.30; No. 11, $3.35; No. 12, $2.95; No. 13, $3.10. Carlots 5 cents less. Freight prepaid is less than carlots to extent of 25 cents and in carlots to extent of 20 cents. For following factory points freight is equalized: Montreal, Hamilton, London, Welland, Windsor, Stratford.

Galvanized Wire—The market is as usual lately quiet but steady. Our quotations follow: No. 5, $3.65; Nos. 6, 7 and 8, $3.10; No. 9, $2.45; No. 10, $3.15; No. 11, $3.20; No. 12, $2.60; No. 13, $2.70; No. 14, $3.70. In carlots f.o.b. Cleveland, No. 5, $2.15; Nos. 6, 7, 8 and 9, $2.10; No. 10, $2.15; No. 11 $2.20; No. 12, $2.25; No. 13, $2.35; No. 14, $2.45. In less than carlots 12 1-2c extra per 100 lbs will be charged.

Barbed Wire—Jobbers report a great many more rush orders from retailers who placed their orders with an independent American company, but who have not yet had them filled. The supply is none too great and considerable difficulty is experienced in filling orders. We quote: $2.75 per 100 lbs f.o.b. Montreal, and $2.50 f.o.b. Cleveland. Carlots of 15 tons $2.40 f.o.b. Cleveland.

Smooth Steel Wire—Business remains steady and prices continue the same. Bright and annealed, $2.50 per 100 lb f.o.b. Montreal, Toronto, Halifax, London, Hamilton and St. John. Net extra Coppered wire, 60c; tinned wire. $2; tras per 100 lb are now as follows: oiling, 10c; spring wire, $1.25; best steel wire, 75c; bright soft-drawn, 15c; hay-baling wire, 20 to 25c.

Annealed Hay Wire—Annealed hay wire and annealed and oiled wire are still sold at usual list prices plus the usual extras.

Fine Steel Wire—Market continues quiet but steady. The discount is 25 per cent. with net extras as follows: 1 and 2-lb hanks, 25c per 100-lbs; 1-2-lb hanks, 37 1-2c; 1-4-lb hanks, 50c.

Brass Wire—There is nothing much doing in this line. Discount is 60 per cent.

Copper Wire—Market remains inactive. Discount is 60 per cent.

Rivets and Burrs—There is a brisk demand and many rush orders are reported. Prices continue the same. Discounts are: Best iron rivets, section carriage and wagon box, black rivets, tinned do., coopers' rivets and tinned swede rivets, 60 and 10 per cent.; swedes iron burrs are quoted at 55 per cent. off; copper rivets with the usual proportion of burrs, 45 per cent. off and coppered iron rivets and burrs, in 5-lb carton boxes are quoted at 60 and 10 per cent. off list.

Bolts and Nuts—Although there was a scarcity last year the supply this season is ample for all demands. The demand is very brisk for all sizes. We quote discounts as follows: Carriage bolts common, ($1.00) list 3-16 and 1-4 diameter, 60 per cent.; carriage bolts, common ($1) list, 5-16 and 3-8 diameter, 55 and 5 per cent.; carriage bolts, common ($1) list,

7-16 diameter and up, 55 per cent.; carriage bolts, full square ($2.40) list, 60 per cent.; carriage bolts, Norway iron ($3) list, 60 per cent.; machine bolts, 3-8 diameter and under, 60 per cent.; machine bolts, 7-16 diameter and larger, 55 and 5 per cent.; plow bolts, 55 and 5 per cent.; blank bolts, 55 and 5 per cent.; bolt ends, 55 and 5 per cent.; sleigh shoe bolts, 70 per cent.; coach screws, cone point, 70 per cent.; nuts, square, all sizes 4c per lb off; nuts, hexagon, all sizes, 4 1-4c per lb off.

Washers, 45 per cent. off.

Screws—The shortage in screws still continues while the demand is brisk. We quote discounts as follows: Round head, bright, 82 1-2 per cent.; flat head, bright, 87 1-2 per cent.; brass, round head, 75 per cent.; brass, flat head, 80 per cent.

Wire Nails—Prices are steady. There is a scarcity in all sizes of wire nails this week owing to the unusual heavy demand for the early boats. Three-inch nails are particularly scarce. Trade has increased very much. We quote the following prices: $2.40 per keg carlots and $2.45 per keg in small lots f.o.b. Gananoque, Montreal, London, Hamilton, Toronto, Brantford and St. John.

Boxwood Rules—Discounts range from 52 1-2 to 50 per cent. off list.

Shot Guns—The market is completely demoralized owing to the cutting of prices by the American manufacturers.

Cordage—The market is steady and the demand brisk. We quote as follows: Pure manila, 15c; British pure manila, 12 1-2c; sisal, 12c; double lathyarn, 11c; single lathyarn, 10 1-2c; Russian tarred spunyarn, 13 1-2c; jute rope, 3-8-in in diameter and upwards, 9c; cotto nrope, 21c; cotton twine, 24c for 3 and 4 ply. Cotton bedcord, 90c to $1.70, according to length. Sash cord 30 to 31 1-2c; cotton candle wick, 22 to 24c.

Building Paper—Trade is quite active while prices remain steady. We quote as follows: Tarred felt, $1.85 per 100 lbs; 2-ply ready roofing, 90c per roll; 3-ply, $1.15 per roll; carpet felt, $2.25 per 100 lb; dry sheathing, 40c per roll; tar sheathing, 50c per roll; dry fibre, 55c per roll; tarred fibre, 65c per roll O.K. and I.X.L., 70c per roll; heavy straw and sheathing, $35 per ton; slaters' felt, 65c per roll.

Cement—Some German manufacturers have withdrawn their lower prices quoted to importers as the reduction was not sufficient to meet the surtax, and they could not afford to quote lower. There are several large shipments awaiting the four boats for the upper lakes. Several importations of Belgian cement are expected shortly. There is a brisk demand. Prices are steady at former quotations, which were: Canadian cement, $1.90 to $2.25; English, $2.15 to $2.25; Belgian, $1.70 to $1.95 per barrel, ex store, and American, $2.20 to $2.40 ex-cars.

Firebricks—Scarce and in good demand. Ample supplies expected from Great Britain. English are selling at $16.00 to $22.00 per 1,000; Scotch, $17.00 to $22.00.

PLUMBING GOODS.

The opening of navigation has had a very stimulating effect on the trade in plumbing goods. The boats are now taking freight both ways, and local houses are rushing out some long delayed shipments. Britannic left on Thursday for Sydney and other points in the Maritime Provinces and the Cacouna left port for Charlottetown. The canals are now open and large shipments have been sent up the river. The week has consequently seen an almost unprecedented rush as the local houses have been holding goods for weeks for the first boats. Prices throughout are steady this week. Lead pipe and soil pipe and fittings are in good request. There is an average trade in other lines. The strike in Montreal has not seriously affected business.

Lead Pipe—There is a very active demand this week particularly from country points. The price is still 8c for composition waste and aqueduct and 7c for ordinary. The discount is 35 per cent. f.o.b. Montreal. Toronto, St. John, N. B., and Halifax. F.o.b. London—15c per 100 lbs extra. F.o.b. Hamilton—10c per 100 lbs extra.

Soil Pipe and Fittings—There is an active enquiry this week and business is brisk. Prices are now firmly maintained. Quotations are as follows: Light soil pipe, 3 to 6-in, 50 and 10 per cent.; medium and extra heavy soil pipe, 2 to 6-in. 60 per cent.; extra heavy soil pipe, 8-in, 45 per cent. Light fittings, 2 to 6-in, 50 and 10 per cent.; medium and extra heavy fittings, 2 to 6-in, 60 and 5 per cent.; extra heavy fittings 8-in, 45 per cent.

Iron Pipe and Fittings—There is an average business this week. We quote: Standard pipe, per 100 feet, in length under 19 feet—black, 1-8-in, $2.30; 1-4-in, $2.30; 3-8-in, $2.55; 1-2-in, $2.85; 3-4-in, $3.65; 1-in, $5.20; 1 1-4-in, $7.35; 1 1-2-in, $8.95; 2-in, $12.55. Galvanized—1-4-in, $3.20; 3-8-in, $3.45; 1-2-in, $3.90; 3-4-in, $5; 1-in. $7.20; 1 1-4in, $10.05; 1 1-2-in, $12.20; 2-in, $16.85. In the above the discount on 1-8, 1-4 and 3-8 in black and 1-4 and 3-8 in galvanized is 12 1-2 per cent.; and on 1-2 to 2, inclusive, in black and galvanized is 15 per cent. Extra heavy pipe, plain ends, are quoted per 100 feet as follows: Black, 1-2-in, $4.20; 3-4-in, $5.25; 1-in, $7.55; 1 1-4-in, $10.55; 1 1-2-in, $12.75; 2-in, $17.60. Galvanized—1-2-in, $5.25; 3-4-in, $6.65; 1-in, $9.55; 1 1-4-in, $13.25; 1 1-2-in, $16; 2-in, $21.90. The discount on all sizes of extra heavy pipe is 12-12 per cent. coupling 1-2 in. to 2 in., 55 per cent. discount; nipples, 1-4 and 3-8 in., 65 per cent discount and 1-2 in. to 6 in. 67 1-2 per cent. discount.

Solder—We quote 18c for bar and 18 1-2c for wire solder.

METALS.

Import business is expected to show a big improvement now that the river is open and ocean steamships are arriving in port. Some heavy shipments of metals are expected to arrive shortly. English prices for metals are very firm and in consequence local quotations are firmly maintained. One Montreal house have advanced quotations of Canada plates 10c per box but the others are maintaining the old prices. Bar iron is in good demand since the opening of navigation and complaints are heard in some quarters that certain sizes can not be obtained. The difficulty (if there is any) is due entirely to the big rush of business this week which is more than can be conveniently handled. Supplies will be sufficient next week. Import business in pig iron is showing more life but current buying is in small lots for immediate requirements. Canadian iron is selling fairly well but same remarks apply. No very large sales have been made. Former quotations still hold for copper and tin but these are subject to almost daily fluctuations. Pig lead is weaker.

Pig Iron—Import orders show an increase this week and there has been an increase also in Canadian business. In the main orders have been for present requirements only. Londonderry iron is now being delivered in Montreal and the Maritime Provinces. The Dominion Iron and Steel Company advise us as follows: "Prices for the past week on pig iron have remained about stationery. Orders received here have aggregated a fair tonnage. The notable feature in the week has been the large specifications received on contracts already booked, and in all cases early shipment is urged:

"Disc," No. 1	$17.50	delivered	Montreal
"Dom.," No. 1	13.50	"	"
Usual difference in price for lower grades.			
Ferrona No. 1	$18.00	delivered	Montreal.
" No. 2	17.50	"	"
" No. 3	16 50	"	"
" No. 4	16.00	"	"
Londonderry	$18.50 to $19.00	delivered	Montreal.
Summerlee	20.25 to 20.75	"	"
Glengarnock	20.25 to 20.75	"	"
Gartsherrie	20.00	"	"
Cambroe	18.50	"	"
Middlesboro No. 1	16.50	"	"
" No. 2	15.50	"	"

Bar Iron—There is an active demand this week for shipment by boat. Complaint is heard in some quarters of a shortage in some sizes, but if there is any it is no doubt due to the unprecedented rush of business this week. Prices are firm and an advance would excite no surprise as local quotations have been abnormally low for some time. We quote: $1.75 for merchants' bar; horse shoe iron, $2.00; forged iron, $1.95.

Black Sheets—English prices continue very firm and the local market is strong in sympathy. Quotations are as follows: 28-gauge, $2.35; 26-gauge, $2.30; 22 to 24-gauge, $2.25; 19 to 20-gauge, $2.30, and 8 to 10-gauge, $2.40.

PORTLAND CEMENT
CANADIAN, ENGLISH, GERMAN and BELGIAN.
FIRE BRICKS, FIRE CLAY, ENAMELLED BRICKS, all colors. BUILDING BRICKS.
SEWER PIPES, CULVERT PIPES, WHEELBARROWS, FOUNDERS' and CONTRACTORS' SUPPLIES.
F. HYDE & CO.
WELLINGTON ST., MONTREAL

Deseronto Iron Co.
LIMITED
DESERONTO, ONT.
Manufacturers of
CHARCOAL PIG IRON
BRAND "DESERONTO."
Especially adapted for Car Wheels, Malleable Castings, Boiler Tubes, Engine Cylinders, Hydraulic and other Machinery where great strength is required; Strong, High Silicon Iron, for Foundry Purposes.

"MIDLAND"
BRAND
Foundry Pig Iron.
Made from carefully selected Lake Superior Ores, with Connellsville Coke as Fuel, "Midland" will rival in quality and grading the very best of the imported brands.
Write for Price to Sales Agents
Drummond McCall & Co.
MONTREAL, QUE.
or to
Canada Iron Furnace Co.
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We invite inquiries for
Steel Rails
BAR IRON, PIG IRON GALVANIZED IRON, CANADA PLATES, TINPLATES, WIRE ROPE (W. B. BROWN & CO.), CEMENT, FIRE BRICKS, ORE BAGS, GRAIN BAGS, ETC.
C.F. JACKSON & CO., Limited
Importers and Commission Merchants
151 Hastings St. W., VANCOUVER, B.C., and LIVERPOOL, ENGLAND.

Steel—Prices for steel are about stationary. Business is showing a considerable improvement. We quote as follows: Sleighshoe, $1.90; tire, $1.95 to $2.10; spring, $2.75 to $2.95; toe calk, $2.55; machinery (iron finish), $2.45; square harrow, $2.45.

Tool Steel—There is not much doing this week. Prices are steady. We quote: Black Diamond, 8 to 9c; Sanderson's, 8 to 9c, according to the grade; Jessop's, 13c; Jonas & Colver's, 10 to 20c; "Air Hardening," 65c per lb; Conqueror, 7 1-4c.

Sheet Zinc—Zinc is scarce this week and in consequence the market is very firm. On cask lots the price is $6.15 to $6.25 and for smaller quantities it is $6.50. These prices are well maintained.

Galvanized Iron—The market is firm and active. Quotations as follows: 28-gauge, Queen's Head, $4.30; Gorbal's "Best Best," $4.30; Apollo, 10 3-4 oz, $4.30; Fleur-de-Lis, $4; Comet, $4; Bell brand, $4. In less than case lots 25c extra.

Tinplates—The local market is very firm in sympathy with primary markets. Cokes are selling at $3.75 and charcoals at $4.00.

Terne Plates—The price is unchanged and the market is firmer than last week. We quote: $6.75.

Canada Plates—As noted above, prices are very firm in sympathy with a strong English market. One Montreal house are quoting an advance of 10c per box this week, but with other houses prices are as before. Quotations are as follows: 52s, $2.30; 60s, $2.30; 75s, $2.40; full polished, $3.60 and galvanized $4 to $4.10; galvanized 60s, $4.25 to $4.35.

Ingot Tin—Prices are as before, although subject to daily fluctuations. Our quotations of 32 to 32 1-2c still applies.

Ingot Copper—We quote 13 3-4 to 14c per lb.

Pig Lead—The market is weaker and quotations are now $3.35 to $3.45.

Antimony—Cookson's is quoted at 7 3-4 to 8c.

Coil Chain—Nothing new. Quotations are: No. 6. 10c; No. 5, 9c; No. 4, 8 1-2c; No. 3, 7c; 1-4-in, $6.10; 5-16-in, $4.70; 3-8-in, $4; 7-16-in, $3.80; 1-2-in, $3.70; 9-16-in, $3.55; 5-8-in, $3.35; 3-4-in, $3.30; 7-8-in, $3.25; and 1-in, $3.20 with 10c allowance on carlots.

Zinc Spelter—Very scarce this week. The price is 6c.

Scrap Metals—Scrap copper continues very cheap as compared with the price of ingot copper. Quotations are: Heavy copper and wire, 11 to 11 1-2c per lb; light copper, 10 1-2c; heavy red brass, 10 to 10 1-4c; heavy yellow brass, 8 1-2c; light brass, 5 1-2c; lead, 2 3-4c; zinc, 2 3-4 to 3c; iron, No. 1 wrought, $10 to $12; machinery scrap, $15 to $16; stove plate, $12; mixed country rags, 65 to 75c per 100 lbs; old rubbers, 5 1-2 to 6c per lb.

ONTARIO MARKETS.

Office of HARDWARE AND METAL,
10 Front street east,
Toronto, May 6, 1904

Hardware.

AN improvement all along the line is reported this week. The opening of navigation and the change to warm weather have combined to cause an active movement in all seasonable lines, notably spades and shovels, wire and fencing, screen doors, nails, screws, rivets and burrs, bolts and nuts, refrigerators, ice cream freezers, building materials of all kinds, woodenware, paints, etc. Prices throughout are steady, the only change being an advance in washers.

Washing Machines—An advance of $2 per dozen has been made in both round and square washing machines. The quotations now are: Round, reacting washer, per doz., $56; square, reacting washer, per doz., $59; Eclipse, $48; Dowswell, $36; New Century, $72.

Oil Stove Wick—Prices are steady since the advance of about 10 per cent. last week.

Steel Track Door Hangers—Prices are steady since the reduction, with a fair trade doing. We quote as follows: Steel track, 1x3-16 inches, $3.75; 1 1-4x3-16 inches, $4.75. At least one house is, however, quoting as low as $3.50 for 1-inch hangers.

Chain—There is a good trade at steady prices. Prices are still as follows: 1-4-inch, $5.60; 5-16-inch, $4.45; 3-8-inch, $3.85; 7-16-inch, $3.70; 1-2-inch, $3.55; 9-16-inch, $3.45; 5-8-inch, $3.35; 3-4-inch, $3.25.

Step Ladders—There is a good demand for pine ladders on this market at 10c per foot for 3 to 6 feet, and 11c per foot for 7 to 10 feet ladders.

Lawn Mowers—Business in this line continues to improve. Prices keep as follows: Woodyatt, 10 1-2 inch wheel, $8.50; Star, 9 inch, $7; Daisy, 8 inch, $5.75; Philadelphia, 7 1-2 inch, $7; Ontario, 7 1-2 inch, $15.80; King Edward, 12 inch, $9.50 (14-inch cut in aboce). D. Maxwell & Sons, 10 1-2 inch, $7.50 to $10; 9 inch, $5.50 to $6.25; 8 inch, $4.90 to $5.50. Discount 50 per cent.

Screen Doors—The demand continues to expand. There is no change in prices which are as follows: Common, two or three panel, walnut, 4 inch, $6.50; yellow and green stained, $6.75; in natural colors oil finish, $8.75, with 20c less for 3-inch style.

Screen Wire Cloth—Orders are practically all in. Prices steady at $1.50 per 100 square feet.

Spring Hinges—An improved trade is reported with prices steady as follows: No. 5, $17.25 per gross; No. 10, $18 per gross; No. 20, $10.50; No. 120, $20; No. 51, $9.25; No. 50, $27.50.

Barb Wire—There is a big movement. Our quotations are steady as follows, $2.75 per 100 lbs, f.o.b. Toronto

and $2.50 f.o.b. Cleveland. Carlots of 15 tons, $240 f.o.b. Cleveland.

Galvanized Wire—A fair trade is doing, prices are firm as follows: No. 5, $3.65; Nos. 6, 7 and 8, $3.10; No. 9, $2.45; No. 10, $3.15; No. 11, $3.20; No. 12, $2.60; No. 13, $2.70; No. 14, $3.70. In carlots f.o.b. Cleveland, No. 5, $2.15; Nos. 6, 7, 8 and 9, $2.10; No. 10, $2.15; No. 11, $2.20; No. 12, $2.25; No. 13, $2.35; No. 14, $2.45. In less than carlots, 12 1-2c per 100 lbs extra charged.

Coiled Spring Wire—An excellent demand continues. The market is steady. Our quotations are as follows: No. 9, $2.70 per 100 lbs, freights equalized with factory points at Montreal, Hamilton, London, Welland or Walkerville and allowance to other points up to 25c; carlots, $2.65, freight allowance to 20c.

Wire Nails—Business continues to improve. Quotations are: $2.45 per keg f.o.b. Toronto, with carlots $2.40.

Cut Nails—There is a fair trade, with prices steady at $2.30 per keg f.o.b. Toronto and Hamilton.

Horseshoes—Business continues dull. Prices unchanged as follows. Iron shoes, light and medium pattern, No. 2 and larger, $3.80; No. 1 and smaller, $4.05; snow No. 2, and larger, $4.05; No. 1 and smaller, $4.30; light steel shoes, No. 2 and larger, $3.95; No. 1 and smaller, $4.20; featherweight, all sizes, 0 to 4, $5.50; toe weight, all sizes, 1 to 4, $6.75. If shipped from factory 15c less.

Horsenails—**There is more activity** this week. Prices are steady. We still quote discounts as follows: "C" brand, 40, 10 and 7 1-2 per cent.; other brands 55 and 57 1-2 per cent.

Screws—A good movement in this line is recorded. Prices are steady. We quote: Flat head bright, 87 1-2 per cent. discount; round head bright, 82 1-2 per cent.; flat head brass, 80 per cent.; round head brass, 75 per cent.; round head bronze, 70 per cent.; flat head bronze, 75 per cent.

Rivets and Burrs—Business is more active in all sizes. Prices are firm. We quote as follows: Iron rivets, 60 and 10 per cent. discounts; iron burrs, 55 per cent.; copper rivets, with usual proportion of burrs, 45 per cent.

Bolts and Nuts—A large volume of business is reported. We again quote: Carriage bolts, common ($1 list), 3-16 and 1-4-inch, 60 per cent.; 5-16 and 3-8-inch, 55 and 5 per cent.; 7-16 and up, 55 per cent.; carriage bolts, full square ($2.40 list), 60 per cent.; carriage bolts, Norway iron ($3 list), 60 per cent.; machine bolts, 3-8 and less, 60 per cent.; 7-16 and up, 55 and 5 per cent.; coach screws, cone points, 66 2-3 and 10 per cent.

Cordage—Business in binder twine shows some improvement. Prices are firm. Our quotations are as follows: Pure manila, 15c; British pure manila, 12 1-2c; sisal, 12c; double lathyarn, 11c;

Sheet Zinc
Sheet Copper
and other Metals.
From stock or for Import.

A. C. LESLIE & CO.
509-512 Merchants Bank Building,
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"ALPHA"
HIGH SPEED STEEL
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for Tools of all kinds.
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is to give the dealer in, and the user of our Pumps entire satisfaction.
McDougall Standard Pumps
are made with that object in view.
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OPEN HEARTH STEEL

"LONDON" HIGH-GRADE COILED SPRING WIRE

Has a perfect coil or spiral not a kink. It is made from a special wire containing a high percentage of carbon, which we get from the American Steel and Wire Co.'s Mills at Cleveland. This wire is not equalled by the product of any other concern either in tensile strength or in the galvanizing.

London Coiled Wire in No. 12 Gauge is at least 25 per cent. stronger than tha t sold by our competitors. A test will prove the correctness of our assertion.

We have hundreds of tons in all sizes and kinds in stock, and can ship you 500 lbs. or five cars within 24 hours after receiving order.

If you want prompt shipment send us your orders for Coiled, Plain, Barb or Staples; also Steel Gates in all sizes.

LONDON BALLED WEAVING WIRE (in small balls)
Works like a charm. Just suits the farmers.

The London Fence Machine Co.,
LONDON, ONTARIO. CLEVELAND, OHIO.

single lathyarn, 10 1-2c; double shingleyarn, 11c; single shingleyarn, 10 1-2c; sashcord 'Hercules,' 32 to 35c; 'Star,' 36 to 38c; cotton rope, 3-16-inch and up, 20 1-2 to 22c; 5 32-inch, 25 to 27c; 1-8-inch, 25 to 28c; cotton twine, 3-ply 25 to 28c; 4-ply 32 to 34c; calking cotton, 16 1-2 to 17c; cotton waste, colored, 6 3-4c; white, 11 to 13c.

Building Paper—Business never was better and prices are at following quotations: Tarred felt, $1.85 per 100 lbs; 2-ply ready roofing, 90c per roll; 3-ply, $1.15 per roll; carpet felt, $2.25 per 100 lb; dry seathing, 40c per roll; tar sheathing, 50c per roll; dry fibre, 55c per roll; tarred fibre, 65c per roll; O.K. and I.X.L., 70c per roll; heavy straw and sheathing, $35 per ton; slaters' felt, 60c per roll.

Firebricks—With the ushering in of fine weather we find trade in fire brick getting busy. Prices remain unchanged from last week. We quote: English and Scotch at 28 to 35c.

Cement—The market is brisk and dealers are in a good position now to fill orders promptly. Prices are firm as below: Canadian Portland, $1.90 to $2.25; American Portland, $2 to $2.10 f.o.b. Toronto.

PLUMBING GOODS.

Business still shows the improvement noted last week. In lead pipe and soil pipe fittings there is a fairly good trade. Copper range boilers and enanealed ware are steady. The feature of the week is the falling through of the agreement among dealers as to the prices of iron pipe and iron pipe fittings. As a result of this there is considerable cutting in prices, and business in these lines is very lively. The prices on these lines we quote this week are only nominal, since it is quite evident that there will be considerable variation among the different firms from time to time, cutting being the order of the day.

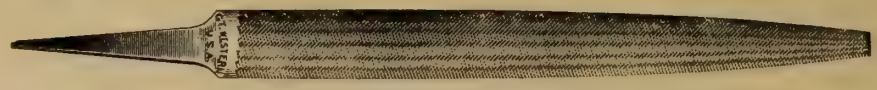
Lead Pipe—Prices are steady, and there is a bright feeling in the market We quote: Lead, 7c; lead waste pipe, 8c; discount 35 per cent.

Soil Pipe and Fittings—Prices remain unchanged, while there is a good amount of trade being done. We quote: Medium and extra heavy pipe and fittings, 60 per cent.; 7 and 8-inch pipe 40 and 5 per cent.

Iron Pipe Fittings—A brisk trade is being done, with considerable price-cutting. We quote nominally: Malleable fittings, 20 per cent.; cast iron (standard), 57 1-2 per cent.; headers, 52 1-2 per cent.; flanged unions, 60 per cent.; malleable bushings and plugs, 57 1-2 per cent.; nipples up to 6-inch inclusive, 67 1-2 per cent.

Copper Range Boilers—A fair, steady trade is being done since the new prices were issued. Discounts at 15 per cent. continue.

NICHOLSON FILE COMPANY



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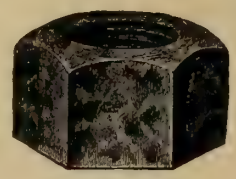

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Pocket Nail Clipper
For cleaning, clipping and filing the nails, raising the cuticle and removing hang nails.
Better than knife or scissors.
A complete manicure set in a compact form.
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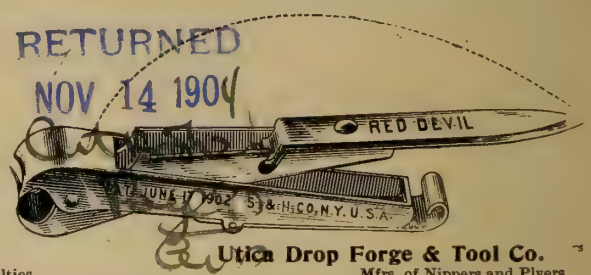

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RETURNED NOV 14 1904

Iron Pipe—Prices are being cut by dealers, and a considerable amount of business is being done. We quote nominally f. o. b. Toronto: Black pipe 1-8-inch, $3.25; 1-4-inch $2.07; 3-8-inch, $2.25; 1-2-inch, $2.50; 3-4-inch, $3.22; 1-inch, $4.58; 1 1-4-inch, $6.47; 1 1-2-inch, $7.85; 2-inch, $11.05; 2 1-2-inch, $19.25; 3-inch, $22.75; 3 1-2-inch, $28.75; 4-inch, $35.25. Galvanized pipe, 1-4-inch, $2.88; 3-8-inch, $3.11; 1-2-inch, $3.42; 3-4-inch, $4.40; 1-inch, $6.35; 1 1-4-inch, $8.80; 1 1-2-inch, $10.75; 2-inch, $14.80.

Enameled Ware—The second quality of "Standard" has dropped in price from $17.85 to $16.35. There is a good trade being done. We quote: "Standard" 5 1-2 feet rolled rim, first quality, at $21.60; second quality, $16.35.

METALS.

The disruption of the ore association in the United States is the most disquieting feature of the situation this week. It is generally believed that this will result sooner or later in lower prices in the United States. This would certainly have a depressing effect on this market, as there is now competition on this market by United States iron and steel, and if this were to be materially increased the market here would at once weaken. There is practically no change in sheet metals. A fairly good business is doing in practically all lines.

Pig Iron—The news to hand of a weaker tone in the United States iron market has had a depressing effect on the situation here. United States iron has been for some time offered on this market at prices below the ruling quotations in the States. It is believed that a slump in that market will hardly result in lower quotations for United States iron in Canada but that the offerings may be increased somewhat. Canadian quotations show no change

though buyers have been holding off for some time.

Middlesboro, f.o.b., Toronto	....	$19 50
Hamilton, No. 1 "	$18 50 to	19 00
" No. 2 "	18 00 to	18 50
Midland, No. 1 "	18 50 to	19 00
" No. 2 "	18 00 to	18 50
" No. 1 f.o.b. Midland	17 00 to	17 50
Radnor, f.o.b. furnaces	....	30 00
Londonderry, f.o.b. furnaces	17 50 to	18 00

Bar Iron—The market maintains a steady tone, with a large business doing: Our prices are as follows: $1.80 f.o.b. Toronto. For extras as cut to length while rolling, 2 feet and over, 10c per 100 lb; 1 foot and under 2 feet, 15c; under 1 foot, 20c; over 20 feet by special agreement according to length and size.

Steel—The market for ordinary grades is weak, but there is a good trade in high-speed tool steels. Prices show no change, being as follows: Jessop's high speed, 60c; Jessop's "Standard" tool, 14c; "Chas. Leonard," 8 to 9c; Jessop's best crucible sheet steel, 14c; Crucible Steel Co.'s "Black Diamond," 10 to 11c; "Silver," 13c; "Special," 17c; "Rex" high speed, 65 to 75c; "Self Hardening," 45 to 50c; Morton's tool steel, 14c.

Black Sheets—The market is quiet, with prices firm.

Canada Plates—There is a stronger demand. No changes are reported in prices. We quote as below: All dull, $2.50; half-polished, $2.60; and all-bright, $3.50.

Tin—Outside markets are steadier. A good demand is noted. Quotations locally are firm but unchanged at 30 to 30 1-2c.

Galvanized sheets—An improvement in the demand for this line is recorded. Quotations are as follows: Queen's Head, $4.25 for 28 gauge; American, $4 for 28 gauge; Bell brand, $4.25 for 28 guage; Gordon Crown, $4.25 for 28 gauge.

Tinplates—There is an active trade, with prices firm. We quote: Coke plates, bright, 14x20, $3.50; charcoal plates, $4.25.

Copper—A fair business in both ingot and sheet. Prices are steady. We quote; Ingot copper, $13.75, and sheet copper, $20 per 100 lbs.

Brass—There is a fair trade, with the discount steady at 15 per cent.

Lead—There is no change. We quote $3.30 per 100 lbs for pig lead and $3.65 for bar lead.

Zinc Spelter—A fair demand at 6 to 6 1-2c per lb.

Zinc Sheets—Stocks light. We quote: Cask lots, $6.70 to $7, and part casks $7 to $7.25.

Solder—Good trade doing. Prices are unchanged. We quote: Guaranteed half-and-half at 18c, and wiping 17c.

Antimony—8c per lb.

Old Material—The market is dull this week; especially is this so in iron, which is even lower than it was last week. Machinery cast scrap is $1 lower than last week, while rubbers have dropped 1-2 to 1c per lb. Country mixed rags have advanced 15c per 100 lbs. We quote: Heavy copper and wire, 10 1-4c per pound; light copper, 9 1-4c per pound; heavy red brass, 9 1-4c per lb; heavy yellow brass, 8 to 9c per lb; light brass 5 to 5 1-2c per lb; lead, $2.50 per cwt; scrap zinc, 3c per lb; iron, No. 1 wrought, $10; No. 2 wrought, $3; machinery cast scrap, $13; stoveplate, $10; malleable and steel, $4; old rubbers, 5c per lb; country mixed rags, 65c per 100 lbs.

PETROLEUM.

There are no changes to note this week. Trade is active and prices firm. Our quotations are: Canadian prime white, 19c; Canadian water white, 20 1-2c; American prime white, 19 1-2c; American water white, 31 1-2c; ex-warehouse.

ATTRACTIVE TOURIST GUIDE.

Each recurring holiday season the New Brunswick Tourist Association surpasses itself in the beauty of its publications. This year this enterprising organization has issued a guide book to St. John and New Brunswick in a striking deep blue cover, the contents of which are extremely attractive. The illustrations have been well chosen and well reproduced and afford glimpses of most alluring scenery both by sea and land. The text supplies valuable information relative to the various resorts.

PROMPT PAYMENT.

The Liverpool & London & Globe Insurance Company have already settled and paid several of their losses and they are pursuing the same practice as they have been accustomed to in similar large conflagrations, notably at Chicago and Baltimore, viz., paying all claims without discount immediately the loss is adjusted and the papers filed. Messrs. Jos. B. Reed & Sons are the Toronto general agents of this company.

BUSINESS CONDITIONS IN BRITISH COLUMBIA.

From the Special Correspondent of HARDWARE AND METAL

Vancouver, B. C., April 30.

AFTER having become almost desperate in their efforts to secure from the Canadian Pacific Railway Co. concessions which would give Nelson a chance to build up business as a distributing point, the business men have been successful in securing recognition of their claims. It was with a great degree of satisfaction that they this week received from Mr. F. W. Peters, assistant general traffic manager of the C. P. R., a notification that Nelson had been made a distributing point for the Kootenays. The wholesalers had been agitating a long time for this arrangement, and when Mr. Peters was in the Kootenays a few weeks ago the matter was discussed with him very thoroughly. Nothing more was heard from him and the Nelson people naturally supposed that the usual fate had attended their efforts. It was only last week, therefore, that a strong resolution was adopted by the Nelson business men to write to the Railway Commission, and inquire when they would be in Winnipeg, and also to ask if they would receive a deputation from Nelson business men regarding what they felt was a discrimination against their city in the matter of freight rates.

According to the advices received from Mr. Peters, it now appears that that gentleman had to communicate with the Great Northern Railway Co. and obtain their consent under the traffic agreement between the two roads, to change the existing schedule of freight rates. Mr. Peters had to make a special trip to St. Paul in connection with the matter. Great credit is given by the Nelson wholesale men to Mr. Harry E. Macdonell, general freight agent for the C. P. R. in the Kootenays, for his efforts in aid of the movement to secure freight rate concessions. The people of Nelson hope to make their city the distributing point for the whole of the Kootenays, both east and west, and to largely increase the wholesale interests of the city.

* * *

Indicating the very rapid development of the movement on the part of eastern wholesale houses, which have branches established here, to become permanently fixed, may be noted that the Gurney Foundry Co., which a year or two ago opened a wholesale warehouse, is now negotiating for a site on which to erect a big warehouse for permanent quarters. A very fine location, in a central part of the city, has been chosen and the deal only awaits the receipt of the official sanction of the head office. The deal will include another large firm, the Gault Bros. Co., which has a large branch established in this city for some years. Hitherto they have been renting warehouse quarters, but if this deal goes through the Vancouver branch will be located in a permanent warehouse.

* * *

McLachlan Bros., hardware merchants of Nelson, propose opening in the same line in Vancouver also. The intention is that Mr. D. J. McLachlan will remove to Vancouver and manage the new branch, while the Nelson business will remain in the charge of Mr. D. S. McLachlan. At present Mr. D. J. McLachlan, accompanied by Mrs. McLachlan, is in the South on an extended holiday tour. When he returns the Vancouver business will be established.

* * *

The Victoria Colonist says that there are rumors afloat of a scheme to establish a large iron shipbuilding yard at that city. It is further asserted that eastern capital is being interested in the scheme. Some of the advantages pointed out in favor of such a scheme, are that the immense coal deposits of Vancouver Island are easily mined and close to the seaboard for transportation. The iron ore deposits of the northern part of the island are also conveniently situated for development, thus the material for iron vessels can be produced from the natural resources of the island. The revival of the plans of the late Homer H. Swaney, for the establishment of a smelter on a large scale to handle the iron ore deposits of Vancouver Island and other islands nearby, is said to have some connection with the shipbuilding proposal. As yet nothing definite can be learned, but the fact that nothing is yet done proves nothing. There is every condition favorable for the establishment of a big iron manufacturing industry and the building of iron ships will be but a corollary of the other proposition. Some day the big opportunities of the coast will be taken advantage of by men with the capital to handle them on a large scale.

* * *

Revelstoke is to have a brick making industry added to the various other commercial interests already centering in that city. Messrs. Kernaghan and Taylor are putting in a modern plant at large cost, which will make bricks entirely by machinery process.

* * *

Messrs. Lemon, Gonnason & Co., Victoria, are largely increasing their sash and door factory and planing mill. A sawmill and a new wharf are being added. The cost of the entire additions will exceed $20,000.

* * *

The statement is made from Ottawa that the plans for the new Federal public buildings for Vancouver will be completed shortly and that work on construction is to commence at an early date. The new building is to be on a commanding site overlooking the C. P. R. depot and the whole harbor front. No contract has yet been let for the work.

* * *

Capt. Jas. McAllister, formerly superintendent of the Canadian Pacific Railway Co.'s fleet of steamers on the lakes, and also master of the steamer Alberta, one of that fleet, is to be superintendent of the North Vancouver Power Co.'s new ferry service. He will likely command the new ferry steamer now being erected at Wallace's shipyard. The steel frame and hull were erected and shipped west by the Polson Iron Works, of Toronto. Capt. McAllister and Mrs. McAllister arrived from Owen Sound this week.

* * *

At the invitation of the Calgary Board of Trade, a convention of Boards of Trade of the Northwest Territories and of Eastern British Columbia is to be held on May 15 and 16. Calgary is to be the place of meeting and the promoters of the convention hope to have Premier Haultain, of the N. W. T., and Second Vice-President Whyte, of the C. P. R., as guests of the convention.

The idea in general is to promote trade relations among the business concerns of the west. There is at present a large amount of trade in various lines which is not kept within the Dominion. There are many ways in which the prairie districts and the Province of British Columbia can profitably by interchange increase their trade and keep it within the borders of the country for its up-building. The mining towns of the interior of the Province of British Columbia are necessarily dependent on outside sources for their supplies of produce and the natural supply market is found in the Northwest. On the other hand the fruit growing areas of British Columbia can supply the demands of the Northwest in that line. In many ways it is hoped to advance the interests of trade. Each board of trade or chamber of commerce is to send two delegates. Fully 100 delegates are expected to attend.

* * *

A proposal to build a railway line up the centre of Vancouver Island is engaging a great deal of attention in Victoria at the present time. Should such a scheme carry it would result in the development of the interior of the island on a scale not yet thought of. Vancouver Island is over 200 miles in length, and the transportation facilities are practically confined to the waters of the gulf and of the Pacific Ocean. The E. & N. Railway, which connects Victoria with Nanaimo, merely serves a little section, which is also easily reached from the coast. No attempt has ever yet been made to bring the interior of the island under actual development and settlement.

Connected with this new railway project, which would also be a section of the projected line, is a proposal to get a closer railway connection to the north, so that the sea voyage to Skagway shall not be so long. J. W. Cain and W. W. Belvin, of the Port Angeles Southern Railway, are promoting the Island Railway scheme. Port Angeles is a harbor in the State of Washington on the Straits of Juan de Fuca, nearly opposite Victoria, and but a few miles away. The Port Angeles Southern will be built to connect with the U. S. transcontinental roads and a ferry would carry trains across the strait and start them to the northern extremity of Vancouver Island from Victoria. As the one dream and hope of Victoria has long been for a railway connection direct, the likelihood is that the present proposal will receive a great deal of encouragement.

* * *

Snow blockades in the interior having become a thing of the past, the mines are resuming regular shipments. The LeRoi in Rossland camp has hardly yet got down to full shipping basis but is going on with regular work. Other mines in the Rossland camp are also shipping regularly. In the Boundary District there is not much new to note as shipments are regular, not having

been affected by snow and other difficulties which interfered with those further north in the Kootenays.

* * *

Talking of the new Alsek District near White Horse, Mr. J. T. Hillis, a well-known gentleman resident in Vancouver, and who has just returned from the north, says there are 1200 men in the district already. He intends returning in about two months, and says he fully expects to see twice that many there by that time. As Mr. Hillis is a practical mining man and has spent the last two months in the district looking over the ground, he is in a position to speak pretty accurately of the conditions and prospects of the new section. He says that the diggings are essentially for Summer work. The great quantity of water on bedrock is a difficulty to be obviated by digging drains, and the work of getting in supplies and preparing lumber for sluice boxes is just what can be expected in a new camp. When the work is carried on for a couple of months effectively this Summer, he expects to see some startling results. He has no doubt of the existence of rich gravel in the creeks of the district. The discoverers of Bullion Creek, the first find in the district, are getting in good shape for development and expect to take out fully $100,000 from their claims this season.

BRITISH IRON AND STEEL MARKETS.

Iron & Steel Trades Journal, April 23, 1904.

BIRMINGHAM report—The market to-day upheld the improved condition of business which was experienced at the quarterly meeting a week ago. Manufacturers of finished materials and producers of raw iron made it known that they had acquired a great deal of work. On the other hand, buyers could not in all cases muster up their courage to recognize that things were better. Nor could some be persuaded that prices may during the quarter run further against them. However, one feature was that everybody was in a better frame of mind, and there were unmistakable signs that the coming quarter will yield a more substantial volume of business than has been recorded lately. Some of the pig-iron makers have done a very substantial business since the quarterly meeting; indeed, they stated that they had sold more iron the last fortnight than in the whole of the previous three months, and contracts are held which will clear the output to the end of June. Some makers could do with another furnace being blown in, but will not do so until prices become higher.

Wolverhampton report — This week there is a healthier tone prevailing in the iron trade, and the prospects of business appear to have improved on the week. The demand gives fresh signs of life, and selling prices are firmer. * * * In the district trades a great deal of common bar iron has been ordered, and following the advance of prices last week, some people have rushed orders in with a request that the former rates only should be paid. However, these are not all agreed to, though where the offers have been hanging fire the difference in value has been split between sellers and buyer. The black sheet makers have had some fairly good orders from galvanisers, who have booked further lines from the South American markets, and also from Canada. The people trading with India and Australia are doing an average business. For stamping sheets there is rather more demand, by reason of the season business in stamped articles being more active, and the consumers have to give more for the sheets they might have bought a month ago. * * * The pig-iron makers in the district find on going over the contracts taken from quarter-day offers that they make up a very respectable aggregate, and sufficient to cover the output to the end of June. This justifies them requiring better figures for the next sales.

Glasgow report—On the whole the industrial position in the West of Scotland continues comparatively satisfactory, but there is no rush, and employment cannot be said to be more than steady. The future is still somewhat uncertain. Some life, however, has been infused into the position by the action of speculative operators on the pig-iron warrant market this week. For some time past dealers on the bull tack, although considerably in the minority, have been forecasting much higher prices for warrants, and further large withdrawals from store at Middlesbrough have assisted them materially in their operations. The iron which is coming aut of store is evidently for shipment abroad, for the Scotch demand has not yet increased, owing mainly to the slackness of pipe-founding firms. It is claimed, however, that this makes the position all the more significant. The total stock of iron in public stores throughout the kingdom is down to about 117,000—the lowest quantity on record for many years. American advices have also been of a sufficiently favorable character to dispel the hope of the bears that any relief might come to them in the shape of imports from the other side, and further shipments of Canadian iron continue in abeyance.

PITTSBURG METAL MARKET.

From The Iron Trade Review, May 5, 1904.

THE decision of the merchant producers of Lake Superior ore to maintain no association this year and no agreement as to price or output, while contrary to the expectations encouraged by many recent expressions from high sources, was not surprising to those who have been advised of the sentiment of the merchant firms. This action is not so significant as it would have been two months ago, as in the meantime term contracts involving considerable amounts of ore have been negotiated leaving not more than 3,000,000 tons that will require to be bought in the open market this year. The prices of 1904 ore, under these new term contracts are somewhat lower than the $3.50 base tentatively referred to in the resolution of the merchant ore men adopted in their separate meeting at New York two weeks ago. Standard Mesabi Bessemers are understood to have gone at about $3. These contracts are on a sliding scale based on the pig iron market. More of them are likely to be made, so that the necessity of an association agreement promises to grow steadily lsss, though the ore men expect to keep up their organization for statistical purposes. Ore for 1904 is not expected to come down before June 1, but furnaces in most cases are well supplied, many of them for weeks beyond that date. The lake labor situation is threatening, wage advances on a declining market naturally meeting determined resistance.

Pig Iron.—The market continues inactive and lower prices are being quoted. Bessemer iron is nominally $13 at the furnace, but this price could be shaded on a desirable tonnage. Foundry No. 2 has been quoted at $13.60 to $13.85 Pittsburg, these lower prices being due almost entirely to the offerings of foundry iron on the part of furnaces that have been producing steel-making irons in the past two months. With few exceptions the Valley furnaces have little tonnage on their books for May and June delivery, and unless there is a great improvement this month furnaces will be banked and blown out in June. Southern sellers are out of this market entirely, as they are unable to meet the low prices that are being named by Northern furnaces. This week the Pittsburg Stock Exchange decided to list pig iron warrants, and they will be traded in as soon as the rules to govern the transactions are adopted. The additional furnace capacity which the steel corporation secures by the purchase of the Clairton properties will not help out materially where the pig iron shortage was most acute during the past two months, namely, New Castle, Youngstown, Cleveland and Lorain. The pig iron production in this district has been ample in the past, and it is probable that the surplus production from Clairton will be shipped to the Valleys. We revise quotations as follows:

Bessemer, Valley	$13 00
Bessemer, Pittsburg	13 85
No. 1 Foundry	14 15 to $14 35
No. 2 Foundry	13 60 to 13 85
Gray forge, Pittsburg	13 00 to 13 25
Chilled basic, Valley	13 00
Chilled basic, Pittsburg	13 85

Bars.—While new business continues light, specificatons on contracts are heavy and the mills are operating in full. There is practically no demand for bar iron, and the weakness in other markets is not reflected here for this reason. We quote as follows ; Bar iron, 1.40 to 1.45c. Pittsburg, for local delivery, while for Western shipment quotations are based on 1.35c. Pittsburg.

Wire and Wire Nails.—The market continues unchanged. Current demand is not heavy, but specifications on contracts continue heavy and there is a pressure on the mills for shipments. We make the following quotations : Wire nails, carload lots to jobbers, f.o.b. cars Pittsburg, are quoted $1.90 base ; plain wire, carload lots, $1.80 base ; barb wire, carload lots, $2.20 base ; staples, carload lots, $2.05 keg. Galvanized, 30 cents extra. Carload lots to retailers are held at 5 cents advance in all lines, and on less

than carload lots a further advance of 10 cents is charged.

Steel.—Concessions on billets are now being made in this district and from 50 to 75 cents a ton better than agreed quotations can be done on both Bessemer and open-hearth. None of the large steel interests are reported shading prices, but the smaller concerns not parties to the agreement are quoting so as to take the small amount of business that is being offered. Agreed prices are as follows : Bessemer and open-hearth billets, 4 x 4 inches, and slabs, up to and including 0.25 carbon, $23 Pittsburg, Wheeling, Valley, Johnstown, Ashland, Ky., Irontown, O., and Lorain, O. ; 0.26 and including 0.60 carbon, $1 advance ; and 0.61 to 1.00 carbon, $2 advance. Billets smaller than 3⅞ inches and sheet and tin bars are $1 per ton extra. Bessemer and open-hearth rods are still quoted at $30 to $31 Pittsburg.

Coke.—Cfferings of coke are heavy and lower prices are prevailing. Furnace coke is held at $1.50 to $1.55, while special brands command as high as $1.65, while the minimum on foundry is $2 and as high as $2.25 is being paid. Coke production is increasing, the output of the upper Connellsville region being estimated at 210,385 tons during the week ending Saturday, April 23, while the output of the lower region during this period was 55,538 tons.

Notes of the Trade.

THE following hardware merchants of St. John, N. B., have decided to close their stores on Saturday afternoons during June, July and August : W. H. Thorne & Co., Limited; the S. Hayward Co., Emerson & Fisher, Kerr & Robertson, H. Horton & Sons, I. & E. R. Burpee, M. E. Agar, the McClary Mfg. Co., John J. Barry, the James Robertson Co., Limited, T. McAvity & Sons, John W. Addison.

Among the firms whose stands were saved from the recent fire in Fernie, B. C., were Sheppard & Elliott, hardware merchants, and the British Columbia Furniture Co.

"Douglas, Prowse & Co." is the style of a new wholesale and retail hardware firm occupying the old stand of A. M. Bell & Co., Halifax, N. S.

Robert Craig, hardware merchant, Franklin, Man., has married Charlotte McKone.

Samples of James Cartland & Sons, Limited, brass-founders, of Birmingham, Eng., are now being shown to the trade by Mr. Mitchell, their Canadian traveller.

The J. H. Ashdown Hardware Co., Limited, have been authorized to carry on a general hardware business in British Columbia. The capital of the company is $1,000,000, and the head office is to be situated at Nelson, B. C.

HARDWARE CONDITIONS IN MANITOBA.

Office of HARDWARE AND METAL
Room 308 McIntyre Block,
Winnipeg, May 4, 1904.

BUSINESS for the past week shows much improvement over the week before. Throughout Manitoba and the Northwest seeding is well under way, but there are still a great many farmers that have not even sown a seed on account of the watery condition of the ground.

* * *

Merrick, Anderson & Co., have found their office space rather inadequate to their requirements and have extended their office quarters. They have also made numerous other improvements, which have greatly added to the interior appearance of the building.

* * *

Mr. G. F. Stephens left Winnipeg on Monday, May 2, for St. Louis Exposition, and will be gone about three weeks.

* * *

The market practically holds to the price list as quoted last week, with the exception of glass, which has advanced. We quote :

Barbed wire, 100 lb.	$3 15
Plain galvanized, 6 to 8	3 39
" 9	2 50
Plain galvanized, 10	3 50
" 12	3 10
" 13	3 20
" 14	3 90
" 15	4 45
" 16	4 60
Plain twist	3 15
Staples	3 65
Oiled annealed wire, 10	3 42
" 11	3 48
" 12	3 56
" 13	3 66
" 14	3 76
" 15	3 91
Annealed wires (unoiled) 10c. less.	
Horsenails, 40 per cent. discount.	
Horseshoes, iron, No. 0 to No 1	$4 75
No. 2 and larger	4 45
Snow shoes, No. 0 to No. 1	4 60
No. 2 and larger	4 45
Steel, No. 0 to No. 1	4 45
No. 2 and larger	4 20

Cut Nails—		Wire Nails—	
2d 1 in.	$4 10	1 in.	4 15
3d Fin. 1⅛ in.	4 10	1⅛ in.	4 10
3d 1¼ in.	3 75	1¼ "	3 70
4d 1½ in.	3 50	1½ "	3 50
5d 1¾ in.	3 50	1¾ "	3 50
6d 2 in.	3 40	2 "	3 40
8d 2½ in.	3 25	2½ "	3 25
10d 3 in.	3 20	3 "	3 20
20d 4 in.	3 15	3½ "	3 15
30d 4½ in.	3 10	4 "	3 10
40d 5 in.	3 10	4½ "	3 10
50d 5½ in.	3 10	5 "	3 10
60d 6 in.	3 10	5½ "	3 10
		6 "	3 10

Bar iron (basis)	2 50
Swedish iron (basis)	4 75
Sleigh shoe steel	2 85
Spring steel	3 25
Machinery steel	3 50
Tool steel, Black Diamond, 100 lb.	8 50
Jessop	13 00
Sheet iron, black, 10 to 16 gauge, 100 lb.	3 50
18 to 22 gauge	3 75
24 gauge	3 90
26 gauge	4 00
gauge	4 10

Galvanized Iron, Apollo, 16 gauge	4 00
18 and 20 gauge	4 00
22 and 24 gauge	4 25
26 gauge	4 25
28 gauge	4 50
30 gauge or 10¾ oz	4 75
Extra sheets, 36 in. wide an advance of 25 p.c. per 100 lb.	
Queen's Head, 24 gauge	4 25
26 gauge	4 50
28 "	4 75
Extra sheets, 36-in. wide, an advance of 25 p.c. per 100 lb.	
Genuine Russian, per lb.	11
Imitation " "	07 to 08
Tinned, 24 gauge, 100 lb	8 00
26 gauge	8 50
Tinplate, IC charcoal, 20 x 28, box	9 50
" IX "	11 50
" IXX "	13 50
Ingot tin	35
Canada plate, 18 x 21, 18 x 24 and 20 x 28.	3 00
Canada plate, full polished	3 15
Sheet zinc, cask lots, 100 lb	7 00
Broken lots	7 50
Pig lead, 100 lb.	5 50
Black iron pipe, ⅛ inch	3 30
" ¼ "	3 30
" ⅜ "	3 40
" ½ "	3 75
Black iron pipe, ¾ inch	4 30
" 1 "	6 25
" 1¼ "	8 75
" 1½ "	10 50
" 2 "	14 50
Rope, sisal, 7-16 and larger, basis	11 75
Manila, 7-16 and larger, basis	15 25
Lathyarn	11 25
Solder	20
Axes, chopping	$ 6 75 to 12 00
" double bitts	12 00 to 18 00
Bluestone	5 25
Screws, flat head, iron, bright	85 and 10 p.c.
Round " "	80 p.c.
Flat " brass	75 and 10 p.c.
Round " "	70 and 10 p.c.
Coach	70 p.c.
Bolts, carriage, 3-16 and ¼	60 p.c.
" 5-16 and ⅜	55 and 5 p.c.
" 7-16 and up	55 p.c.
Bolts, machine, ⅜ and under	50 and 5 p.c.
" 7-16 and over	55 and 5 p.c.
Bolts, tire	60 and 5 p.c.
Bolt ends	55 and 5 p.c.
Sleigh shoe bolts	70 p.c.
Machine screws	70 p.c.
Plough bolts	55 and 5 p.c.
Square nuts, case lots	3c. discount.
" " small lots	2½c. "
Hex " case lots	3c. "
" " smaller lots	2½c. "
Rivets, iron	50 and 10 p.c.
Copper, No. 8	32
" No. 12	36
Coil chain, 3-16 inch	9½
" ¼ inch	7⅞
" 5-16 inch	5¾
" ⅜ inch	5¾
" 7-16 inch	4¼
" ½ inch	4½
" ⅝ and ¾ inch	4
Spades and shovels	40 and 5 p.c.
Harvest tools	60 p.c.
Axe handles, turned, s. g. hickory, doz.	$3 15
No. 1	1 90
No. 2	1 60
Octagon extra	2 30
No. 1	1 60
Files common	70 and 10 p.c.
Diamond	60 p.c.
Building paper :	
Anchor, plain	65c.
" tarred	70c.
Pure fibre, plain	67½c.
" " tarred	80c.

Ammunition, cartridges, Dominion R.F.	50 p.c.
Dominion, C.F., pistol	30 p.c.
" military	15 p.c.
American R.F.	30 p.c
C.F. pistol	5 p.c.
C.F. military	10 p.c. advance.
Loaded shells:	
Eley's soft, 12 gauge black	15 00
chilled, 12 gauge	16 00
soft, 10 gauge	18 00
chilled, 10 gauge	19 00
Shot, Ordinary, per 100 lb	6 00
Chilled	6 50
Powder, F.F., keg	4 75
F.F.G.	5 00
Tinware, pressed, retinned	70 and 10 p.c.
" " plain	75 and 2½ p.c.
" pieced	
Japanned ware	37½ p.c.
Enamelled ware, white	45 p.c.
" Famous	50 and 10 p.c.
" Imperial	50 and 10 p.c.
Green Wire Cloth	1 55

PETROLEUM.

Water white American	27½c.
Prime white American	25½c.
Water white Canadian	25½c.
Prime white Canadian	24½c.

SCRAP.

No. 1 cast iron	$14 to 15
No. 2 "	7
Wrought iron scrap	5
Copper (heavy)	8½c. per lb.
Yellow brass (heavy)	7½c. "
Light brass	5c. to 6c. "
Lead pipe, or tea lead	2c. to 2½c. "
Zinc scrap	1c. "

PAINTS, OILS AND GLASS.

White lead	$6 00 to $6 50
Putty in bladder, 2½ lb., in keg of 100 lbs.	0 02¾
Turpentine, pure in barrels	$ 0 97
Less than barrel lots	1 02
Linseed oil, raw	0 52
Boiled	0 55

WINDOW GLASS.

Single 1st break, up to 25 miled inches, $3.50; 26 to 40, $3.75; 41 to 50, $4.25; 51 to 60, $4.75; 61 to 70, $5.25, in 100-ft. boxes.

Lubricating oils, heavy castor machine	0 29
" " extra engine	0 27
" " dynamo	0 35
" " black	0 2[illegible]
" " cylinder (as to quality)	$0 50 to 0 75
Harness oil	0 50 to 0 60
Neatsfoot oil	1 00
Vegetable oil, 1st pressure	1 00½
" " 2nd pressure	1 09½

NEW BRAKE FOR ELECTRIC CARS.

A NEW lever brake combination for electric cars has been invented by an employe of the Bertram Engine Works Co., Toronto, and is at present being tested by the Toronto Railway Co., and the Metropolitan Railway Co. The new combination consists of a lever attachment which is interposed between the brake staff and brake lever of the car which takes up the slack quickly. This new combination is said to increase the brakeman's power over the car by nearly 100 per cent. The invention was developed by the inventor from a suggestion by the New York Railway Commissioner that if some increased power could be given to the ordinary hand brake no other kind of brake would be used on street cars on account of safety and simplicity.

Patents have been applied for and capital interested so that the brake will probably be on the market within a short time. The Toronto Railway Co. are so taken with the new brake that they will be the first to be supplied with them.

"New Macassa" Cook

4-Hole Coal or Wood Cook

Steel Oven Bottom

Flat Shaking Grate

A GUARANTEE BOND IS SENT WITH EACH STOVE.

Made in the four-hole size, just the thing for a small kitchen and light housekeeping. Will burn coal or wood.

THE D. MOORE COMPANY, HAMILTON

MANITOBA DEPOT

MERRICK, ANDERSON & CO.,

117 Bannatyne St. East, - Winnipeg

WRITE US FOR PRICES.

MANUFACTURED BY

G. F. STEPHENS & CO., LIMITED

WINNIPEG, CANADA.

PAINT, OIL AND BRUSH TRADES

Some Hints re Varnish.

THE Paint Review reproduces the following hints regarding varnish from an advertising booklet :

How delicately nature works out her own artistic creations, yet nature never does for man what man can do for himself. Did you ever notice a piece of quartered oak as it comes smooth sandpapered from the mill ? How gray and lifeless it is. The curious markings formed by the growth of the tree, the layers of wood fibre piled one against the other are all there, but you cannot see them.

Varnish is needed to bring out the full and true beauty of the wood, to reveal its grain and show distinctly the beautiful figures which nature has wrought for our delight.

It is varnish that gives the mirror-like lustre to the surface of a carriage or railroad car; that adds beauty to your furniture, that in a thousand ways contributes to the joy of living.

But varnish does more than that, it not only beautifies the surface to which it is applied but by sealing it in an impervious air and moisture tight envelope, it preserves the structure of the material and adds durability to it. Varnish keeps the spars of the yacht from cracking and splitting; preserves the cabins and upper work, the front door and other woodwork of the house to which it may be applied.

The measure of this added durability and protection is determined by the quality of the varnish.

Some varnishes are good—made of the best quality of material, properly proportioned, good honest varnishes that possess extreme durability and afford the maximum of protective power—varnishes that hold their lustre, and neither grow dim nor crack prematurely.

No varnish will dry properly if applied in a cold or damp atmosphere. Don't expect to get good results if the finishers have to work in cold rooms in Winter time, or if the windows are left open on a damp or foggy day even in Summer. Varnish needs a temperature of at least 70 degrees, to dry properly. The freshly varnished surfaces must not be allowed to become chilled by the night air. At any season of the year, keep the windows closed, while varnishing, to avoid draughts.

Linseed Oil Quality.

HARDWARE AND METAL would appreciate the unbiased opinion of the trade as to which is the best brand of linseed oil made in Canada. The answers will be treated as confidential, the end of the enquiry being to decide on a point raised between two jobbers of linseed oil.

Here is the situation : One jobber states that a second house has offered a certain brand of oil at a price but did not have a supply of the brand in question, and intended substituting an inferior brand. The latter jobber, while not admitting he ever offered for sale the brand referred to, claims the oil mentioned is in no wise superior to the one he has handled for some time and is still handling.

The question then arises, is there a material difference in the quality of any Canadian brand of linseed oil as compared with other brands ? If there is, which is the best oil and what are your reasons for the opinion ?

——

"It's An Ill Wind," etc., etc.

Owing to the strike of the house painters in Montreal there has been a remarkable falling off in the turn-over in white lead and zinc. A number of contractors are now using prepared paints, and the liquid paint department of the Canada Paint Co., Montreal, report a tremendous impetus owing to the demand for mixed paints which from their very composition and easy method of application, readily adapt themselves to be used, not necessarily by trained mechanics, but by any one of common sense who can handle a brush. Unless the house painters of Montreal get to work pretty soon it is feared they will find the Spring painting all done and their occupation gone.

REKA OCHRE

Ground in Refined Linseed Oil. . .

For fineness of texture and strength of tinting qualities, it is in a class by itself.

A rich chromy shade for less price than ordinary yellow ochre will cost you.

It is one of our rapid sellers and will be the same with you. Mailing sample free on application.

MANUFACTURED ONLY BY

The Imperial Varnish & Color Co.

LIMITED,

TORONTO, ONTARIO, CANADA.

LINSEED OIL

Raw and Boiled

"GUARANTEED PURE"

MANUFACTURED BY

Canada Linseed Oil Mills, LIMITED.

MONTREAL.

☞ **BARRELS WANTED!!**

We are open to **buy good, sound, oak** Linseed Oil, Turpentine, Varnish, and Machine Oil Barrels.

McArthur, Corneille & Co.

MONTREAL

Glue and Gelatine

An extensive assortment, to suit all requirements.
WILL BE PLEASED TO SUBMIT SAMPLES AND PRICES

MANUFACTURERS AND IMPORTERS OF . . .

White Lead, Oils and Colors, Prepared Paints, Window Glass, Varnishes, Etc.

SELLING AGENTS IN CANADA

For the GENUINE
Imperial French Green
of JOHN LUCAS & CO., PHILADELPHIA.

And CELEBRATED
English Varnishes
of CHAS. TURNER & SON, LONDON.

Please mention HARDWARE AND METAL when writing.

- - PAINT - -

STERLING
FOR INSIDE WORK
PURE PREPARED
FOR OUTSIDE WORK
PAINTS

Paints are being made better than they once were, and they are being made worse,—it depends on the maker. They can be made better because science has developed and machinery has improved. It is a matter of will, of purpose.

Sterling Paints

stand out from among the confusion of branded paints alone. They are the perfection of good paint making. Then why not sell them? They do you good and your customers good. Always serve your customers' best interests if you would enlarge your business.

THE GRANT-HAMILTON OIL CO. LIMITED.

MAKERS OF STERLING PAINTS — TORONTO.

Paint and Oil Markets

Quebec.

Office of HARDWARE AND METAL,
232 McGill Street.
Montreal, May 6., 1904.

A FURTHER weakening in the linseed oil markets is reported this week, and at least one house has dropped quotations 2c per gallon. The old prices are still given out by the other houses and the range of local quotations will be found below. Turpentine, while retaining its strength in the southern markets, is slightly easier locally, but no actual change in price has been made. The market has been bare for some weeks but new supplies are expected almost immediately, and on their arrival prices will probably be shaded. White lead is still quoted at extremely low figures and it is impossible to quote with exactitude. Stocks are sold ahead for Spring and Summer, and while deliveries are being made there is little booking of orders for Fall shipment.

Navigation is now open both ways on the St. Lawrence and the first boats left early in the week for the lakes and for the Maritime Provinces. A great impetus has been given to general business and a very busy May is expected. We quote:

Ground White Lead—Best brands, Government standard, $4.50; No. 1 $4.25 to $4.40; No. 2, $4 to $4.10; No. 3, $3.67 1-2 to $3.77 1-2; No. 4, $3.30 to $3.40, all f.o.b. Montreal.

Dry White Lead—$4.25 in casks, and in kegs $4.50.

Dry White Zinc—Pure dry, in casks, 6 1-4c; in 100-lb kegs, 6 3-4c; No. 1, zinc, in casks, 5 1-4c; in 100-lb kegs, 5 3-4c.

White Zinc—(ground in oil)—Pure, 25-lb irons, 8c; No. 1, 7c; No. 2, 6c.

Putty—Bulk, in barrels, $1.50; in 25-lb tins and irons, $1.80; bladdered putty in barrels, $1.75.

Orange Mineral—Casks, 7c; 100-lb kegs, 7 1-4c; smaller quantities, 8 1-4c.

Red Leads—Genuine red lead, in casks, $4.25; in 100-lb kegs, $4.50; in less quantities, $5.50 per 100 lb. No. 1 red lead, casks, $3; kegs, $4.25, and smaller quantities, $5.25.

Litharge—Ground, casks, 5c; in less quantities, 5 1-2c; flake litharge, casks, $5; smalls, $5.50 per 100 lb.

85c per gallon; 2 to 4 barrels, 83 1-2 to 84c per gallon. Standard gallon of 8.6 pounds. The difference in quotations is due to different terms of payment.

Turpentine—Single barrels, 84 1-2c to 85c per gallon; 2 to 4 barrels, 83 1-2 to 84c per gallon. Standard gallons of 8.6 pounds. The difference in quotations is due to different terms of payment.

Linseed Oil—Raw, 1 to 4 barrels, 43 to 45c; 5 to 9 barrels, 42 to 44c; boiled, 1 to 4 barrels, 46 to 48c; 5 to 9 barrels, 45c to 47c. Delivered in Ontario between Montreal and Oshawa at 2c per gallon advance.

Shellac Varnish—Pure white, $2.85 to $3.50; pure orange, $2.75 to $3.40; No. 1 orange shellac, $2.45 to $2.60.

Mixed Paints—$1.20 to $1.40 per gallon.

Castor Oil—8 3-4 to 9 1-4c in wholesale lots, and 1-2c additional for small lots.

Canadian Paris Green — Barrels, 14 1-4c; arsenic kegs, 14 1-2c; 50 and 100 lb drums, 15c; 25-lb drums, 15 1-4c; 1-lb packages, 16c; 1-2-lb packages, 18c; 1-lb tins, 17c. Terms 2 per cent. discount for cash in 30 days or 90 days net.

English Paris Green—Barrels, 14 1-4c; arsenic kegs, 14 1-2c; 50 and 100 lb drums, 15c per lb; 25 lb drums, 15 1-2c; 1-lb paper boxes, 16c; 1-lb tin boxes, 17c. Terms, 2 per cent. 30 days; 90 days net.

Ontario.

Office of HARDWARE AND METAL,
10 Front Street, East.
Toronto, May 6, 1904.

THE sudden change to warm. Summerlike weather has given quite an impetus to business during the last week. There is a particularly good movement in such lines as mixed paints, varnishes, dry colors, and white lead. Paris green is more freely called for. Turpentine reports are conflicting. One importer has received advices to the effect that "in Savannah there has been considerable trading in May to August futures and some hundreds of casks have been sold to exporters. The market is maintained at the price that has controlled it for some time past, and as 60,000 casks are sold in advance for May to August factors refuse to believe that there is any probability of the market going below the present figures." On the other hand one of the large wholesale firms are quoting a reduction of 1 1-2c this week. Linseed oil is in much the same position. A quotation 4c below last week's figures is made while the association prices are unchanged. Other products are steady at unaltered figures.

White Lead—Ex-Toronto, pure white lead, $4.65; No. 1, $4.20; No. 2, $3.90; No. 3, $3.50; No. 4, $3.25 in packages of 25 lb and upwards; 1-2c per lb extra will be charged for 12 1-2-lb packages; genuine dry white lead, in casks, $4.50.

Red Lead—Genuine in casks of 560 lb, $4.25; ditto, in kegs of 100 lb, $4.50; No. 1, in casks of 560 lb, $3.75 to $4; ditto, in kegs of 100 lb, $4.25.

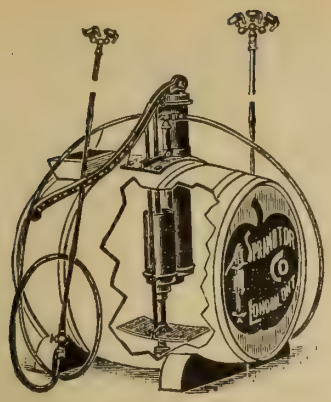
White Zinc—Genuine, French V.M., in casks, $6 to $6.25; Lehigh, in casks, $6 to $6.25.

HENDERSON & POTTS, LIMITED, HALIFAX, N.S.

Statement Relative to Canadian Act in Restraint of Fraudulent Marking.

This Act prohibits the use of the terms PURE or GENUINE for White Lead in Oil, unless the article's composition is as required by the Canadian Government. At the present time it is appropriate for us to make the following declaration: "All White Lead Paint sold by us as PURE or GENUINE is, and always has been, chemically pure and as required by Law. If this statement can be refuted by any purchaser of our PURE or GENUINE White Lead Paint, we hereby agree to refund the full amount of such purchase, bear expense of the analysis, and forfeit the goods."

HENDERSON & POTTS CO., LIMITED, MONTREAL, P.Q.



THE SPRAMOTOR

is recognized by the users as the most durable and efficient apparatus yet invented, for the

Prevention of blight and bugs on fruit and potatoes.

For the destruction of wild mustard in the grain crops without injury to the grain, and for

The painting of buildings.

Has been awarded First Place by the Canadian Government in actual contest, and

The Gold Medal at the Pan-American.

The Trade fully protected.

Write for particulars and discounts. Terms liberal.

THE SPRAMOTOR CO.,

68-70 King St., - - LONDON, CAN.

McCaskill, Dougall & Co.

Manufacturers

RAILWAY, CARRIAGE AND BOAT **VARNISHES.**
HIGH-GRADE FURNITURE and HOUSE VARNISHES.

MONTREAL.

Memorial Windows

UNEXCELLED
DOMESTIC ART GLASS

H. E. St. George, London, Ont.

"SUNRISE" GOLD ENAMEL

For House Cleaning.

GEO. RIDOUT & CO.
77 York Street, ...TORONTO

TRADE MARK

NOBLES & HOARE · NH · LONDON

Nobles & Hoare,

CORNWALL ROAD STAMFORD STREET.

LONDON, ENG.

Manufacturers of

HIGH-CLASS VARNISHES ONLY

Which can be obtained direct from the works or from the principal Color Dealers in Canada

---

Mr. Retailer——

This is the season to sell **FLOOR PAINT.** If you sell **"ISLAND CITY" FLOOR PAINT** you will not have to apologize for it next summer. It dries in eight hours, and gives lasting satisfaction. If you don't sell it, drop us a card and we will tell you all about it.

TEMPORARY TORONTO PREMISES AT 23 SCOTT ST.

P. D. DODS & CO., Montreal, Toronto, Vancouver

Flintcoat Stain——Floor Finish. An entirely new preparation for Staining and Finishing

Floors of every description. Stains and finishes at the same time. Dries hard overnight. Makes a durable, tough, elastic surface. Is not affected by hot or cold water. Will not crack, mar or chip off. Can be used with impunity on Wainscotting, Woodwork, Furniture, Doors, Screens, Oil Cloth, Linoleum, etc.

6 COLORS. PRICES UPON APPLICATION.

THE STANDARD PAINT AND VARNISH WORKS CO. LIMITED

Manufacturers of Colors, Paints and Varnishes.

WINDSOR - - CANADA.

TO GET IN TOUCH WITH THE BEST TRADE AND RETAIN IT

sell **exclusively** the manufactures of

THE CANADA PAINT COMPANY LT'D

MONTREAL
TORONTO

Shingle Stain—In 5-gallon lots, 60 to 85c per gallon.

Paris White—90c to $1 per 100 lb.

Whiting—60 to 65c per 100 lb; Gilders' whiting, 75c.

Shellac—Pure orange, in barrels, $2.50 to $3; white, $2.50 per gallon; No. 1, $2.37 1-2, including price of can.

Linseed Oil—Raw, 1 to 2 bbls, 48c; boiled, 51c; 3 to 5 bbls, raw, 47c; boiled, 50c; 6 to 9 bbls, raw, 46c; boiled, 49c; delivered, Toronto, Hamilton, London and Guelph. One firm is quoting raw, 1 to 4 barrels, 42c; boiled, 46c; 5 to 9 bbls, raw, 43c; boiled, 45c; 10 bbls and over, open; ex-Toronto, 2 per cent. off 30 days.

Turpentine—Single bbls, 81c; 2 to 4 bbls, 80c; 5 bbls and over, open, Toronto, Hamilton, London and Guelph. One firm quotes: Single bbls, 82 1-2c; 2 to 4 bbls, 81 1-2c; 5 bbls, and over, open ex-Toronto with 2 per cent. off 30 days. For less quantities than barrels, 5c per gallon extra will be added, and for 5-gallon packages, 50c and 10-gallon packages 80c will be charged.

Glues—Broken sheet, in 200-lb bbls, 8 to 8 1-2c per lb; cabinet glue, in bbls, 11 1-2 to 12c; emery glue, in bbls, 17c; bookbinders', ground, 10 1-2c; finest American, white, 19c; No. 1 American white, 15c per lb.

Putty—Common, $1.65; pure (linseed oil) bladders in barrels, $1.75; bladders, in 100-lb kegs, $2; bulk in barrels, $1.50; bulk, less than barrels and up to 100-lb, $2.50.

Liquid Paints—Pure, $1.20 to $1.40 per gallon; No. 1, $1.10 per gallon.

Barn Paints—55 to 70c per gallon.

Bridge Paints—75c to $1.

Castor Oil—English, in cases, 7 1-2 to 8c per pound, and 8 1-2 to 9c for single tins.

Canadian Paris Green (present delivery)—Petroleum bbls, 13 1-4c; arsenic kegs, 13 1-2c; 50 and 100-lb drums, 14c; 1-2-lb tins, 18c.

Window Glass.

MONTREAL.

The market is still unsettled but no changes have been made locally. As noted before Belgian prices were advanced in anticipation of a general strike, and although May Day has apparently passed without any special outbreak these prices are still quoted, and it is probable that importers will be obliged to advance their quotations to the Canadian trade. In the meantime we still quote as follows: First break, 50 feet, $1.70; second break, $1.80 for 50 feet. First break, 100 feet, $3.25; second break, $3.45; third break, $3.95; fourth break, $4.20.

Window glass

TORONTO.

The warm weather has had an excellent effect on this market. Prices are nominally as follows: Star, first break at $3.30 per 100 feet and Double Diamond first break, at $5.10. Discount, 15 and 20 per cent.

WALL PAPER.

The Sample Book.

IN the majority of stores the salesmen consider that the only way open to them to display wall paper to a customer is by means of the sample book. A small stand is kept in a convenient, well-lighted position and beside it are the sample books ready to hand. A customer states the price he wishes to go, and possibly the room for which the paper is being bought, and the salesman simply selects a sample book, throws it on the stand, and proceeds to show its contents. Seldom does it enter his head that there are better or even other ways. If that is not the use of sample books, what are they for?

As a matter of fact the sample book need, and should, seldom be called into service. It would have been far better for the trade had they never been introduced. At the present time in spite of the prevalence of this method of showing goods, the first-class wall paper stores do entirely without them. It may occasionally be found expedient to bring into use the book of samples, but this occurs only when a customer demands it, on account of having a perfectly definite and settled idea what he wants, such as he will have if looking for a sample to match a paper already in use.

In nineteen cases out of twenty the rolls themselves should be shown. For this purpose a permanent rack about six feet in height and of as great a width as is convenient should be built where the light falls squarely on the front of it. The width should be great in order to allow several rolls to be shown together, in order to make a choice between them. A little trough at the back of the top will hold the roll, while four or five feet hang over the front.

After serving a few customers by showing the rolls, the salesman will be thoroughly convinced of the advantages of this method, and if he has the interests of his employer at heart, rather than a sole idea of saving himself a little work, he will never return to the sample book. No sample a foot and a half or two feet long does justice to the pattern or coloring, and the customer has little idea of how the paper will look on the wall. The appearance of a five-foot strip hanging over the rack can be readily grasped, and when another strip of the same pattern is placed beside it and matched, there is no doubt as to its beauties or defects.

By this method of showing the salesman is called upon to display many less samples, and the customer is more quickly and better satisfied. The hasty turning over of the leaves of a sample book confuses and unsettles, and far more difficulty is encountered in making a selection. The two or three previous choices are forgotten because out of sight, while with the rolls, they are placed side by side and a final selection easily made. Sales can be made from rolls that would be lost if the sample book were used, and there is no chance of the customer being disappointed when the paper is put in place.

WALL PAPER

This month's sales will show the lines you are short of; don't delay sending us your

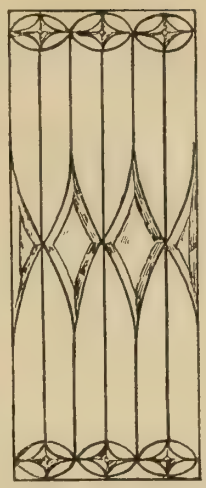
Repeat Orders.

We will make immediate shipment. Our assortment is good now, but daily deliveries are cutting down the selection.

STAUNTON'S" Limited
TORONTO CANADA

Show These to Your Customers.

BEVEL PLATE DOOR AND WINDOW PANELS



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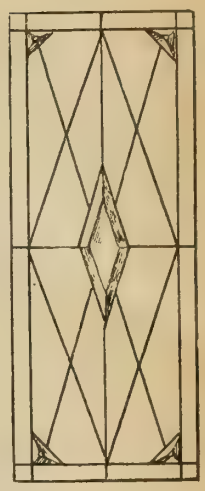


103.

LUXFER WINDOW PRISMS

LUXFER SIDEWALK PRISMS

3 feet Square } STANDARD SIDEWALK PRISMS
4 feet Square } IN STOCK.

LUXFER PRISM CO.,

100 King St. W., TORONTO.

GILLETT'S LYE

—IS GOOD FOR—

PAINTERS

TO REMOVE OLD PAINT

Sell Gillett's Lye to——

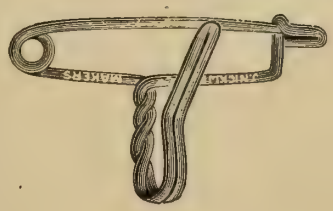
PAINTERS.

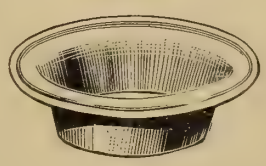
E. W. GILLETT COMPANY LIMITED

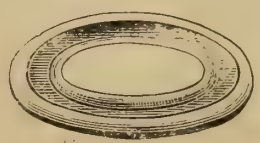
TORONTO

About Brass Goods

SAJONIC TRADE MARK







We would like you to know more about our lines of

Curtain Rings, Curtain Hooks, Mill Band Fasteners, Sail Eyelets,

Etc., Etc.

Drop a line for list and quotations to our Canadian Agent

F. P. ROGER, TORONTO

J. NICKLIN & CO.

Gt. Charles St., BIRMINGHAM, ENG.

STOVES AND TINWARE.

To Connect Conductor to Gutter.

IN answer to an enquiry as to the "best way to connect a conductor to a roof gutter—that is, whether or not it is policy to run the drop through the cornice—as we have had trouble with the tube bursting this Winter, thereby causing a bad leak through the water following the cornice back to the wall," the Metal Worker answers: "The surest way to avoid leakage into the building is to run the outlet, or gooseneck, out over the roof and offset back to the wall along the outside face of the cornice. If, however, this method is not feasible or acceptable, owing to the construction of the gutter, or the appearance, the next best way is, first, to run a large tube from the gutter through and to the lower edge of the cornice, or wherever the conductor pierces the exterior face of the cornice, and then run the conductor outlet through this tube. The difference in diameters of the tube and outlet gooseneck need not be large enough to leave an unsightly opening when the conductor emerges from the cornice. A perforated end board can be soldered into the lower end of the tube, the tube being cut off and the end stop conforming to the profile of the cornice, and a hole being cut in the end board to neatly fit the conductor or gooseneck. Both the tube and the gooseneck should flange out and be well soldered to the gutter. This method provides for any leakage through the gooseneck by means of the outer tube, which, of course, would conduct any such water to the outside of the cornice and the building. Another comparatively safe method is to construct that part of the conductor or outlet that passes from the gutter to the outside of the cornice of heavy sheet lead, which can be readily formed or bent to any desired curve, and, being very soft or ductile, will allow for considerable extension caused by ice without bursting. In any case it is best to have the conductor terminate at the top in an open head, or box, for receiving the water from the gutter outlet, so that the outlet may be more accessible and less liable to be choked with ice from the conductor."

Action of Air on Sheet Zinc.

A study of the action of the atmosphere on zinc, recently read before the Chemical Society in London by G. T. Moody, is abstracted as follows by Science: Strips of thin sheet zinc were exposed for five months to the action of the atmosphere, with the result that the metal became completely covered with a half crystaline coating of a basic carbonate. From this it appears that the corrosion is to be ascribed, not to a direct oxidation, but to the action of the atmospheric carbonic acid. A confirmation of this was found in the fact that zinc dissolved in a saturated solution of carbon dioxide, the acid carbonate of zinc being formed, and on spontaneous evaporation a precipitate of basic carbonate was found, of the same composition as that occasioned by atmospheric corrosion. While commercial hydrogen peroxide has a very rapid action nor zinc, converting it into the hydroxide, pure hydrogen peroxide, even of 30 per cent. strength, is entirely without action, and the same is true regarding iron. Lead, on the other hand, is rapidly acted on by this reagent, being converted superficially into lead peroxide. Thus the action of the atmosphere on lead may be due to the presence of hydrogen peroxide, but this cannot be the case with the corrosion of zinc and iron. That zinc is less corroded in the atmosphere than iron is attributed by Mr. Moody to the fact that so much of the carbonic acid is retained by the zinc in the form of basic carbonate, while in iron the carbonic acid is set free as soon as it has done its work, and thus keeps on in its attack upon the iron.

Has Earned a Holiday.

Mr. John Miller, heating engineer of the Pease Foundry Co., Toronto, sailed for Liverpool on the White Star steamer Arabic, on Friday, April 29. Mr. Miller intends spending some time in Europe on a well-earned rest and holiday trip.

The premises of E. K. Spinney, Yarmouth, N. S., wholesale and retail hardware dealer, were entered by thieves Monday evening, but nothing was secured.

The Charlevoix Lumber Co., Limited, Quebec, have been incorporated with a capital of $20,000, to carry on a general lumbering and saw milling business. The directors are: E. Demers, J. P. Demers, Aston, Que.; W. Demers, St. Sylvere, Que.; P. D. Forest, St. Wenceslas, Que.; A. G. Anger, Que.

$5 CHEQUE PERFORATOR

perforates and indelibly inks the amount. Five dollars only. Express paid. Sent on approval.

Canadian General Purchasing Agency
MONTREAL.

Wire-Cone Incandescent Toaster

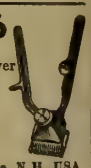
Only perfect Bread Toaster for Gas or Gasoline Stoves. No smoky taste to bread toasted on this toaster. Write for prices.

H.O.Edy, Montreal. E.T.Wright & Co., Hamilton
HARKINS & WILLIS,
Manufacturers and Inventors - ANN HARBOR, Mich

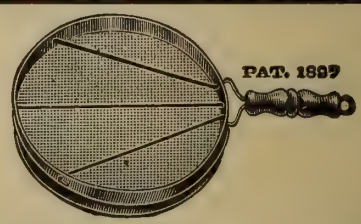
COVERT MFG. CO.
West Troy, N.Y.
Steel Carriage and Wagon Jacks
Harness Snaps, Chain, Rope and Web Goods, etc.
SOLD BY ALL LEADING JOBBERS.

PRIEST'S CLIPPERS

BALL BEARINGS
Largest Variety, Toilet, Hand, Electric Power
ARE THE BEST.
Highest Quality Grooming and Sheep-Shearing Machines.
WE MAKE THEM.
SEND FOR CATALOGUE TO
American Shearer Mfg. Co., Nashua, N.H., USA



Wiebusch & Hilger, Limited, special New York representatives, 9-15 Murray Street.



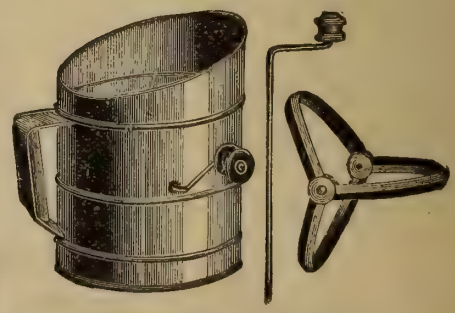
The FAIRGRIEVE GAS TOASTER

Retails at 25c. The only Toaster guaranteed to toast on gas, gasoline or blue flame oil stoves without taste or smell. Write for prices.

THE FAIRGRIEVE MAN'FG. CO.,
295 COLLEGE ST., TORONTO.
U. S. Branch: 289 Jefferson Ave., DETROIT
Agents for Great Britain: Heine, Solly & Co., Sutton House, 2 Old Street, London, E.C.

The only Original and Genuine **FLOUR SIFTER** is the

VICTOR



Ask for and always see that you get the
Victor Flour Sifter
MANUFACTURED ONLY BY
E. T. Wright & Co., Hamilton, Canada.

Have you tried it?

Tried what?

SELLING MANTELS.

This is in your line of business, and it will pay you.

The Batty Stove & Hardware Co

76 YORK ST., TORONTO.

THE ADAMS STOVE PIPE REGISTER.

Design Patented June 29, 1897.

Design Patented August 31, 1897.

Made by

The Adams Company

Dubuque, Iowa, U.S.A.

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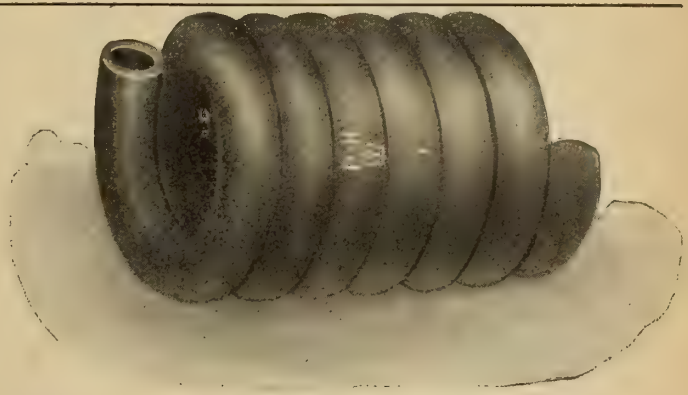
PIPE THAT IS PIPE.

For Good

USE OUR PIPE.

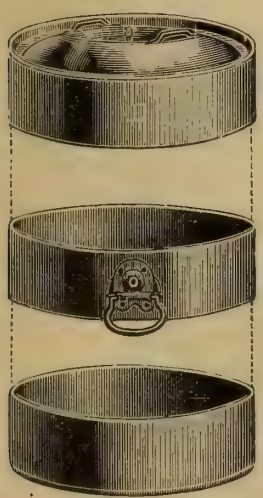
Made specially.
Write for Prices.



Page-Hersey Iron & Tube Co., Limited, Guelph, Can.

Davidson's Milk Can Trimmings and Milk Cans with broad hoop

PATENT BOTTOMS.



IN COMPLETE SETS.

"BROAD HOOP" Pattern —Composed of the following: 1 Broad Hoop Bottom, 1 Cover, 1 Centre Hoop 6 in. wide, 20 gauge, 1 Broad Top Hoop, 1 pair Cover Handles, 1 pair Side Handles.

give great satisfaction and are justly entitled to their popularity.

Our **BROAD-HOOP BOTTOM** has all the advantages of a Seamless Bottom without the strain that spinning entails.

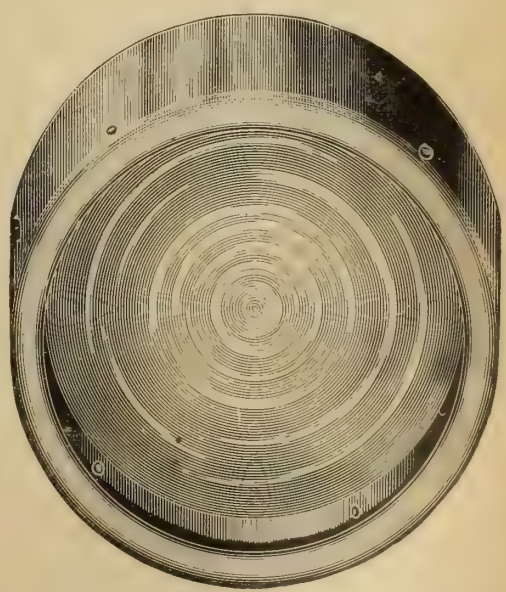
BOTTOMS can be sweated in with very little solder.

BOTTOMS are concave, draining to the centre, and are therefore easy to wash out and will not corrode.

Top bands are shouldered and all bands have retinned edges.

PATENT FLUSH SIDE HANDLES.

WE CAN SUPPLY BEST QUALITY TINNED IRON AT LOWEST MARKET PRICES.



Heavy Rolled Edges make our PATENT BOTTOMS doubly durable and waggon and factory floor protectors.

The THOS. DAVIDSON MFG. CO. Limited. ...MONTREAL.

HEATING AND PLUMBING

MONTREAL PLUMBERS STRIKE.

THE differences between the master plumbers and the Journeymen Plumbers' Union reached a climax on Monday morning, when a lockout was declared against the union by the masters, and at the same time a strike was ordered by the union.

The situation is about what was expected, as relations have been strained for some time. Several months ago the master plumbers organized to the number of eighty-five, representing over nine-tenths of the plumbing trade in Montreal, to withstand the union in its unreasonable demands. They agreed to support a fund for this purpose, each member contributing according to the number of men employed. They further resolved that after the first of May they would recognize the union under no condition whatever, but would feel free to employ whom they chose, whether union or non-union men.

A short time ago the union demanded an increase of wages and a nine-hour day, which were granted. They now demand an eight-hour day, a minimum wage of 35c an hour, and recognition of the union. Both sides seem to be taking a decided stand. The master plumbers say while they employ help they are going to be masters of the situation, and the union insists on its demands and recognition. What the outcome will be is not known, but it is probable that the place of the strikers will be filled. A good many of the men have left the union and have returned to work.

Joseph Thibeault, president of Canadian Master Plumbers' Association, stated to a representative of Hardware and Metal that they had every prospect of winning. He said, further, that from a quarter to a third of the men were working, so that they were not badly handicapped as business was not rushing at this season.

"The men are free to return to their places, and any wage difficulty will be easily settled, but they must continue work as private individuals and not as a part of the Local Journeymen Plumbers' Union," were his parting words, and he seemed in earnest.

James Ballantyne, who is one of the largest employers in the city, has more steamfitters than he requires, and expects to have all the men he needs by the end of the week.

J. W. Hughes when interviewed said: We intend to be masters of the situation, and it is not the matter of wages that is the trouble. The demands of the men are too great to be taken into consideration. We are getting along nicely with about one-third of our usual staff. We are not in a position to state anything definitely about the future, but are satisfied to let matters rest as they are."

It is a little early to predict what the result will be, but from the determined stand made by the master plumbers it is probable that they will seek from outside sources to fill the ranks of the striking plumbers. Already they have secured a good many Old Country workmen, who arrived lately by train from Halifax, and will likely have more in the near future. The latest reports seem to indicate that the strikers are willing to lessen their demands, but as to whether this will have any effect on the lockout against the union by the master plumbers is not known.

Building Permits.

MONTREAL.

M. Gagnon, Joliette street, one building to cost $2,000.

E. Fournier, St. Denis street, two houses; cost $25,000.

Honore Girouard, 77 Quesnel street, one building, to cost $1,200.

Andre Heroux, Cuvillier street, one two-storey building, to cost $15,000.

F. Dulong, 343 Plessis street, two three-storey houses, to cost $5,000.

Estate of Wm. Drake, 59 Beaver Hall Hill, one one-storey building, $1,500.

O. Giroux, 450 Amherst street, alterations on one-storey building, $1,000.

M. Beaupre & Fils, 597 St. Paul street, one four-storey building, cost $7,000.

Mrs. Joseph Perrault, 648 St. Lawrence street, one three-storey dwelling, $3,000.

Frank Loucky, 1638 St. Hubert street, one two-storey dwelling, to cost $1,600.

Mrs. M. A. Weir, on Crescent, near Sherbrooke, five three-storey houses, to cost $35,000.

Montreal Loan & Mortgage Co., 145 Metcalfe street, alterations on their building, at a cost of $2,000.

W. A. Cameron, 177 Mansfield street, alteration on one two-storey building, $1,000.

City & District Savings Bank, 529 Maissoneuve street, alteration on a building $2,000.

Montreal Amateur Athletic Association, one club house on Peel street, to cost $125,000; Percy A. Brown architect.

TORONTO.

J. J. Dixon, a dwelling on Cluny avenue, to cost $9,000.

J. T. Hunter, a dwelling on Dundas street, to cost $2,500.

Owen Staples, a dwelling on Hogarth Avenue, to cost $2,800.

H. E. Hayhoe, a factory on Dufferin street, to cost $1,400.

J. Ausman, a dwelling on Major street, to cost $2,400.

Mr. Cowdy, three dwellings on Oak street, to cost $4,500.

J. B. Ryan, a dwelling on Homewood Avenue, to cost $9,000.

Hartley Gibson, a pair of dwellings on Beatrice street, to cost $3,000.

Mrs. E. Leadley, dwelling on Sherbourne street, to cost $8,000.

Geo. C. Craig, a pair of dwellings on Dundas street, to cost $4,000.

Rev. Mother Louise, a brick shed on Power street, to cost $1,600.

Wight & Co., Limited, a warehouse on Jones avenue, to cost $6,000.

J. A. McBain, a two-storey dwelling on Lenty avenue, to cost $2,500.

A Bryce & Co., a pair of dwellings on Gloucester street, to cost $4,000.

Ed. McCausland, a pair of dwellings on Garden avenue, to cost $2,000.

H. G. Macdonald, a store and dwelling on Wright avenue, to cost $4,000.

S. Cameron, a dwelling on corner of Munroe and Paul streets, to cost $2,200.

F. J. Dunbar, a two-storey and attic dwelling on Cluny avenue, to cost $5,000.

John Kilgour, a two-storey dwelling on Northumberland street, to cost $1,100.

G. S. & R. Barber, a two-storey and attic residence on Huxley street, to cost $2,800.

Rev. J. J. McCann, tower to R. C. Church on Bathurst street, to cost $20,000.

Dr. C. L. Starr, a two-storey and attic brick dwelling on Bloor street, to cost $7,000.

Charles Rogers & Sons, one additional storey to factory on McDonald Square, to cost $4,500.

J. Maxwell, a pair of semi-detached, two-storey dwellings on Simpson avenue, to cost $3,000.

When you talk, you want it to go for some good once for all, don't you?

You don't want to be obliged to talk, and argue, and force your goods continually, do you?

You want your goods to do some of the talking themselves, don't you?

RAMSAY'S PAINTS

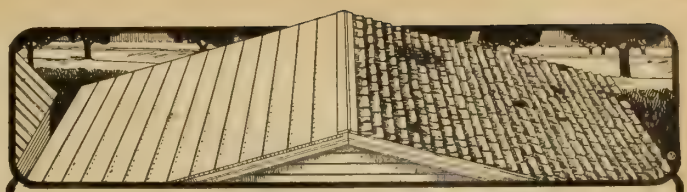
will do some of the talking themselves, and save you time and worry.

People will pay a fair price for a good thing, and a good thing talks always to the user and to his neighbors.

Ramsay's show cards, newspaper "ads." and posters talk also, because they are attractive, they impress. They don't bluster, they talk confidently.

That helps you!

A. RAMSAY & SON **EST'D** **THE PAINT**
MONTREAL **1842** **MAKERS**



CONSTRUCTION vs. DESTRUCTION.
CARE vs. CARELESSNESS.
BEST MATERIAL vs. POOR MATERIAL
REX FLINTKOTE ROOFING vs. ALL OTHER ROOFING.

REX Flintkote Roofing
TRADE MARK

The above tells the whole story, and means to the dealer a quick-selling, business-bringing roofing *vs.* the ordinary kind that never sells, because people don't want it, and when they are persuaded to try it never come back again. If you want satisfied customers for roofing, you should write us to-day about **Rex Flintkote Roofing.**

J. A. & W. BIRD & CO., 49 India Street, Boston, Mass.

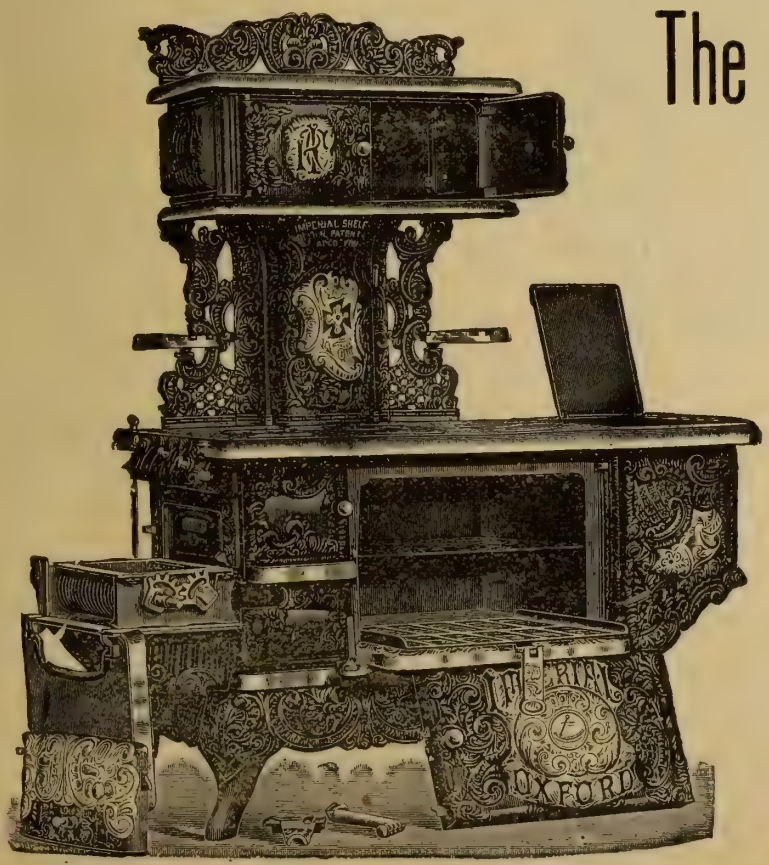
JACK SCREWS

We are being undersold by American machine-made goods which do not compare with our **Lathe-cut** Threads, Solid Heads and heavy Bell Bottoms.

Our screws will carry 50% heavier loads.

Do not go past us.

THE H. R. IVES CO., MONTREAL
LIMITED.



The Range with a Record.

You can't afford to sell a poor range. You will lose more time in explaining its shortcomings and more money in trying to make it right than there is profit in it. If you sell the

Imperial Oxford Range

you sell the best on the market—the range with a record. Write us for particulars.

The Gurney Foundry Co., Limited,
TORONTO WINNIPEG VANCOUVER

CORRESPONDENTS:

THE GURNEY-MASSEY CO, LIMITED,
MONTREAL, QUE.

THE GURNEY STANDARD METAL CO., LIMITED
CALGARY, ALTA.

J. H. King, three pairs of dwellings on the corner of Hatton and Shaw streets, to cost $18,000.

D. S. McCurdy, a two-storey and attic brick and stone residence on Rushholme road, to cost $1,800.

The Standard Rolling Mill Co., Ltd., a brick and stone addition to 223-237 Front street east, to cost $7,500.

W. B. Charlton, a pair of semi-detached two one and one-half storey dwellings in Simpson avenue, to cost $4,000.

Plumbing and Heating Notes.

The city of St. John, N. B., is spending $400,000 in the extension of its water supply system.

The Civic Committee of the City of Winnipeg have just placed 45 new arc lights in different parts of the city.

The Arc and Light Committee of the Ottawa City Council are thinking of establishing a municipal street lighting plant.

Tenders are being called by M. Howe for a complete system of hot water heating for the Pembroke High School. The time for acceptance of tenders extends to May 18.

The Minister of Inland Revenue has consented to receive a deputation of electric light manufacturers, who wish to interview him in regard to the standardization of electric lights.

The National Association of Master Steam and Hot Water Fitters of the United States will meet in convention in Atlantic City on June 13-16. The Hotel St. Charles will be convention headquarters.

The heating and ventilating contracts of the Bank of Nova Scotia and of the Jarvis Street Baptist Church have been completed by the Andrews and Johnston Co., heating and ventilating engineers, Chicago.

The application made to the Legislature by Montreal for power to borrow money in order to take over the plant of the Montreal Gas Company, which the city was entitled to do according to the agreement made five years ago, has been turned down by the private bills committee. The city's application for power to borrow a million and a half for the purpose of constructing conduits for placing electric light, telephone and other wires, has also been refused.

Building Notes.

Robert Darling, Toronto, will rebuild.

A new school is to be built at Dresden, Ont.

A. Bradshaw & Sons, Toronto, will rebuild.

A new town hall is to be erected in Belmont, Man.

A new Y. M. C. A. will be built at Peterboro, Ont.

An Evangelical church will be erected in Berlin, Ont.

W. Jessop & Sons, burned out in Toronto fire, will rebuild.

An extension is to be made to the Wesley church, Winnipeg.

Strathcona, N. W. T., has voted $25,000 for a new hospital.

A school house is to be built at Lund, Comox District, B. C.

P. Shea is erecting a brick residence on Colony street, Winnipeg.

W. J. Gage & Co., Toronto, have ordered plans for a new building.

The building of Westwood & Co., Bay street, Toronto, will be rebuilt.

It is probable that a new school will be erected at Pilot Mound, Man..

A $12,000 addition is to be put to the Collegiate Institute, Guelph, Ont.

The six-storey building of the Cowan Company, Toronto, will be rebuilt.

A stone block is to be erected in Morden, Man., by Winkler & Coppenger.

The Wyld, Darling Co. are considering the erection of a seven-storey building.

It is proposed to erect a new town hall in Dauphin, Man., to cost $11,000.

The Henderson Roller Bearing Co., Toronto, will rebuild on King street west.

Gordon, MacKay & Co. will erect a four-storey building on Front street west.

Dignum & Monypenny, Toronto, have awarded a contract for a new warehouse.

It is probable that a town hall will be built in Hartney, Man., in the near future.

Perth, Ont., has accepted Engineer Welch's plans for a $30,000 system of waterworks.

Building has commenced on the new warehouse of McLeod & Hanley, Brandon, Man.

The Eckardt Casket Co., burned out in Toronto's recent fire, will rebuild on a larger scale.

The Immigration Department are proposing to erect an immigration hall in Brandon, Man.

E. G. Laverdure is erecting ten modern brick veneered houses on Sussex street, Ottawa.

A frame dwelling, to cost $2,000, will be erected on Seymour street, Vancouver, by John Dorman.

Work on the new Ottawa University building has been commenced by Peter Lyall & Son, Montreal.

A frame office building and dwelling is to be erected on George street, Vancouver, to cost $4,000.

A brick house is to be built by Thomas Lovejoy on Wentworth street, Hamilton, to cost $1,000.

Tenders for a steel pile trestle bridge are invited by W. G. McGeorge, engineer, Chatham, Ont.

The brickwork of the residence of H. Barret's house at Point Road, near Kingston, has been completed.

The Western Canada College, Calgary, N. W. T., have decided to go on with the building of the college at once.

Two dwellings will be erected on Harwood and Thurlow streets, Vancouver, to cost $2,250 each, by F. M. Evans.

A new Canadian Bank of Commerce building will be erected in St. John, N. B. Tenders are being called by H. H. Mott.

A frame residence is being built on Kennedy street, Winnipeg, by Mr. Partington; V. W. Harwood is the architect.

Two dwellings are to be erected on Albernie and Denman streets, Vancouver, to cost $1,800 each, by Crowe & Wilson.

Tenders are being called for the construction of a court house for Albert County, N. B., by W. O. Wright, St. John.

Pugsley, Dingman & Co., whose warehouses and sales department were destroyed in recent fire in Toronto, will rebuild.

Suckling & Co., Toronto, have signed a contract for the erection of a building to replace that partly destroyed in the recent fire.

Work has been begun on a pair of warehouses on York street, Toronto, for the Merchants' Dying and Finishing Co , and Garside & White.

James Campbell, clerk of Londesboro, Ont., invites tenders for concrete abutments and steel superstructure for three bridges in Londesboro township.

Total amount for building permits and alterations registered at the Montreal City Hall for April, is $501,138, which represents an increase of $150,000 over last year.

Negotiations are being carried on with the Macdonald Engineering Co. for the erection of a large steel and cement block on the corner of Victoria and May streets, Fort William.

Tenders have been called for the erection of the shops and buildings of the Winnipeg Electric Street Railway at Fort Rouge, Man. The cost of the buildings will be $30,000 probably.

The W. R. Brock Co., wholesale dry goods merchants, Toronto, have purchased the site adjoining their former premises and will rebuild on the two sites a uniform four-storey warehouse.

There have been unloaded at the new Bank of Montreal premises in Montreal, two large stones, each of which weigh about nine tons, which are being placed in their position in the new building.

Grants have been made from the S. P. C. K. block grant towards the erection of churches at the following places in Manitoba: Norwood, Virden, Gladstone, Manitou, New Haven and Bonnie Doon.

A large amount of building will be done in the vicinity of Flesherton, Ont., this Summer. Among the buildings to be erected are: Houses for R, Hay, S. McMullen, W. Buskin and J. Duncan; barns for T. Betts, M. Duncan, Wm. Chard and J. Cullen.

Electrical firms in Winnipeg have complained to the Civic Fire, Water and Light Committee that much of the danger to public buildings from fire is caused by electric wiring being done by incompetent persons. They have petitioned that the fire by-law be amended so that buildings may not be wired except by duly licensed persons.

There will be considerable building in Britte, Man., this Summer. An addition of two rooms is to be made to the school house. Wilson, editor of Eye-Witness, is building a business block. J. Patterson is erecting a dwelling on Centre street, and T. Bell is building a brick residence on Main street. Roseborough & Wilson are extending their workshop.

James Ballantyne has been given the contract for heating and plumbing the new M. A. A. A. Club House on Peel street, Montreal. He has just completed the heating and plumbing installations of the two new Bell Telephone exchanges—the Hospital street and the east end branches.

Acetylene Gas Generators.

New principles embodied in our machines render them safe and economical. The prices are below those of others. Send for booklet, prices and terms.

Agents experienced in gas fitting wanted.

ST. THOMAS ACETYLENE MNFG. CO., Limited.

St. Thomas, Ont.

Dundas Axe Works

DUNDAS, CANADA.

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P. BERTRAM, - Manager.

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Dry Colors, Ochres, Bronze Powders, Aluminum Powder, Schlag Metal, Bronze Liquids and Varnishes.

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To Manufacturers' Agents

HARDWARE AND METAL has inquiries from time to time from manufacturers and others wanting representatives in the leading business centres here and abroad.

Firms or individuals open for agencies in Canada or abroad may have their names and addresses placed on a special list kept for the information of inquirers in our various offices throughout Canada and in Great Britain without charge.

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HARDWARE AND METAL
Montreal and Toronto

TRADE MARK J REGISTERED

Jardine Patent Pipe Die.

One man can easily thread a two-inch pipe at one cut. Write for circular.

A. B. JARDINE & CO.

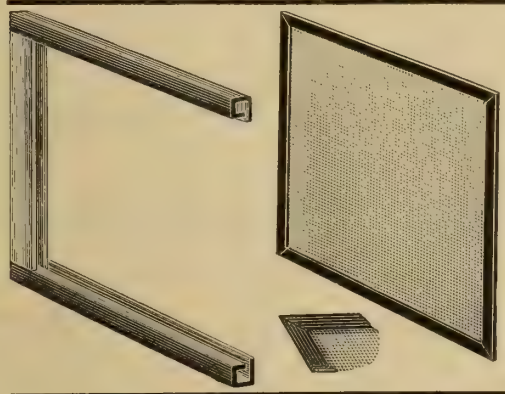
Mfrs. TAPS and DIES.

HESPELER, ONT.

PIG IRON FOR IMPORT.

Carnbroe, Summerlee, Gartsherrie and Middlesboro', Glengarnock.

Henry Rogers, Sons & Co., Montreal, P.Q.



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it to your community to sell Metal Screens instead of Wood, seeing the cost is no more.

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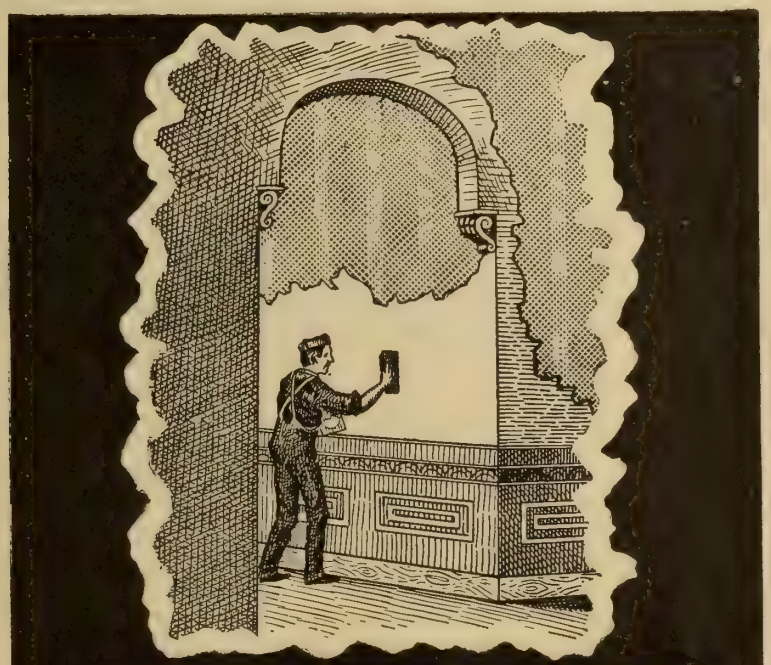

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CHEAP AS WOOD

Delivered to any railway station in Canada, for 10c. per square yard. Discount to dealers. Circulars and samples on request.

Pedlar People, Oshawa, Can., or 767 Craig St., Montreal, Que.

INDUSTRIAL GOSSIP

HARDWARE AND METAL would be pleased to receive from any authoritative source industrial news of any sort, the formation or incorporation of companies, establishment or enlargement of mills, factories foundries or other works, railway or mining news, etc. All such correspondence will be treated as confidential when desired.

THE Moore Carpet Co., Limited, Sherbrooke, Que., have been incorporated with a capital of $100,000, to manufacture and deal in carpets, rugs, matts, etc., and to take over the business of the Dominion Carpet Co., Sherbrooke, now in liquidation. The directors are: H. A. Moore, Worcester, Mass.; H. D. Lawrence, L. A. Bayley, Wm. Morris, all of Sherbrooke; G. M. Howard, Halifax.

* * *

The St. Louis Reduction Co., Limited, Toronto, have been incorporated with a capital of $500,000, to carry on in all its branches the operations of a mining, milling, reduction and development company. The directors are: C. B. Jackes, Toronto; R. Forbes, Duluth, U. S. A.; and G. E. Kingsley, St. Louis, U. S. A.

* * *

Fisk, Limited, Montreal, have been incorporated with a capital of $125,000, to acquire and carry on the business of H. J. Fisk & Co., Montreal, manufacturers and dealers in leather and boot and shoe findings. The directors are: H. J. Fisk, A. A. Macdonald, Edward Still, H. Cobb, all of Montreal, and L. S. O'Dell, Quebec.

* * *

The Montreal Coal Co., Limited, Montreal, have been incorporated with a capital of $20,000, to manufacture and deal in coal, charcoal and all natural and artificial fuels, and to deal in ice, natural or artificial. The directors are: C. A. Leveille, A. E. Brunet, W. H. Edge, R. J. Demers, A. S. Delisle, A. Duclos, all of Montreal.

* * *

Manitoba Bag Co., Limited, Winnipeg, Man., have been incorporated with a capital of $100,000, to manufacture and deal in all articles of commerce in the production of which jute or cotton is used and to manufacture paper as well as jute and cotton bags. The directors are: H. L. Rutherford, Westmount; C. A. Smart, W. B. Converse, W. P. Buchanan and F. T. Enright, all of Montreal.

* * *

The Cyclone Woven Wire Fence Co., Limited, Toronto, have been incorporated with a capital of $75,000, to manufacture and sell wire fence and fence machines. The directors are: H. Buckel, Toronto; J. P. Maybee, Stratford, Ont.; E. G. Law, Eglinton, Ont.; N. Stickney, Beachville, Ont.; and C. A. Brink, West Oxford Township.

* * *

Uuion Brewery, Limited, Montreal, have been incorporated with a capital of $50,000, to carry on the brewing and malting business in all its branches. The directors are: E. F. Lariviere, Wm. Wainwright, T. G. Roddick, J. J. Ryan, Wm. Strachan, R. Lemieux and H. Gerin-Lajoie, all of Montreal and district.

* * *

The Canada Coal and Railway Co., proprietors of the Joggins mines, in Nova Scotia, have applied for and have been granted a winding-up order, and Jas. Rogers, of Galt Bros. & Co., Montreal, has been appointed receiver. The present difficulties are attributed to bad management a few years ago, when the development work was not kept up.

* * *

Fruitatives, Limited, Ottawa, have been incorporated with a capital of $500,000, to manufacture and deal in all kinds of medicines and drugs, and to acquire the trade marks and all other rights appertaining to certain medical preparation known as "Fruitatives." The directors are: A. Rogers, G. F. McCormick, E. S. Leetham, all of Ottawa; and A. Maclaren, Buckingham, Que.

* * *

The Hemming Manufacturing Co., Limited, Montreal, have been incorporated with a capital of $45,000, to manufacture and deal in gold, silver and enamelled jewelry, sterling and plated ware, fancy goods, and to engage generally in the business of goldsmiths and silversmiths. The directors are: H. K. S. Hemming, A. McFee, H. K. Danford, C. A. Duclos, all of Montreal; and C. A. Younge, Winnipeg.

* * *

The White Rock Brewing Co., Limited, Ste. Theresa de Blainville, Que., have been incorporated with a capital of $50,000, to carry on in Canada the business of brewers, malters, distillers, canners, and vinegar and pickle manufacturers, and to acquire the brewing and malting business carried on at Ste. Therese de Blainville under the name of La Brasseries Du Nord. The directors are: D. Clouthier, Ste. Theresa de Blainville; G. C. Douglass, R. Douglass, and J. L. Gagnon, all of Montreal; A. R. Bedard, Quebec.

* * *

The Church & Watt Co., capitalized at $40,000, of which $10,000 is now paid up, are negotiating with the St. Mary's Board of Trade with the idea of establishing a harness factory in that town. They propose to erect a factory to cost $7,000, and install machinery valued at $8,000.

* * *

The Kingston & Dominion Central Railway will apply through Walter Barwick, Toronto, to the Legislature for incorporation. The object of the organization is to build an electric railroad from Kingston to a point on Georgian Bay between Parry Sound and Midland, and also to construct and operate steamships, telegraph and telephone lines in connection with the railroad line.

* * *

The Yarmouth Light, N. S., says that the Western Iron & Steel Co., which was incorporated two years ago with a capital of $3,000,000, will begin shortly the development of the iron ore districts at Torbrook, Annapolis County, N. S. It is also said that the company have under consideration the erection of blast furnaces at Parrsboro, utilizing the coal from the Spring Hill collieries in the manufacture of the coke necessary for the furnaces.

* * *

It has been announced in Victoria, B. C., that a number of mines in British Columbia, consisting chiefly of silver-lead mines, which have been idle for some time, have now resumed operations. Among these is the St. Eugene at Moyie, which mine has a large output of silver-lead ore. The restarting of this important mine is regarded as being indicative of the improved condition of this industry in the Kootenay District.

* * *

The absence of Bessemer ore in any quantity has been a great drawback to the establishment of an iron and steel industry in Ontario. The Crown Lands Department have received reports to the effect that the International Iron Co. have made a rich strike of ore in Hunter's Island District, Ont., just north of the international boundary line, and a few miles from the Vermillion iron range of the Northern States. Should this deposit turn out to be as extensive and of a richness such as the reports

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TARRED or DRY.

For Lining—Houses, Barns and Stables. Extra strong, full weight, best quality. When ordering from your dealer DEMAND the "Shield Brand." It's a quick seller.

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Roof it with Corrugated Galvanized Steel Sheets, in 8 ft. lengths. They are applied over sheeting or direct to rafters, making a light strong covering. Very lasting; lightning and fire proof.

Ask for our *free catalogue* and send rafter and ridge lenghts. For estimates

The Metal Shingle & Siding Co., Limited
PRESTON, ONT.

DO YOU

WAIT FOR TRADE OR GO AFTER IT?

WHEN YOU BUILD A NEW HOUSE

Roof it with our Galvanized Steel Shingles. They are lasting and ornamental; lightning and fire proof, and keep out the weather.

Send careful dimensions of roof for free estimate and *free catalogue.*

The Metal Shingle & Siding Co., Limited
PRESTON, ONT.

Your answer is an index to your success. There are various ways of going after trade, and one important way is to

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ADVERTISE

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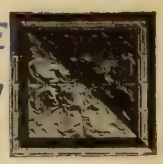

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We can help you to do it cheaply and permantly with our Sheet Metal building materials. They are ornamental, durable, lightning and fire proof.

Write us about your plans and ask for our *free catalogue.*

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YOUR PLASTER CEILING is Tumbling Down

And lets the heat out and the cold in and looks unsightly. Why not cover with one of our handsome Metal Ceilings which goes right over the plaster? Their cost is small. Send careful size and diagram of room for free estimate and *design catalogue.*

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THE METAL SHINGLE & SIDING CO., Limited, - Preston, Ont.

Representatives: CLARE & BROCKEST, Winnipeg. ELLIS & GROGAN, Calgary.

NOT IN THE COMBINE

Ask for Prices of

Shovels, Spades, Scoops, Etc.

WE HAVE A LARGE STOCK.

CANADA HARDWARE CO., Limited, Montreal

from the Iron Company claim, the prospects of the development of an iron and steel industry in Ontario are good.

NOTES.

The Frost Wire Fence Co. are erecting a $100,000 plant in Hamilton.

About 50 laborers employed by the Montreal Steel Co. have gone out on strike.

The rod mill of the Dominion Iron & Steel Co., at Sydney, N. S., has commenced operations.

The Canada Screw Co., Hamilton, are making alterations to their premises to cost $1,500.

The Hartney Manufacturing Co., Hartney, Man., are erecting several new buildings.

The Guelph Junction Railway have been granted power to extend their line from Guelph to Goderich.

The Woodstock Lumber and Manufacturing Co. are applying for incorporation. Those interested are: J. N. W. Winslow, H. W. Bourne, H. Post, W. Stone, and A. Stone, all of Woodstock.

President MacKenzie, of the Canadian Northern, says that the construction work on their road will be completed to Edmonton this Summer.

Barber & Ellis, manufacturing and wholesale stationers, Toronto, who were burned out in the recent fire, will maintain their Toronto warehouse, but it is possible that they may remove their factory to Brantford.

It seems very probable that there will be zinc smelting works established at Fernie, B. C. The Crow's Nest Pass Coal Co. have been asked to quote prices on slack coal for use in this proposed smelter.

Chas. Moore, secretary of the Union Trust Co., says that the first output of the Canadian Improvement Co., formerly the Consolidated Lake Superior Co., will be steel rails, which will start with 100 tons per day.

All the steel work of the buildings of the International Portland Cement Co. near Ottawa, is now completed, and other work on the plant is being pushed ahead rapidly. The severe Winter has delayed the work somewhat, but now building is going on quickly.

At the recent meeting of the Brandon Board of Trade a communication from the Palmerston Carriage Factory was read, asking for information regarding the privileges granted by the city to manufacturers, and proposing to erect a carriage factory there to employ 100 hands.

Foley Bros., Larson & Co., the American contracting firm who have secured the contract for all the construction work of the C. P. R. in the west this season, say that they will employ only Canadian labor in the carrying out of their contracts.

The Vancouver Portland Cement Co., Limited, Vancouver, B. C., have been incorporated with a capital of $500,000, to manufacture and deal in Portland and all other kinds of cements.

The National Herb Co., Limited, Toronto, have been incorporated with a capital of $25,000, to manufacture and sell medicine. The directors are: J. J. Lindsay and H. L. Thompson, both of Toronto; G. H. Lindsay and C. E. Lindsay, both of Lindsay, Ont.

A PNEUMATIC HAMMER.

THE Iron & Steel Trades Review, London, Eng., says that J. G. Peiseler, Runsheid, has put upon the market a pneumatic hammer with automatic forging appliance which will help in the changes that are now going on in the manufacture of files. The invention consists of a cylinder containing two separate pistons, the upper one driven by a crank and connecting rod, the lower one connected to the ram of the hammer. When the upper piston rises, the ram piston is drawn up by suction; on descending the ram piston is forced down by virtue of the air between the two pistons being compressed. The space below the ram piston is in communication with the atmosphere by means of an air opening in the side of the cylinder. The maximum striking force is attained at full speed, but the intensity of the blow can be modified by adjusting a nut on the regulating rod of the distribution slide, which decreases the size of the air opening in the cylinder mentioned above, thus producing a cushioning effect on the ram piston as it descends.

The machine is applicable to the forging of square, triangular, hexagonal and round sections.

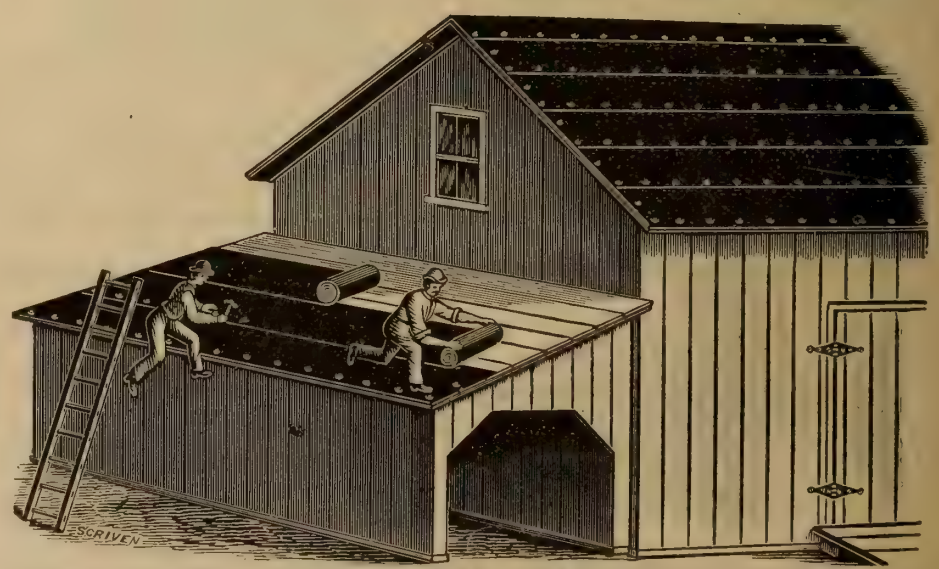
STRUCTURAL STEEL CONTRACTS.

Many hardware merchants have not realized the possibility of business opened up to them in the building operations in their vicinity.

Let us, for instance, grant that a school is to be erected in the hardware-dealer's locality. A score of materials will be needed, all the way from cement for the foundation to roofing material for the roof. Of these materials the hardwareman may get enough profit out of one to recoup him for the efforts he has spent in selling all.

How many hardware merchants really appreciate the offer made by the Hamilton Bridge Works Co., Hamilton, Ont., regarding their structural steel. Modern architecture is demanding, in constantly increasing degree, the use of structural steel in building operations. This firm, recognizing the reliability of hardware merchants and the wide connection they have with building operations, have made an offer to the trade which should not be neglected.

They ask retailers to act as their agents; not to carry stock, but rather to be on the lookout for business. When the hardwareman learns of a building to be erected which will call for structural steel, he is requested to give as full information as possible to the Hamilton Bridge Works Co., and to use his influence to secure the order for that firm. He is not called upon to stock or instal any goods, merely to secure information and to use his personal influence.



USE MICA ROOFING For Flat or Steep Roofs. It is Waterproof Fireproof, quickly and very easily laid, and cheaper than other roofing.

HAMILTON MICA ROOFING CO.,

60 Catherine Street North, - - - HAMILTON, CANADA.

. . FULL STOCK . .

Salt Glazed Vitrified

SEWER PIPE

Double Strength Culvert Pipe a Specialty.

THE CANADIAN SEWER PIPE CO.

HAMILTON, ONT. TORONTO, ONT.
ST. JOHNS, QUE.

OAKEY'S The original and only Genuine Preparation for Cleaning Cutlery. 6d. and 1s. Canisters

'WELLINGTON' KNIFE POLISH

JOHN OAKEY & SONS, LIMITED

MANUFACTURERS OF

Emery, Black Lead, Emery, Glass and Flint Cloths and Papers, etc.

Wellington Mills, London, England

Agent:
JOHN FORMAN, 644 Craig Street
MONTREAL.

DO YOU KNOW US?

Get Acquainted.

We cut BRASS AND COPPER SHEETS to any size.

Promptly, too.

The Booth Copper Co.,
LIMITED,
119-123 Queen St. East,
TORONTO.

Permanent, Economical, Handsome.

Arrow Brand Asphalt Ready Roofing.

Comes in rolls, ready to lay, with nails and cement.
All ready covered with white sea gravel. No further attention after laid.

A. C. JENKING, Sole Agent,
Room 215 Coristine Building, - MONTREAL.
Sun, Frost, Water, Fumes DO NOT affect it. Write to-day for agency.

Will Hold Up a Shelf!

That's what a shelf bracket is for.

For this purpose there can be NOTHING BETTER, NOTHING CHEAPER than the BRADLEY STEEL BRACKET. It is well Japanned, Strong and Light. The saving in freight is a good profit, aside from the lower price at which the goods are sold. Order direct or through your jobber.

ATLAS MFG. CO.,
New Haven, Conn., U.S.A.

CHARLES BAYNES, - England.
KNUZDEN BROOK,
MAKER OF THE BLACKBURN,

"CLICK-CLACK"
HACK SAW BLADES.

In Factory Solely Devoted to Making Hack Saw Blades. **NONE BETTER.** In All sizes of Best English Steel.

PORTLAND CEMENTS

Best German, Belgian and English Brands.

FIRE BRICKS
FIRE CLAY
FLUE LININGS
DRAIN PIPES
HARD WALL PLASTER
CALCINED PLASTER
WHEELBARROWS
MORTAR STAINS.

A Full Stock of Builders' and Contractors' Supplies.

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40 to 52 McGill St (Cor. Wellington St.)
MONTREAL.
Write for our quotations.

The Hanover Portland Cement Co., Limited
HANOVER, ONTARIO.

Manufacturers of the Celebrated **"Saugeen Brand"** OF PORTLAND CEMENT.

Prices on application.

"THE EMLYN" SAW BENCH

Made in 6 sizes. Best value obtainable. Specially designed for export With or without "Emlyn" Patent Guard. Sole maker—

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Cables— "Machinery," Newport. Emlyn Engineering Works NEWPORT, MON., ENGLAND

$2 FOR THIS SMALL SUM THE **$2**

MANUFACTURER and SUPPLY MERCHANT

may keep posted on new openings for trade.

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reports weekly all projected building and other construction works throughout Canada as well as new business enterprises.

Send your name and address with $2 for a year's subscription to

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$2 *TORONTO and MONTREAL* **$2**

Roof Builders

We take contracts for

Metallic Roofing

Vancouver or Sydney, or any place in between. We do work of the highest quality. Correspond with us.

THE A. B. ORMSBY LIMITED,
Cor. Queen and George Streets,
TORONTO, ONT.

ATKINS HIGH-GRADE, CROSS-CUT SAWS ARE SUPERIOR TO ALL OTHERS IN MATERIAL, TEMPER, WORKMANSHIP FINISH AND CUTTING QUALITIES.

OUR VICTOR, TUTTLE TOOTH AND SEGMENT GROUND SAWS ARE THE FAVORITES IN THE CAMPS

E. C. ATKINS & CO.,
INCORPORATED.
Factories and Home Office: INDIANAPOLIS, IND., U.S.A.

LEADING MANUFACTURERS OF HIGH-GRADE, CROSS-CUT, HAND, BAND, CIRCULAR, HACK, BACK, WOOD AND SMALL SAWS OF ALL KINDS

Write for Catalogue and Prices

C. D. TEN EYCK, Sales Agent for Canada. Toronto Office; 30 Front St. East. Tel. Main 1896.

WESTERN ASSURANCE COMPANY.

Incorporated 1851

FIRE AND MARINE

Head Office Toronto, Ont.

Capital - $2,000,000.00
Assets, over - - 3,546,000.00
Annual Income - 3,678,000.00

HON. GEO. A. COX, President.

J. J. KENNY, Vice-President and Man. Director.

C. C. FOSTER, Secretary.

BRITISH AMERICA ASSURANCE COMP'Y

FIRE AND MARINE.

Incorporated 1833

CASH CAPITAL, $1,000,000.00.
TOTAL ASSETS, $2,024,096.02.
LOSSES PAID SINCE ORGANIZATION, $23,886,005.32.

HEAD OFFICE, - BRITISH AMERICA BUILDING, Cor. Front and Scott Sts., Toronto.

HON. GEO. A. COX, President. J. J. KENNY, Vice-President and Managing Director
P. H. SIMS, Secretary.

Money

CAN BE SAVED BY MEANS OF AN ENDOWMENT POLICY.

YOU CAN ONLY SECURE SUCH A POLICY WHILE YOU ARE IN GOOD HEALTH.

Pamphlets and Full Particulars regarding the New Accumulation Endowment Policy sent on application.

Confederation Life ASSOCIATION.

W. H. BEATTY, PRESIDENT.

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J. K. MACDONALD, MANAGING DIRECTOR.

HEAD OFFICE, - TORONTO, CANADA.

THE CANADIAN BANK OF COMMERCE.

Paid-up Capital, - - $8,700,000
Rest, - - - - $3,000,000

HEAD OFFICE: TORONTO, CANADA.

HON. GEO. A. COX, President. B. E. WALKER, General Manager.

The offices of this Bank number 109, distributed as follows:

LONDON, ENG., 60 Lombard St., E.C., S. Cameron Alexander, Manager.

NEW YORK, N.Y., 16 Exchange Place, Wm. Gray and H. B. Walker, Agents

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5 Branches in the United States, including the principal cities of the Pacific Coast:

SAN FRANCISCO, CAL., Arch. Kains, Manager.
SKAGWAY, ALASKA, H. M. Lay, Manager.
SEATTLE, WASHINGTON, G. V. Holt, Manager.
PORTLAND, OREGON, E. A. Wyld, Manager.

A General Banking Business Transacted.

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The distribution of its Canadian branches covering all the principal cities and towns throughout the Dominion, its own offices in England and the United States, and its correspondents in all parts of the world, enable The Canadian Bank of Commerce to offer unexcelled facilities to merchants, manufacturers and exporters for the transaction of their business.

MANUFACTURERS AND MERCHANTS.

It may be necessary for your staff to have fidelity bonds. We act as surety on such. We are known the world over.

Write to us for terms and particulars.

The London Guarantee & Accident Co., Limited,

D. W. ALEXANDER, General Manager for Canada,

Canada Life Building, - - - TORONTO.

CAPITAL PAID UP, - - $1,000,000.
RESERVE FUND, - - 1,000,000.

The Metropolitan Bank

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HEAD OFFICE, - - TORONTO.

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GENERAL BANKING BUSINESS TRANSACTED

SAVINGS DEPARTMENT at all Branches.

ACCOUNTS SOLICITED.

Drafts Bought and Sold.
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FINANCE AND INSURANCE

BANK clearings for March in the United States have been the smallest since 1901, and bank failures the heaviest since 1897. Especially has this been the case in the West. Following up the decline in stocks, commodities are now beginning to recede as well, making the cost of living cheaper for the wage-earner. The fact that at length prices are declining is proof, as in the stock market, that decline is a necessity at last and must go further, unless there is to be a revival of trade, which seems impossible. That the old level was abnormal and that the new level is more reasonable may both be admitted without making the marking-down process painful to sellers. In plain English, commercial classes are about to experience something of what Wall street has already passed through.

* * *

THE thirty-fourth annual report and list of shareholders of the Royal Bank of Canada has been issued in the form of a handsome booklet. The report exhibits a satisfactory increase in the business of the bank during 1903. Deposits have grown considerably. Both the paid-up capital and the reserve fund have been increased to $3,000,000 and the balance of profits carried forward exceeded the same balance in 1902 by nearly one hundred per cent. The assets of the bank exhibit a corresponding increase, being now well over $25,000,000. Altogether the report is a most satisfactory one.

In addition to the list of shareholders, with their holdings, several pages of statistics about the Dominion of Canada are appended, supplying in concise form much useful information.

* * *

SOME writers, in this country, have been making very favorable criticisms on the great advances made by the Canadian banking institutions. Taking 1st January, 1903, as a basis, comparisons have been made of the Dominion and Australian banking systems.

Thus, the Canadian banking returns—approximately—compare as follows with those of the Commonwealth :

	Canada.	Commonwealth
Note circulation	£13,485,117	£ 3,128,184
Deposits	79,725,886	88,543,660
Specie	2,578,447	19,413,191
Government notes	4,946,115	631,068
Paid-up capital	15,679,746	16,914,280
Reserves	10,074,817	5,783,689

The comparison is an interesting one, as it clearly shows the difference between the two systems of banking.

* * *

IN their review of the stock market, under date of April 22, Aemilius Jarvis & Co., Toronto, say : "Money locally appears to be gradually working easier. It is not unlikely, however, that there may be a temporary check in this direction as the result of the heavy sums the insurance companies will be called upon to pay to the owners of buildings destroyed by fire here. It is too early to express a very definite opinion as to whether this fire may have any serious effect on our local stock markets. None has been evidenced so far, and it would appear to us probable that none of the companies affected would be the owners of any considerable quantities of the stocks ordinarily dealt in on our exchange. In the absence of any forced liquidation, the financial situation is sufficiently easy to justify our feeling that the call of loans by fire insurance companies should not materially affect prices."

* * *

ON April 22 the Toronto Board of Underwriters ratified the schedule increasing fire insurance rates in Toronto by 75 per cent. The schedule reads : "Extra rates and tariff changes operative on and after 20th inst., for all business, new and renewal.

"Congested District—On all mercantile, schedule and other specially rated risks, building and contents, except dwellings, add $1.00 to rate. Where three year policies are permitted, the extra to be added to the three year rate.

"Outside District—On all risks, building and contents, except dwellings, add 50c to rate. A reduction of 25c may be made on residential store risks in outside district, with the usual warranty. Where three year policies are permitted, the extra to be added to the three year rate.

"Sprinklered risks and fire-proof buildings—Half the foregoing extras to be added to rate, buildings and contents.

"Co-insurance—A reduction of 15 per cent. from rate on building, and 10 per cent. on contents may be allowed for the 80 per cent. co-insurance clause.

"New policies—New policies must be issued on all risks affected by these changes."

Liverpool & London & Globe
INSURANCE COMPANY

Capital and Assets exceed - $60,000,000
Investments in Canada exceed 3,000,000
Claims Paid exceed - - - - 200,000,000

The Toronto Agency of this Company, so long held by Joseph B. Reed, will in future be carried on by Joseph B. Reed & Sons, the partnership consisting of Joseph B. Reed. J. Carl Reed and LeGrand Reed.

Offices : 51 YONGE ST. Tel. Main 597

THE BEST STOCK
TEES DESKS !!!
THE LOWEST PRICES
TEES & CO.
300 St. James St., - - MONTREAL

Roofing Felt Factory
Harbor St.,
Montreal.

Paper Manufacturers

Paper Mills,
Joliette,
Quebec.

Building Papers
Ready Roofing
Pitch and Roofing Cement

Black Diamond Brand
TARRED FELT.

Brown and Manilla Wrapping
Hanging and Print,
Colored Papers

ALEX. McARTHUR & CO., LIMITED. Office 82 McGill St., Montreal

CURRENT MARKET QUOTATIONS.

May 6, 1904.

These prices are for such qualities and quantities as are usually ordered by retail dealers on the usual terms of credit, the lowest figures being for larger quantities and prompt pay. Large cash buyers can frequently make purchases at better prices. The Editor is anxious to be informed at once of any apparent errors in this list, as the desire is to make it perfectly accurate.

METALS.

TIN.

Lamb and Flag and Straits—
56 and 28-lb. ingots, 100 lb. $30 00 $31 00

TINPLATES.

Charcoal Plates—Bright.

	Per box.
M.L.S., equal to Bradley—	
I C, usual sizes	$6 50
I X "	8 00
I X X "	9 50
Famous, equal to Bradley—	
I C	6 75
I X	8 25
I X X	9 75
Raven and Vulture Grades—	
I C, usual sizes	4 25
I X "	5 00
I X X "	5 75
I X X X "	6 50

"Dominion Crown Best"—Double Coated, Tissued.

	Per box.
I C	5 50
I X	6 50
X X	7 50

Allaway's Best"—Standard Quality.

I C	4 50
I X	5 50
I X X	6 50

Coke Plates—Bright.

Bessemer Steel—	
I.C., usual size, 14x20	3 50
I.C., special sizes, base	3 75
20x28	7 50

Charcoal Plates—Terne

Dean or J. G. Grade—	
I.C., 20x28, 112 sheets	7 50
IX., Terne Tin	10 50

Charcoal Tin Boiler Plates.

Cookley Grade—
X X, 14x56, 50 sheet bxs. / " 14x60, " / " 14x65, " } 7 00

Tinned Sheets.

72x30 up to 24 gauge	7 25	7 50
" " 26 "	7 75	8 00

IRON AND STEEL.

Common bar, per 100 lb	....	1 80
Refined "	....	2 20
Horseshoe Iron "	....	2 25
Hoop steel, 1½ to 3-in. base	....	2 75
Sleigh shoe steel, "	....	2 10
Tire steel	2 30	2 50
Reeled machinery	....	3 00
Toe calk steel	2 85	3 00
T. Firth&Co.'s tool steel, per lb	0 12½	0 13
Jessop's high speed steel	....	0 60
" standard tool steel	....	0 14
" crucible sheet steel	....	0 14
" Chas. Leonard's tool	0 08	0 09
Crucible Steel Co.		
" Black Diamond	0 10	0 11
" Silver steel	....	0 13
" Special	....	0 17
" Rex high speed steel	0 65	0 75
" Self Hardening	0 45	0 50
Sanderson's Crucible Tool	0 08	0 09
" Superior "	0 12	0 13
" Extra Anld	....	0 15
" Self Hardening	0 45	0 50
" Rex high speed	0 65	0 75
Jonas & Colver's tool steel	0 10	0 20
" "Air Hardening"	....	0 70
Drill steel, per lb	0 08	0 10
Russia Iron—Genuine	....	0 11

BABBIT METAL.

"Tandem," A	per lb.	0 27
" B	"	0 21
" C	"	0 11½
Frictionless Metal	"	0 23

Syracuse Smelting Works:

Aluminum, genuine	0 45
Government, "	0 44
Tough, "	0 40
Hard, "	0 40
Dynamo	0 30
Special	0 25
Harmony	0 22
Car Box	0 20
Extra	0 15

The Canada Metal Co.:

Imperial, genuine,	0 40
Metallic	0 30
Hercules	0 20
Star	0 15
No. 1	0 12
No. 2	0 10
No. 3	0 06
No. 4	0 05

Geo. Langwell & Son.

No. 1	0 08
No. 2	0 07
No. 3	0 05½
Extra	0 09½

BLACK SHEETS.

	Montreal.	Toronto
10 and 16 gauge	2 25	2 50
18 gauge	2 30	2 50
20 "	2 30	2 50
22 to 24 gauge	2 35	2 70
26 "	2 40	2 80
28	2 40	2 90

COPPER WIRE.

Discount, 50 per cent.

CANADA PLATES.

Ordinary	2 60
All bright	3 50

Galvanized Canada Plates—

	Ordinary.	Dom. Crown.
18x24x52	4 25	4 35
" 60	4 50	4 60
20x28x80	8 50	8 70
" 94	9 00	9 20

GALVANIZED SHEETS.

	Fleur-de-Lis.	Gordon Crown.	Comet	Queen's Bell. Head
16 gauge	3 65	....	....	....
18 to 24 gauge	3 75	3 75	3 75	3 75
26 "	4 00	4 00	3 90	4 00
28 "	4 25	4 25	4 05	4 25

American brands, $4.00 for 28 gauge.
Less than case lots 10 to 15c. extra.

CHAIN.

Proof coil, 3-16 in., per 100 lb.	....	....
" ¼ "	....	5 60
" 5-16 "	....	4 45
" ⅜ "	....	3 85
" 7-16 "	....	3 70
" ½ "	....	3 55
" 9-16 "	....	3 45
" ⅝ "	....	3 35
" ¾ "	....	3 25

Halter, kennel and post chains, 40 to 40 and 5 per cent.

Cow ties	40 p.c.
Tie out chains	65 p.c.
Stall fixtures	35 p.c.
Trace chain	45 p.c.

Jack chain, iron, single and double, discount 35 p.c.
Jack chain, brass, single and double, discount 40 p.c.

COPPER.

Ingot. Per 100 lb.

Casting, car lots 13 75

Bars.

Cut lengths, round, ½ to ⅞ in.	21 00	23 00
" round and square, 1 to 2 inches	21 00	23 00

Sheet.

Plain, 16 oz., 14x48 and 14x60	20 00
Plain, 14 oz.,	21 00
Tinned copper sheet	24 00
Planished	32 00

Braziers' (in sheets).

4x6 ft., 25 to 30 lb. each, per lb.	0 22
" 35 to 45 " "	0 21
" 50-lb. and above "	0 20

BOILER AND T.K. PITTS.

Plain tinned, per lb	0 28
Spun, per lb	0 32

BRASS.

Rod and Sheet, 14 to 30 gauge, 15 per cent.

Sheets, hard-rolled, 2x4	0 23
Tubing, base, per lb	0 23½

ZINC SPELTER.

Foreign, per 100 lb	6 00	6 25
Domestic " "	....	....

ZINC SHEET.

5-cwt. casks	6 15	6 50
Part casks	6 50	7 00

LEAD.

Imported Pig, per 100 lb.	3 20	3 30
Bar, per lb	....	0 05
Sheets, 2½ lb. sq. ft., by roll	....	0 06½
Sheets, 3 to 6 lb. "	....	0 06

NOTE.—Cut sheets ½c. per lb., extra. Pipe, by the roll, usual weights per yard, lists at 7c. per lb. and 35 p.c dis. f.o.b. Toronto.

NOTE.—Cut lengths, net price, waste pipe 8-ft. lengths, lists at 8c.

ANTIMONY.

Cookson's .... per lb. 7 50 8 00

SHOT.

Common, $6.50 per 100 lb.; chilled, $7.00 per 100 lb.; buck, seal and ball, $7.50. Discount, 17½ p.c. Prices are f.o.b. Toronto, Hamilton, Montreal, St. John and Halifax. Terms, 3 p.c. cash, freights equalized.

PLUMBING GOODS.

BATH TUBS.

Zinc 6 00
Copper, discount 20 per cent. off revised list.

BATHS.

Standard Enameled.

5½-ft. rolled rim, 1st quality	21 60
5½ " " " 2nd "	17 85

CLOSETS.

	Net.
Fittings	1 00
Plain Simplex Syphon Jet	9 00
Emb. " " "	9 50
Fittings	1 25
Low Down Elgin or Teutonic, plain	6 00
Low " " " emb.	6 50
Connection	1 25
Plain Richelieu	4 25
Emb. "	4 50
Connections	1 25
Basins, P.O., 14-in	0 63
Basins, oval, 17 x 14-in.	1 50
Basins, " 19 x 15-in.	2 00

IRON PIPE.

Black pipe—	Per 100 feet.
⅛ inch	3 05
¼ "	2 07
⅜ "	2 25
½ "	2 50
¾ "	3 22
1 "	4 58
1¼ "	6 47
1½ "	7 85
2 "	11 05
2½ "	19 25
3 "	22 75
3½ "	28 75
4 "	35 25
4½ "	41 00
5 "	44 00
"	57 50

Galvanized pipe—	
¼ inch	2 88
⅜ "	3 11
½ "	3 42
¾ "	4 40
1 "	6 35
1¼ "	8 80
1½ "	10 75
2 "	14 80

Malleable Fittings—Discount 20 p.c.
Cast Iron Fittings—
Standard, 57½ per cent.; unions, 55 per cent.; on nipples, headers and flanged unions, 60 per cent.

PLUMBERS' BRASS GOODS.

Standard Compression work, dis. 60 & 10 p.c.
Cushion work, discount 50 per cent.
Fuller work, discount 70 per cent.
6 dozen lots and over of the above, extra discount 10 per cent.
Lever handle Stops and Waste, discount 60 per cent. With, in lots of 2 dozen and over, an extra discount of 10 per cent.
J.M.T. Globe, Angle and Check Valves, discount 55 per cent.
Standard Globe, Angle and Check Valves, discount 60 per cent.
"Kerr" Globe, Angle and Check Valve, discount 60 per cent.
J. M. T. Radiator Valves discount 55 per cent.
Standard Radiator Valves, discount 60 per cent.
Patent Quick-Opening Valves, discount 65 per cent.

No. 1 compression bath cock	net	1 75
No. 4 " "	"	1 90
No .7 Fuller's	"	2 10
No. 4½, "	"	2 25
Patent Compression Cushion, basin cock, hot and cold	per doz.	15 00
Patent Compression Cushion, bath cock, No. 2208		2 25

Square head brass cocks, discount 55 per cent
" " iron " " 50 to 60 "
Thompson Smoke-test Machine $25.00

RANGE BOILERS.

Dominion, 30 gallon	net	4 75
" 35 "	"	5 75
" 40 "	"	6 75
Copper, 30 gallon	"	22 00
" 35 "	"	24 00
" 40 "	"	28 00

Discount off copper boilers 15 per cent.

SOIL PIPE AND FITTINGS.

Light soil pipe, discount, 50 per cent.
" " fittings, discount 50 and 10 p.c.
Med. and Extra heavy pipe and fittings, dis. 60 per cent.
7 and 8-in. pipe, discount 40 and 5 per cent.

SOLDER.

	Per lb
Bar, half-and-half, guaranteed	0 19
Bar, half-and-half, commercial	0 18
Refined	0 18

STEEL BOILER PLATE.

¼ in	2 50	2 60
3-16 in	2 60	2 70
⅜ in. and thicker	2 50	2 60

PAINTS AND OILS.

COLORS IN OIL.

1-lb. tins, pure.

Venetian red, per lb.	0 08
Chrome yellow	0 15
Golden ochre	0 08
French "	0 06
Marine black	0 04
Chrome green	0 10
French Permanent green	0 13
Signwriters' black	0 15
Umber	0 11
Sienna	0

THE AGE OF STEEL.

—Structural STEEL for Buildings, Roofs, Bridges.
—We supply it, but first we want to know the names of builders with jobs on hand.
—Give us the names of these builders.
—We try to do the rest.
—If you help us get a contract, and we get it, we pay you well.

THE HAMILTON BRIDGE WORKS CO., LIMITED

Long Distance 'Phone, Hamilton 630. **HAMILTON, CANADA.**

COLORS DRY.

Pure in bbls., per cwt. Less than this quantity ½c. extra.

Common ochre, bbls.	....	2 50
Yellow ochre	....	1 12½
Brussels ochre	....	2 75
Venetian red,	1 50	2 25
English oxides,	3 00	3 25
American oxides	1 25	2 75
Canadian red oxides	....	1 50
Super magnetic oxides, 93 p.c.	....	2 00
Burnt sienna	....	9 00
" umber	6 00	7 00
Raw umber	6 00	7 00
Drop black	....	12 00
Chrome yellow	....	0 18
Chrome greens	....	5 50
French green	....	0 09
Golden ochre	....	2 75
Ultramarine blue, in 28-lb. bxs	7 00	10 00
Fire proof mineral	...	1 00
Genuine Eng. Litharge	....	4 50
Mortar color	....	1 00
Pure Indian red, lb	....	0 09
Whiting, bbl	....	0 65
English vermilion in 30-lb. bgs.	...	0 85

CASTOR OIL.

British, 1st. qual, in cases, per lb	0 08½	0 09½
" " small lots	0 10	0 10½

COD OIL, ETC.

Cod oil, per gal	0 50	0 55
Pure olive	....	1 40
" neatsfoot	....	0 90

WHITE LEAD. er 100 lb.

Pure	....	4 75
No. 1	....	4 50
No. 2	....	4 25
No. 3	....	3 87½
No. 4	....	3 50
Munro's Select Flake White	....	4 75
Elephant and Decorators' Pure	....	4 75
Monarch	....	5 00
Decorator's Pure	....	4 75
Essex Genuine	....	4 25
Sterling Pure	....	5 00
Island City Pure	....	5 00
Ramsay's Pure Lead	4 75	5 00
Ramsay's Exterior	4 50	4 75

RED LEAD.

Genuine, 560 lb. casks, per cwt	$4 25	$4 50
Genuine, 100 lb. kegs, "	....	4 75
No. 1, 560 lb. casks, per cwt	....	4 00
No. 1, 100 lb. kegs, per cwt	....	4 25

WHITE ZINC.

Extra Red Seal	0 06	0 08
French V. M.,	0 06	0 06¼
Lehigh	0 06	0 06¼

DRY WHITE LEAD.

Pure, casks	4 50
Pure, kegs	4 75
No. 1, casks	4 25
No. 1, kegs	4 50

PREPARED PAINTS.

In ¼, ½ and 1-gallon tins.

Pure, per gallon	....	1 20
Second qualities, per gallon	....	1 00
Barn (in bbls.)	0 60	0 90
The Sherwin-Williams paints	1 30	1 40
Canada Paint Co.'s pure	....	1 25
Toronto Lead & Color Co's pure	....	1 25
Sanderson Pearcy's pure	....	1 20
Standard Co.'s "New Era."	....	1 30
"Globe" barn	60	70
Francis-Frost Co.'s "Ark" B'd	....	1 25
" British Navy deck	....	1 50
Henderson & Potts's "Anchor"	....	1 35
Globe Paint Co.'s mixed	....	1 30
" barn and bridge	....	0 75
Ramsay's paints, Pure, per gal.	....	1 20
" Thistle, "	....	1 00
" Outside, bbls	0 55	0 65
Island City House Paint	....	1 25
" Floor "	....	1 25
Sterling House Paint	....	1 20
" Floor "	...	1 10
National	....	1 05

PUTTY.

Bulk in bbls	1 50
Bulk in less quantity	1 75
Bladders in bbls	1 75
Bladders in kegs, boxes or loose	1 90
25-lb. tins	1 85
12½ lb. tins	2 10
Bladders in bulk or tins less than 100 lb.	1 90

VARNISHES.

In 5-gal. lots.	Per gal.	Net.
Carriage, No. 1	1 50	1 60
Pale durable body	4 10	4 25
" rubbing	2 85	3 20
Gold size, japan	1 50	1 60
No. 1 brown japan	0 85	0 90
Elastic oak	....	1 50
Furniture, extra	1 10	1 25
" No. 1	0 90	1 00
Hard oil finish	1 35	1 50
Light oil finish	1 60	1 70
Damar	1 75	2 00
Shellac, white	2 40	2 50
" orange	2 30	2 40
Turpentine, brown japan	1 10	1 20
" black japan	1 10	1 20
" " No. 1.	0 85	0 90
Elastilite varnish, 1 gal. can, each		2 00
Granitine floor finish, per gal		2 75

Maple Leaf coach enamels; size 1, $1.20; size 2, 70c.; size 3, 40c. each.
Sherwin-Williams' kopal varnish, assorted case, from to 1 gal., $2.50.

GLUE.

Common	0 08	0 08½
French medal	0 10	0 14
White, extra	0 18	0 22
Gelatine	....	....
Strip	0 18	0 20
Coopers	0 19	0 20
Huttner	....	....
Ground	0 12	0 16
Cologne, genuine	....	

HARDWARE.

AMMUNITION.

Cartridges.

B. B. Caps Dominion, 50 and 5 per cent.
Rim Fire Pistol, discount 40 p.c., American.
Rim Fire Cartridges, Dominion, 50 and 5 p.c.
Central Fire Pistol and Rifle, 10 p.c., Amer.
Central Fire Cartridges, pistol sizes, Dominion, 30 per cent.
Central Fire Cartridges, Sporting and Military, Dominion, 15 per cent.
Central Fire, Military and Sporting, American, add 5 per cent. to list. B.B. Caps, discount 40 per cent., American.
Loaded and empty Shells, "Trap" and "Dominion" grades, 25 per cent. Rival and Nitro, 10 per cent. advance on list.
Brass Shot Shells, 55 per cent.
Primers, Dom., 30 per cent.; American, $1.60.

Wads.	per lb.
Best thick white felt wadding, in ¾-bags	$ 00
Best thick brown or grey felt wads, in ½-lb. bags	0 70
Best thick white card wads, in boxes of 500 each, 12 and smaller gauges	0 99
Best thick white card wads, in boxes of 500 each, 10 gauge	0 35
Best thick white card wads, in boxes of 500 each, 8 gauge	0 55
Thin card wads, in boxes of 1,000 each, 12 and smaller gauges	0 20
Thin card wads, in boxes of 1,000 each, 10 gauge	0 25
Thin card wads, in boxes of 1,000 each, 8 auge	...

Chemically prepared black edge grey cloth wads, in boxes of 250 each—	Per M.
11 and smaller gauge	0 60
9 and 10 gauges	0 70
7 and 8 "	0 90
5 and 6 "	1 10

Superior chemically prepared pink edge, best white cloth wads, in boxes of 250 each—	
11 and smaller gauge	1 15
9 and 10 gauges	1 40
7 and 8 "	1 65
5 and 6 "	1 90

ADZES.

Discount 20 per cent.

ANVILS.

Wright's, 80-lb. and over	0 10¾
Hay Budden, 80-lb. and over	0 09¾
Brook's, 80-lb. and over	0 11¼

AUGERS.

Gilmour's, discount 65 and 5 per cent. off list.

AXES.

Chopping Axes		
Single bit, per doz.	7 00	10 00
Double bit, "	10 00	18 00
Bench Axes, 40 per cent.		
Broad Axes, 25 per cent.		
Hunters' Axes	5 50	6 00
Boys' Axes	6 25	7 00
Splitting Axes	7 00	12 00
Handled Axes	....	10 00

AMERICAN AXE AND TOOL CO.

Red Ridge, boys', handled.	....	5 75
" hunters	....	5 25

AXLE GREASE.

Ordinary, per gross	6 00	7 00
Best quality	10 00	12 00

BELLS.

Hand.

Brass, 60 per cent.
Nickel, 55 per cent.

Cow.

American make, discount 63¾ per cent.
Canadian, discount 45 and 50 per cent.

Door.

Gongs, Sargant's	5 50	8 00

" Peterboro', discount 50 and 10 per cent. off new list.

Farm.

American, each	1 25	3 00

House.

American, per lb.	0 35	0 40

BELLOWS.

Hand, per doz.	3 35	4 75
Moulders', per doz.	7 50	10 00

Blacksmiths', discount 40 per cent.

BELTING.

Extra, 60 per cent.
Standard, 60 and 10 per cent.
No. 1, not wider than 6 in., 60, 10 and 10 per cent.
Agricultural, not wider than 4 in., 75 per cent.

BITS.

Auger.

Gilmour's, discount 60 per cent.
Rockford, discount 50 and 10 per cent.
Jennings' Gen., net list.

Car.

Gilmour's, 47½ per cent.

Expansive.

Clark's, 40 per cent.

Gimlet.

Clark's, per doz	0 65	0 90
Diamond, Shell, per doz.	1 00	1 50
Nail and Spike, per gross	2 25	5 20

BLIND AND BED STAPLES.

All sizes, per lb.	0 07¾	0 12

BOLTS AND NUTS

	Per cent.
Carriage Bolts, common ($1 list)	
" " 3-16 and ¼	60
" " 3-16 and ⅜	55 and 5
" " 7-16 and up	55
" " full sq. ($2.40 list)	60
" " Norway Iron ($3 list)	60
Machine Bolts, all sizes, ⅜ and less	60
Machine Bolts, 7-16 and up	55 and 5
Plough Bolts	55 and 5
Blank Bolts	55 and 5
Bolt Ends	55 and 5
Sleigh Shoe Bolts	70
Coach Screws, cone point	70

Nuts, square, all sizes, 4c. per lb. off.
Nuts, hexagon, all sizes, 4¾c. per lb. off.
Stove Rods, per lb., 5½ to 6c.

BOOT CALKS.

Small and medium, ball per M.	4 25
Small heel "	4 50

BRIGHT WIRE GOODS.

Discount 62½ per cent.

BUTCHERS' CLEAVERS.

German per doz.	6 00	9 00
American "	12 00	18 00

BUTCHER KNIVES.

Bailey's per doz.	0 60	6 30

BUILDING PAPER, ETC

Tarred Felt, per 100 lb.	85
Ready roofing, 2-ply, not under 45 lb. per roll	0 90
Ready roofing, 3-ply, not under 65 lb., per roll	1 15
Carpet Felt per ton	45 00
Heavy Straw Sheathing per ton	35 00
Dry Sheathing per roll, 400 sq. ft.	0 40
Tar " " 400 "	0 50
Dry Fibre " 400 "	0 55
Tarred Fibre " 400 "	0 65
O. K. & I. X. L " 400 "	0 70
Resin-sized " 400 "	0 45
Oiled Sheathing " 600 "	1 00
Oiled " " 400 "	0 70
Roof Coating, in barrels per gal.	0 17
Roof " small packages "	0 25
Refined Tar per barrel	5 00
Coal Tar "	4 00
Coal Tar, less than barrels per gal.	0 15
Roofing Pitch per 100 lb.	1 10

BULL RINGS.

Copper, $2.00 for 2½-inch, and $1.9 for 2-inch.

BUTTS.

Wrought Brass, net revised list.

Cast Iron.

Loose Pin, discount 60 per cent

Wrought Steel.

Fast Joint, discount 65, 10 and 2½ per cent.
Loose Pin, discount 65, 10 and 2½ per cent.
Berlin Bronzed, discount 70, 70 and 5 per cent

Gen. Bronzed per pair	0 40	0 65

CARPET STRETCHERS.

American per doz.	1 00	1 50
Bullard's "	....	6 50

CASTORS.

Bed, new list, discount 55 to 57½ per cent.
Plate, discount 52½ to 57½ per cent.

CATTLE LEADERS.

Nos. 32 and 33 per gross	7 50	8 50

CHALK.

Carpenters' Colored, per gross	0 45	0 75
White lump per cwt.	0 60	0 65
Red	0 05	0 06
Crayon per gross	0 14	0 18

CHISELS.

Socket, Framing and Firmer.

Broad's, discount 60 and 10 per cent.
Warnock's, discount 50 and 10 per cent.
P. S. & W. Extra, discount 60 and 10 per cen

FOODS—STOCK.

Colonial Stock Foods, 50c. packages, per doz	$4 00
" " " 25c. pkgs., "	2 00
" " " 10c. " "	75
" " " 25-lb. pail, each	1 30
Poultry Foods, 25c. packages	1 25
Cough Powders, per doz.	1 25
Worm " "	1 25
International Stock Foods, $1 packages, per doz.	8 00
International Stock Foods, per pail	2 75
" " " per bbl	10 50
" Poultry " $1 pkgs., per dz.	8 00
" Worm Powders, 50c. pkgs. "	4 00
" Pine Healing Oil, per doz	8 00
" Pheno-Chloro, $1 pkgs., per doz	8 00
" Hoof Ointment	8 00
" Compound Absorbent	16 00

Also 25c. pkgs. at $2 per doz. 50c. pkgs. at 4 per doz.

CLIPS

Axle, discount 65 per cent.

Paterson's Wire Edged Ready Roofing

has successfully stood the test of Canada's variable climate for over twenty years, and is the only popular substitute for shingles.

We are advertising the above Roofing extensively in the "Farmers' Magazines" and in all cases we ask prospective customers to order our goods from their local Hardware Merchants.

There will be a very large quantity of our Ready Roofing sold in the future, and you can't blame us if you don't get your share of that trade.

Prices, Samples and Testimonials from

The Paterson Mfg. Co., Limited

Toronto and Montreal.

COMPASSES, DIVIDERS, ETC.

American, discount 62½ to 65 per cent.

CONDUCTOR PIPE.

Plain or Corrugated.

2-inch	per 100 feet	3 00
3 "	" "	4 00
4 "	" "	5 25
5 "	" "	6 75
6 "	" "	9 00

CRADLES, GRAIN.

Canadian, discount 20 to 25 per cent.

CROSSCUT SAW HANDLES.

S. & D., No. 3	per pair	0 17½
S. & D., " 5	"	0 22½
S. & D., " 6	"	0 15
Boynton pattern	"	0 20

DOOR SPRINGS.

Torrey's Rod	per doz.	1 75
Coil, 9 to 11 in	"	0 95 1 65
English	"	2 00 4 00

DRAW KNIVES.

Coach and Wagon, discount 50 per cent.

Carpenters' discount 60 and 10 per cent.

DRILLS.

Hand and Breast.

Millar's Falls, per doz., net list.

DRILL BITS.

Morse, discount 37½ to 40 per cent.
Standard, discount 50 and 5 to 55 per cent.

FAUCETS.

Common, cork-lined, discount 35 per cent.

EAVETROUGHS.

10-inch per 100 ft. 10 00

ELBOWS (stovepipe.)

5 and 6-inch, common	per doz.	1 20
7-inch	"	1 35

Polished, 15c. per dozen extra.

ESCUTCHEONS.

Discount 50 and 10 per cent., new list

ESCUTCHEON PINS.

Iron, discount 40 per cent.

FACTORY MILK CANS.

Discount off revised list, 40 per cent.

FILES AND RASPS.

Great Western	70 and 10 per cent.
Arcade	70 " 10 "
Kearney & Foot	70 " 10 "
Disston's	70 " 10 "
American	70 " 10 "
J. Barton Smith	70 " 10 "
McClellan	70 " 10 "
Eagle	70 " 10 "
Nicholson, 60 and 10 to 60, 10 and	5 "
Royal	80 "
Globe	70 to 75 "

Black Diamond, 60 and 10 to 60, 10 and 5 per cent.
Jowitt's, English list, 25 to 27½ per cent.
Nicholson File Co.'s "Simplicity" file handle, per gross 85c. to $1.50

GLASS.

Size United Inches.	Window. Star Per 50 ft.	Window. Star Per 100 ft.	Box Price. D. Diamond Per 50 ft.	Box Price. D. Diamond Per 100 ft.
Under 26	....	3 80	....	5 06
26 to 40	....	4 00	....	5 44
41 to 50	....	4 50	....	6 56
51 to 60	....	4 75	....	7 50
61 to 70	....	5 00	....	8 62
71 to 80	....	5 30	....	9 38
81 to 85	....	....	....	10 75
86 to 90	....	....	....	12 30
91 to 95	....	....	....	15 00
96 to 100	....	....	....	18 00

Discount, 15 per cent.

GAUGES.

Marking, Mortise, Etc.

Stanley's discount 50 to 55 per cent.

Wire Gauges.

Winn's, Nos. 26 to 33	each	1 65	2 40

GILLETT'S POWDERED LYE.

1-case, $3.60; 3-case, $3.50; 5-case and over, $3.40.

HALTERS.

Rope, ⅜-inch	per gross	12 00
Rope, ½ "	"	9 00
Rope, ⅝ to ¾-inch	"	14 00
Leather, 1-inch	per doz.	4 00
Leather, 1½ "	"	5 20
Web	"	2 45

HAMMERS.

Nail.

Maydole's, discount 5 to 10 per cent. Canadian discount 25 to 27½ per cent.

Tack.

Magnetic	per doz.	1 10	1 20

Sledge.

Canadian	per lb.	0 07½	0 08½

Ball Pean.

English and Canadian, per lb.		0 22	0 25

HANDLES.

Axe, 2nd growth, per doz. net	3 00	4 00
tore door	per doz.	1 00	1 50

Fork.

C. & B., discount 40 per cent., revised list.

Hoe.

C. & B., discount 40 per cent., revised list.

Saw.

American	per doz.	1 00	1 25

Plane.

American	per gross	3 15	3 75

Hammer and Hatchet.

Canadian, discount 40 per cent.

HANGERS.

	doz.	pairs.
Steel barn door	8 00	10 00
Stearns, 4-inch	....	4 50
" 5-inch	....	6 00
Zenith	....	9 00
Lane's covered—		
No. 11, 5-foot run	....	8 40
No. 11½, 10-foot run	....	10 80
No. 12, 10-foot run	....	12 60
No. 14, 15-foot run	....	21 00
Steel, covered	4 00	11 00
" track, 1 x 3-16 in(100 ft)	....	3 75
" " 1½ x 3-16 in(100 ft)	....	4 75

HARVEST TOOLS.

Discount 60 per cent.

HATCHETS.

Canadian, discount 40 to 42½ per cent.

HAT ENAMEL.

Henderson & Potts' "Anchor Bran

HINGES.

Blind, Parker's, discount 60 per cent.

Heavy T and strap, 4-in., per lb.		0 06½
" 5-in., "		0 06½
" " 6-in., "		0 06
" " 8-in., "		0 05½
" " 10-in., "		0 05½

Light T and strap, discount 65 and 5 per cent
Screw hook and hinge—

6 to 10 in	per 100 lb.	....	4 50
12 in. up	"	....	3 25
Spring, No. 20,	per gro. pairs	....	10 50

HOES.

Garden, Mortar, etc., discount 60 per cent.

Planter	per doz.	4 00	4 50

HOLLOW WARE.

Tinned cast, 35 per cent.

HOOKS.

Cast Iron.

Bird cage	per doz.	0 50	1 10
Clothes line, No. 61	"	0 00	0 70
Harness	"	0 60	12 00
Hat and coat	per gro.	1 10	10 00
Chandelier	per doz.	0 50	1 00

Wrought Iron.

Wrought hooks and staples Canadian discount 60 per cent.

Wire.

Hat and coat, discount 60 per cent.

Belt	per 1,000	0 60

Screw, bright, discount 60 per cent.

HORSE NAILS.

"C" brand, 40, 10 and 7½ per cent. off list } Oval head
"M" brand, 55, per cent. } Oval head
Countersunk, 57½ per cent.
"Monarch," 50 and 7½ per cent.
"Peerless" 50 per cent. dis.

HORSESHOES.

F.O.B. Montreal

Iron Shoes.	No. 2 and larger.	No. 1 and smaller.
Light, medium and heavy	3 65	3 90
Snow shoes	3 90	4 15

Steel Shoes.

XL, sizes 1 to 5	....	5 35
Light, No. 2 and larger	....	3 80
No. 1 and smaller	....	4 05
Featherweight, all sizes 0 to 4	....	5 35
Toeweight, all sizes 1 to 4	....	6 60

JAPANNED WARE.

Discount 50 per cent.

ICE PICKS.

Star	per doz.	00	3 25

KETTLES.

Brass spun 7½ per cent. discount off new list.

Copper	per lb.	0 30	0 50

American, 60 and 10 to 65 and 5 per cent.

KEYS.

Lock, Canadian dis. 40 to 40 and 10 per cent.
Cabinet, trunk and padlock,

American	per gross	0 60

KNOBS.

Door, japanned and N.P., per doz.	1 50	2 50
Bronze, Berlin	per doz.	2 75	3 25
Bronze, Genuine	"	6 00	9 00
Shutter, porcelain, F. & L. screw	per gross	1 30	00
White door knobs	per doz.	....	00

HAY KNIVES.

Net prices.

LAMP WICKS.

Discount, 60 per cent.

LANTERNS.

Cold Blast	per doz.	7 00
No. 3, "Wright's"	"	8 50
Ordinary, with O burner	"	4 00
Dashboard, cold blast	"	9 00
No. 0	"	5 75

Japanning, 50c. per doz. extra.

LEMON SQUEEZERS.

Porcelain lined	per doz.	2 20	5 60
Galvanized	"	1 87	3 85
King, wood	"	2 75	2 90
King, glass	"	4 00	4 50
All glass	"	0 50	0 90

LINES.

Fish	per gross	1 05	2 50
Chalk	"	1 90	7 40

LAWN MOWERS.

Woodyatt, 10½-in. wheel, 14-in. cut			8 50
Star, 9 -in.	"	"	7 00
Daisy, 8 -in.	"	" (net)	2 87½
Philadelphia, 7½-in.	"	"	7 00
Ontario, 7½-in.	"	"	15 80
King Edw'd, 12-in.	"	"	9 50

Discount, 50 per cent., with freight concessions in quantity shipments.

Maxwell & Sons:

10½-in. high wheel	7 50	10 00
9-in.	5 50	6 25
8-in.	4 90	5 50

Discount 50 per cent.

LOCKS.

Canadian, 50 to 50 and 10 per cent.
Russell & Erwin ...per doz.

Cabinet.

Eagle, discount 30 per cent.

Padlocks.

English and Am.	per doz.	0 50	6 00

Eagle, discount 20 to 25 per cent.

MACHINE SCREWS.

Iron and Brass.

Flat head, discount 25 per cent.
Round head, discount 20 per cent.

MALLETS.

Tinsmiths'	per doz.	1 25	1 50
Carpenters', hickory,	"	1 25	3 75
Lignum Vitae	"	3 25	5 00
Caulking, each		0 60	2 00

MATTOCKS.

Canadian	per doz.	5 50	6 50

MEAT CUTTERS.

American, discoun 3¼ per cent.
German, 15 per cen

Gem	each	....	1 15

MILK CAN TRIMMINGS.

Discount 25 per cent.

NAILS.	Cut.	Wire.
2d and 3d	3 30	3 45
3d	2 95	3 12
4 and 5d	2 70	2 95
6 and 7d	2 60	2 80
8 and 9d	2 45	2 60
10 and 12d	2 40	2 55
16 and 20d	2 35	2 50
30, 40, 50 and 60d (base)	2 30	2 45

Cut nails in carlots 5c. less.
Wire nails in carlots are $2.40.
Steel cut nails 10c. extra.
Miscellaneous wire nails, discount 75 per cent.
Coopers' nails, discount 30 per cent.

NAIL PULLERS.

German and American	1 75	50

NAIL SETS.

Square, round and octagon, per gross	3 38
Diamond	1 00

POULTRY NETTING.

2-in. Mesh, 19 w.g., dis. 60 per cent.
2-in. Mesh, 16 w.g. and heavier, 50 p.c.

OAKUM.

U. S. Navy	per 100 lb.	....	6 75
Plumbers	"	....	3 00

OILERS.

McClary's Model galvanized oil can, with pump, 5 gallon, per dozen 10 00
Davidson oilers, discount 40 per cent.
Zinc and tin, discount 50, 50 and 10 per cent.

Copper	per doz.	1 25	3 50
Brass	"	1 50	3 50

Malleable, discount 25 per cent

GALVANIZED PAILS.

Dufferin pattern pails, discount 45 per cent
Flaring pattern, discount 45 per cent.
Galvanized washtubs, discount 45 per cent

PIECED WARE.

Discount 40 per cent off list, June, 1899.
10-qt. flaring sap buckets, discount 40 per cent
6, 10 and 14-qt. flaring pails dis. 40 per cent.
Creamer cans, discount 40 per cent.

PICKS.

Per dozen	6 00	9 00

PICTURE NAILS.

Porcelain head	per gross	1 35	1 50
Brass head	"	0 40	1 00

PICTURE WIRE.

Tin and gilt, discount 75 per cent.

PINE TAR.

½ pint in tins	per gross	...	7 80
1 " "	"	....	9 60

PLANES.

Wood bench, Canadian discount 40 per cent., American discount 50 per cent.
Wood, fancy Canadian or American, 37½ to 40 per cent

Remington Double Hammer Guns
ARE PREFERRED

Because they retail at a moderate p rice.

Because of their wearing and shooting qualities

Because they have the reputation of "Standing the Racket."

REMINGTON ARMS CO., ILION, N.Y.

Agency: 313 Broadway, New York. Depot: 86-88 First St., San Francisco, Cal.

PLANE IRONS.

English ..... per doz.	2 00	5 00

PLIERS AND NIPPERS.

Button's genuine, per doz. pairs, discount 37½ to 40 per cent.

Button's imitation....per doz.	5 00	9 00
German ..... "	0 60	60

PRESSED SPIKES.

Discount 20 per cent.

PULLEYS.

Hothouse ..... per doz.	0 55	1 00
Axle ..... "	0 22	0 33
Screw ..... "	0 27	1 00
Awning ..... "	0 35	2 50

PUMPS.

Canadian cistern	1 80	3 60
Canadian pitcher spout	1 40	2 10

PUNCHES.

Saddler's ..... per doz.	1 00	1 85
Conductor's ..... "	3 00	15 00
Tinners', solid..... per set	....	0 72
" hollow.....per inch	....	1 00

RAKES.

Wood..... per doz. net	1 20 up	

RAZORS.

	per doz.	
Elliot's	4 00	18 00
Geo. Butler's & Co.'s.....	4 00	18 00
Boker's	7 50	11 00
" King Cutter	12 50	15 00
Wade & Butcher's.....	3 60	10 00
Theile & Quack's	7 00	12 00
Bailey's	6 00	12 00
Bailey's Brantford	10 00	11 00
Carbo Magnetic.....	....	15 00
Griffon Barber's Favorite	....	10 75
Griffon No. 65.....	....	13 00
Griffon Safety Razors.....	....	13 50
Griffon Stropping Machines..	....	13 50
Lewis Bros. "Klean Kutter"	8 50	10 50

REGISTERS.

Discount 40 per cent.

RIVETS AND BURRS.

Iron Rivets, black and tinned, discount 60 and 10 per cent.
Iron Burrs, discount 55 per cent.
Extras on Iron Rivets in 1-lb. cartons, ½c. per lb.
Extras on Iron Rivets in ½-lb cartons, 1c. per lb.
Copper Rivets, with usual proportion burrs, 45 per cent. discount. Cartons, 1c. per lb. extra, net.
Copper Burrs only, discount 30 and 10 per cent.
Extras on Tinned or Coppered Rivets, ½-lb. cartons, 1c. per lb.

RIVET SETS.

Canadian, discount 35 to 37½ per cent.

ROPE, ETC.

Sisal.....	0 11½
Pure Manilla	0 14½
"British" Manilla.....	0 12
Cotton, 3-16 inch and larger	0 21
" 5-32 inch	0 25
" ¼ inch	0 25
Russia Deep Sea	0 15
Jute.....	0 08
Lath Yarn, single	0 10½
" double	0 11
Sisal bed cord, 48 feet.....per doz.	0 65
" " 60 feet ..... "	0 80
" " 72 feet ..... "	0 95

RULES.

Boxwood, discount 55 per cent.
Ivory, discount 37½ to 40 per cent.

SAD IRONS.

Mrs. Potts, No. 55, polished....per set	0 80
" No. 50, nickle-plated, "	0 90
Common, plain.....	4 50
" plated	5 50

SAND AND EMERY PAPER.

B. & A. sand, discount, 40 and 5 per cent
Emery, discount 40 per cent.
Garnet (Rurton's) 5 to 10 per cent. advance on list.

SAP SPOUTS.

Bronzed iron with hooks ....per 1,000	7 50	
"Eureka" tinned steel, hooks "	8 00	

SAWS.

Hand, Disston's, discount 12½ per cent
S. & D., discount 40 per cent.
Crosscut, Disston's....per foot 0 35 0 55
S. & D., discount 35 per cent. on Nos. 2 and 3.

Hack, complete.....each	0 75	2 75
" frame only.....each	0 50	1 25

SASH WEIGHTS.

Sectional.....per 100 lb.	2 00	2 25
Solid ..... "	1 50	1 75

SASH CORD.

Per lb.....	0 28	0 30

SAW SETS.

	per doz.
Lincoln and Whiting	4 75
Hand Sets. Perfect	4 00
X-Cut Sets, "	7 50

SCALES.

Gurney Standard, 40 per cent.
Gurney Champion, 50 per cent.
Burrow, Stewart & Milne—
Imperial Standard, discount 40 per cent.
Weigh Beams, discount 35 per cent.
Champion Scales, discount 50 per cent.
Fairbanks standard, discount 35 per cent.
" Dominion, discount 55 per cent
" Richelieu, discount 55 per cent.
Warren's new Standard, discount 40 per cent.
" " Champion, discount 50 per cent.
" Weighbeams, discount 35 per cent.

SCREW DRIVERS.

argent's ....per doz.	0 65	1 00

SCREEN DOORS.

Common doors, 2 or 3 panel, walnut stained, 4-in. style.....per doz. 6 50
Common doors,2 or 3 panel, yellow and green stained, 4-in. style....per doz. 6 75
Common doors, 2 or 3 panel, in natural colors, oil finish .....per doz. 8 75
3-in. style 20c. per dozen less.

SCREWS.

Wood, F. H., bright and steel, discount 87½ per cent.
Wood, R. H., bright, dis. 82½ per cent.
" F. H., brass, dis. 80 per cent.
" R. H., " dis. 75 per cent.
" F. H., bronze, dis. 75 per cent.
" R. H., " dis. 70 per cent.
Drive Screws, dis. 87½ per cent.

Bench, wood .....per doz.	3 25	4 00
" iron ..... "	4 25	5 00

Set, case hardened, dis. 60 per cent.
Square Cap, dis. 50 and 5 per cent.
Hexagon Cap, dis. 45 per cent.

SCYTHES.

Per doz. net.....	6 00	9 00

SCYTHE SNATHS.

Canadian, discount 40 per cent.

SHEARS.

Bailey Cutlery Co., full nickeled, discou and 2½ per cent.
Bailey Cutlery, Japan Handles, discount 67½ per cent.
Seymour's, discount 50 and 10 per cent.

SHOVELS AND SPADES.

Canadian, discount 45 per cent.

SINKS.

Cast iron, 16 x 24.....	....	0 85
" 18 x 30.....	....	1 00
" 18 x 36.....	....	1 40

SNAPS.

Harness, German, discount 25 per cent.
Lock, Andrews' 4 50 11 50

SOLDERING IRONS.

1, 1½-lb..... per lb.	....	0 37
2-lb. or over ..... "	....	0 34

SQUARES.

Iron, No. 493 .....per doz.	2 40	2 55
" No. 494 ..... "	3 25	3 40

Steel, discount 60 to 60 and 5 per cent.
Try and Bevel, discount 50 to 52½ per cent.

STAMPED WARE.

Plain, discount 75 and 12½ per cent. off revised list.
Retinned, discount 75 per cent off revised list.

STAPLES.

Galvanized	...	3 00
Plain	....	2 80

Coopers', discount 45 per cent.
Poultry netting staples, discount 40 per cent.

STOCKS AND DIES.

American discount 40 per cent.

STONE.

Washita .....per lb.	0 28	0 60
Hindostan ..... "	0 06	0 07
" slip ..... "	0 09	0 09
Labrador..... "	...	0 13
" Axe..... "	....	0 15
Turkey ..... "	....	0 50
Arkansas..... "	....	1 50
Water-of-Ayr ..... "	....	0 10
Scythe .....per gross	3 50	5 00
Grind, 2-in.,40 to 200 lb.,per ton	....	25 00
" " under 40 lb., "	....	28 00
" under 2 in. thick, "	....	29 00

STOVEPIPES.

5 and 6 inch, per 100 lengths	....	7 00
7 inch..... " "	....	7 50

ENAMELINE STOVE POLISH.

No. 4, 3 doz. in case..net cash	....	4 80
No. 6, 3 doz. in case.. "	....	8 40

TACKS, BRADS, ETC.

Carpet tacks, blued	80 and 15
" " tinned.....	80 and 20
" " (in kegs).....	40
Cut tacks, blued, in dozens only	80
" ½ weights	60
Swedes cut tacks, blued and tinned—	
In bulk.....	80 and 10
In dozens	75
Swedes, upholsterers', bulk....85,	12½ and 12½
" brush, blued and tinned bulk	70
Swedes, gimp, blued, tinned and japanned.....	75 and 12½
Zinc tacks	35
Leather carpet tacks.....	55
Copper tacks.....	50
Copper nails	52½
Trunk nails, black	65 and 5
Trunk nails, tinned.....	65 and 10
Clout nails, blued	65 and 5
Chair nails.....	35
Patent brads.....	40
Fine finishing.....	40
Lining tacks, in papers.....	10
" " in bulk.....	15
" " solid heads, in bulk	75
Saddle nails, in papers.....	10
" " in bulk.....	15
Tufting buttons, 22 line, in dozens only	60
Zinc glaziers' points	5
Double pointed tacks, papers..	90 and 10
" " " bulk....	40
Clinch and duck rivets.....	45

TAPE LINES.

English, ass skin .....per doz.	2 75	5 00
English, Patent Leather	5 50	9 75
Chesterman's .....each	0 90	2 85
" steel.....each	0 80	8 00

TINNERS' SNIPS.

Per doz.....	3 00	15 00

THERMOMETERS.

Tin case and dairy, discount 75 to 75 and 10 per cent.

TRAPS (steel.)

Game, Newhouse, discount 25 per cent.
Game, H. & N., P. S. & W., 65 per cent.
Game, steel, 72½, 75 per cent.

TROWELS.

Disston's, discount 10 per cent.

German .....per doz.	4 75	6 00

S. & D., discount 35 per cent.

TWINES.

Bag, Russian .....per lb.	....	0 27
Wrapping, cotton, 3-ply	....	0 24
" 4-ply	....	0 27
Mattress .....per lb.	0 33	0 45
Staging..... "	0 27	0 35

VISES.

Wright's.....	....	0 13½
Brook's.....	....	0 12¾
Pipe Vise, Hinge, No. 1.....	....	3 50
" " " No. 2.....	....	5 50
Saw Vise	4 50	9 00

Columbia Hardware Co.
Blacksmiths' (discount) 60 per cent.
" parallel (discount) 45 per cent.

ENAMELLED WARE.

White, Princess, Turquoise, Blue and White discount 50 per cent.....
Diamond, Famous, Premier, discount 50 and 10 per cent.....
Granite or Pearl, Imperial, Crescent, discount 50, 10 and 10 per cent.
Premier steel ware, 40 per cent.
"Star" decorated steel and decorated white, 25 per cent.

WIRE.

Smooth Steel Wire.

No. 0-9 gauge.....		$2 50
10 "	6c.	extra.
11 "	12c.	"
12 "	20c.	"
13 "	30c.	"
14 "	40c.	"
15 "	55c.	"
16 "	70c	"

Add 60c. for coppering and $2 for tinning.
Extra net per 100 lb.—Oiled wire 10c., spring wire $1.25, special hay baling wire 30c., best steel wire 75c., bright soft drawn 15c., charcoal (extra quality) $1.25, packed in casks or cases 15c., bagging and papering 10c., 50 and 100-lb. bundles 10c., in 25-lb. bundles 15c., in 5 and 10-lb. bundles 25c., in 1-lb. hanks, 50c., in ½-lb. hanks 75c., in ¼-lb. hanks $1.
Fine Steel Wire, discount 25 per cent. List of extras: In 100-lb. lots: No. 17, $5—No. 18, $5.50—No. 19, $6—No. 20, $6.65—No. 21, $7—No. 22, $7.30—No. 23, $7,65—No. 24, $8—No. 25, $9—No. 26, $9.50—No. 27, $10—No. 28, $11—No. 29, $12—No. 30, $13—No.31, $14—No. 32, $15—No. 33, $16—No. 34, $17. Extras net—tinned wire, Nos. 17-25, $2—Nos. 26-31, $4—Nos. 32-34, $6. Coppered, 5c.—oiling, 10c.—in 25-lb. bundles, 15c.—in 5 and 10-lb. bundles, 25c.—in 1-lb. hanks, 25c. —in ½-lb. hanks, 38c.—in ¼-lb. hanks, 50c.—packed in casks or cases, 15c.—bagging or papering, 10c.
Brass wire, discount 60 per cent. off the list.
Copper wire, discount 60 per cent. net cash 30 days, f.o.b factory.
Galvanized wire, per 100 lb.—Nos. 4 and 5, $3.70 to $3.70—Nos. 6, 7, 8, $3.15 to $3.15 —No. 9, $2.55 — No. 10, $3.20 to $3.20 —No. 11, $3.25 to $3 25 — No. 12, $2.65 —No. 13, $2.75—No. 14. $3.75 to $3.75—No 15, $4.30—No. 16. $4.30. Base sizes, Nos. 6 to 9, $2.27½ f.o.b. Cleveland. In carlots 12½c. less.
Clothes Line Wire, regular 7 strand, No. 17, $4.65; No. 18. $2.90; No. 19, $2.60. Hollow 6 strand, No. 17, $4.30; No. 18, $2.70; No. 19, $2.35; No. 20, $2.30, f.o b. Hamilton, Toronto, Montreal.

WIRE FENCING.

Galvanized barb.....	2 75
Galvanized, plain twist	2 80

Galvanized barb, f.o.b. Cleveland, $2 55½ in less than carlots, and $2 45 in carlots.

COILED SPRING WIRE.

High Carbon, No. 9.....	$2 70
" No. 11	3 35
" No. 12	2 95

WIRE CLOTH.

Painted Screen, per 100 sq. ft., net.. 1 50
Terms, 2 per cent. off 30 days.

WASHING MACHINES.

Stephenson Washer, per doz..... 45 00

WRENCHES.

Acme, discount 35 to 37½ per cent.
Agricultural, discount 60 per cent.
Coe's Genuine, discount 20 to 25 per cent.

Towers' Engineer.....each	2 00	7 00
" S..... .....per doz.	5 80	6 00
G. & K.'s Pipe..... "	....	3 40
Burrell's Pipe.....each	....	3 00
Pocket .....per doz.	0 25	2 90

WRINGERS.

Leader .....per doz.	30 00	33 00
Royal Canadian..... "	....	24 00
Royal American..... "	....	24 00
Sampson..... "	....	24 00
Lightning ..... "	....	27 00

Terms, 4 months, or 3 per cent. 30 days.

WROUGHT IRON WASHERS.

Canadian make, discount40 per cent.

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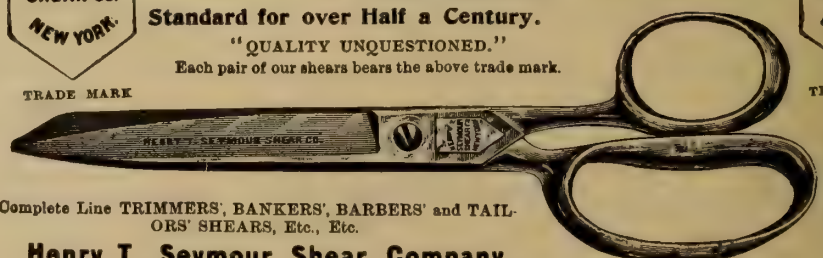

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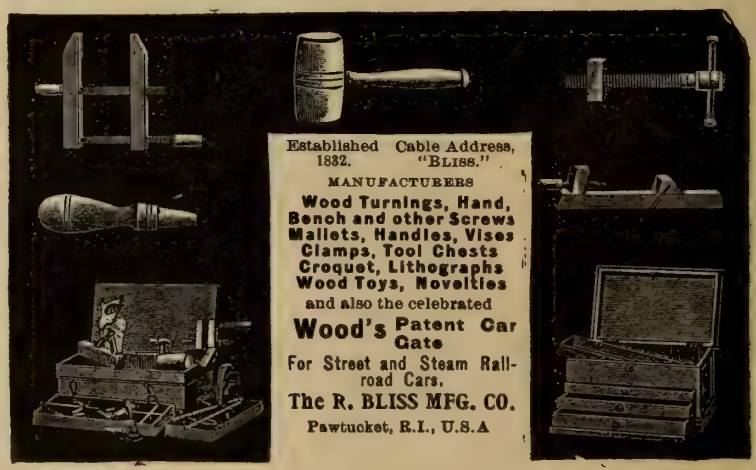

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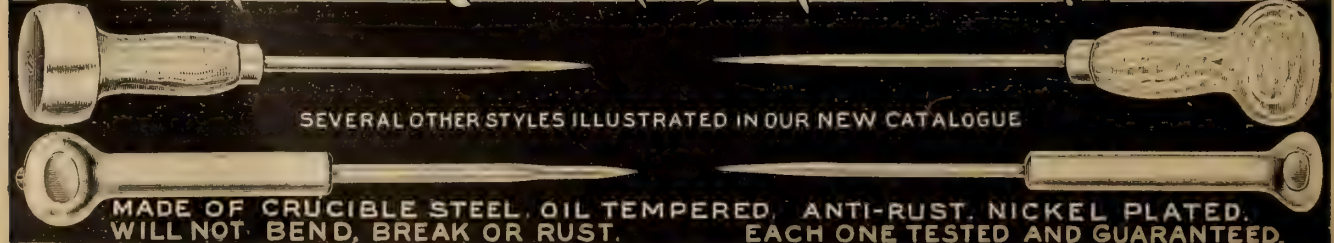

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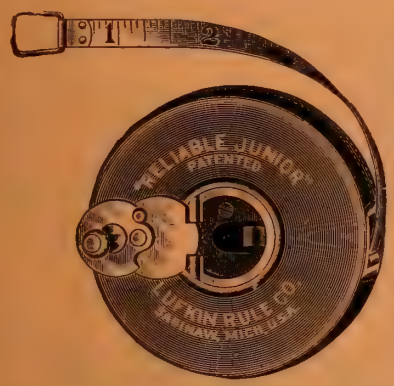
Bars in Flats, Rounds, Squares, Ovals, Half-Ovals, Half-Rounds and Bands. Also Wrought Washers.
GOOD QUALITY. PROMPT SHIPMENT.

London Rolling Mill Co.
Limited,
LONDON, CANADA.

STEEL



LUFKIN MEASURING TAPES

Steel, Metallic, Linen, Pocket, Ass Skin, Pat. Leather, Bend Leather, Etc.

ARE THE BEST AND MOST POPULAR TAPES IN THE WORLD.
YOUR STOCK IS NOT COMPLETE WITHOUT THEM.

LUFKIN RULE CO., Saginaw, Mich, U.S.A.

New York City Branch—280 Broadway.

For sale by ALL PROMINENT CANADIAN HARDWARE JOBBERS.

A MEDIUM-PRICED WOOD COOK

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An entirely new model, strictly high-class in both material and workmanship. Every stove guaranteed.

Trimmed stove consists of Base Strips, Nickel-plated Oven Door Medallion, Nickel-plated Front Door Medallion, Nickel-plated Side Shelf, making a very handsome stove at moderate cost.

THE HURON MANITOU.

The embodiment of Quality, Utility, Grace and Beauty.

THE HURON MANITOU

No.	No. of Holes.	Oven.	List Prices. Plain.	Trimmed.
8—19	4—8 in.	19x19x11½	$26.00	$29.00
9—21	4—9 in.	21x21x12	29,00	32.00

WRITE FOR TERMS. SEND FOR CIRCULAR

The Western Foundry Co., Limited, Wingham, Ont.

Est. 1868. Inc. 1895.

Black Diamond File Works

G. & H. Barnett Company

PHILADELPHIA

Twelve Medals

Awarded
By **JURORS** at
International Expositions
Special Prize
Gold Medal at Atlanta, 1895

FIRE NOTICE.

While our Warehouse and General Offices have been destroyed in the conflagration, our

Factories Are Untouched

and CONTAIN THE LARGEST STOCK we have ever had.

We have already arranged to run NIGHT and DAY shifts.

Customers will kindly send duplicates of recent orders.

THE GUTTA PERCHA & RUBBER MFG. CO.
OF TORONTO, LIMITED.

Temporary Offices:
15 East Wellington Street, Toronto.

PORTLAND CEMENT

For import orders we are now prepared to quote prices for

Best English Cement, "White's"
Best German Cement
Best Belgian Cement
Natural Belgian Cement

In Barrels or Sacks

B. & S. H. THOMPSON & CO.
LIMITED
53 St. Sulpice Street, MONTREAL.

SADLER & HAWORTH

LEATHER BELTING

IMPORTANT

When ordering **LEATHER BELTING** for other than ordinary use, please specify the kind of work it is for.

Belts for "Quarter Turn," Fan or Dynamo use, for Matcher Heads on Planers, or for very high speed machines should be made expressly for that purpose.

Montreal, Toronto.

Classified List of Advertisements on page 63.

The leading wholesale hardware trade distribute
LANGWELL'S BABBIT, MONTREAL.

HARDWARE AND METAL

A Weekly Newspaper devoted to the Hardware, Metal, Machinery, Heating and Plumbing Trades in Canada.

VOL. XVI. MONTREAL AND TORONTO, MAY 14, 1904. NO. 20

HENRY BOKER'S

"Arrow" Brand Horse Clippers

for sale by
LEADING WHOLESALE HARDWARE FIRMS

THE STANDARD OF THE WORLD.

CANADA

Its quality has made it so.

JOHN LYSAGHT, Limited, Makers, BRISTOL, ENG.
A. C. LESLIE & CO., MONTREAL, Managers Canadian Branch.

NO JOINTS TO LEAK—FAMOUS ALL OVER THE WORLD.

Most of Canada's, as well as the world's, biggest buildings are fitted throughout with

"SAFFORD" RADIATORS

the radiators that are famous all over the world—the radiators that never leak, because they have no bolts, rods or packing.

Dealers and Steamfitters who wish to handle the best radiators should correspond with us.

THE DOMINION RADIATOR CO., Limited

Head Office: TORONTO. Branches: Montreal, Quebec, St. John, N.B., Winnipeg, Vancouver.

Lawn Supplies

WE CAN SHIP ALL LAWN GOODS PROMPTLY.

RETURNED MAY 14 1904

GEM HOSE NOZZLE.

RETURNED MAY 14 1904

PRUNING SHEARS.

RETURNED MAY 14 1904

TREE PRUNERS.

RETURNED MAY 14 1904

GARDEN SHEARS.

RETURNED MAY 14 1904

GARDEN TROWELS.

RETURNED MAY 14 1904

STANDARD HOSE NOZZLE.

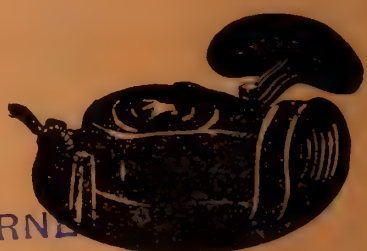
RETURNED MAY 14 1904

MONITOR LAWN SPRINKLER.

RETURNED MAY 14 1904

GARDEN HOSE.

RETURNED MAY 14 1904



KLONDIKE SPRINKLER.

Write for Trade Prices.

Cut Book 18 Page 31 ans

RICE LEWIS & SON

LIMITED

TORONTO.

The Eureka Digger

The best for all kinds of Soil—Sand, Clay or Gravel.

Will dig any size hole larger than 6-inches.

The best tool for sinking posts heaved by frost.

Many testimonials from farmers, fence builders, railroad contractors, etc.

Send for Catalogue.

—FENCE BUILDING TOOLS
—POST-HOLE AUGERS AND DIGGERS
—WIRE STRETCHERS AND TIGHTENERS
—DRIVE WELL POINTS
—STRAINERS
—WELL POINTS
—AUGERS
—DRIVE CAPS
—BRASS WIRE CLOTH

—CORN PLANTERS
—CORN SHELLERS
—STEP LADDERS
—LACE CURTAIN STRETCHERS
—IRONING BOARDS
—CLOTHES BARS
—CAMP BEDS
—CAMP CHAIRS AND TABLES

Send for Catalogue.

Otterville Mfg. Company, Limited
Otterville, - Ontario

THE CANADIAN RUBBER CO.
of Montreal.

MANUFACTURERS OF

Rubber Belting, Hose, Packing, Valves, Gaskets,

ETC., ETC.

We make a specialty of

HORSE SHOE PADS

the best in the market.

Write for Prices and Circulars.

Head Office : : MONTREAL

BRANCHES—TORONTO, WINNIPEG and VANCOUVER

Other Tools are very good Tools, but

"YANKEE TOOLS"

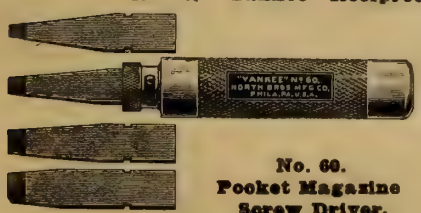
ARE BETTER

No. 15. "Yankee" Ratchet Screw Driver, with Finger Turn on Blade.

No. 30. "Yankee" Spiral-Ratchet Screw Driver, Right and Left Hand.

No. 41. "Yankee" Automatic Drill, Eight Drill Points in Handle.

No. 0. "Yankee" Reciprocating Drill for Iron, Steel, Brass, Wood, etc.



No. 60. Pocket Magazine Screw Driver.

Our "YANKEE" Tool Book tells all about them. Mailed free on application. . . . . .

Manufacturers also of

LIGHTNING, GEM and BLIZZARD Ice Cream Freezers.

Toy Freezers, Ice Shaves and Ice Chippers.

Fluting Machines, Hand Fluters.

Sold by Leading Jobbers in Canada.

NORTH BROS. MFG. CO.,

Philadelphia, Pa., U.S.A.

THOS. BIRKETT & SON CO.,
LIMITED
Wholesale Hardware Merchants,
OTTAWA, ONT.

Lawn Mowers
Garden Tools AND Hose
Poultry Netting
FREEZERS, Etc.

A complete stock always on hand for prompt delivery.

Enquiries solicited. Mail orders filled with dispatch.

—FOR SALE BY—
The KENNEDY HARDWARE CO, Limited
49 Colborne St., TORONTO, ONT.

Tinplates

Coke ***Charcoal***

From Stock or for Import.

M. & L. Samuel, Benjamin & Co.

503 Temple Building - TORONTO.

Not a Question of Price.

Were you ever disappointed when your goods did not arrive when you expected them ?—when harvest tools came in abo .t the middle of July, or skates the end of December.

You didn't like to disappoint your customers, nor miss the sales, yet, how often have you heard shrewd buyers say, "It isn't a question of price, but **when** can we have the goods ?"

Delivery is the all important question.

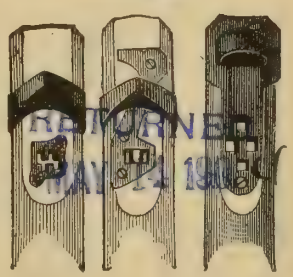
We have set forth on this page many times the controlling features of our business, and if you have an ambition to obtain **low prices** as well as **prompt service,** we are asking you to confer with us. Remember we **"quote low"** and **"ship quick."**

RETURNED MAY 14 1904

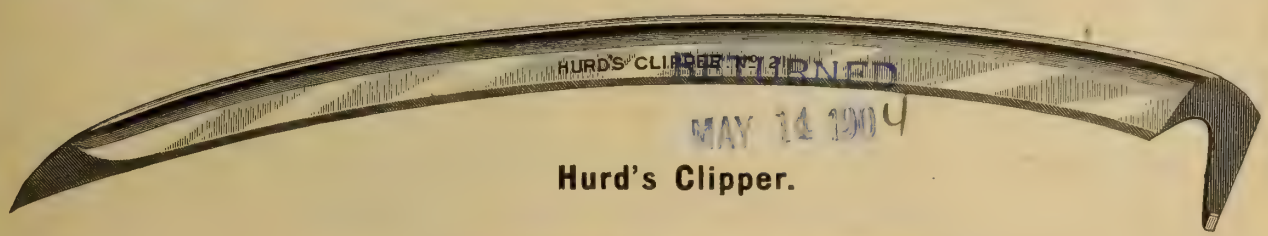
Scythe Snaths.

No. 0. Double ring and bush.
" 00. Loop and patent swing socket.
" 3. Drive ring.
" 2. Drive ring and 4-hole socket.
" 1. Drive ring and slide socket.
" 102. Loop and solid plate.

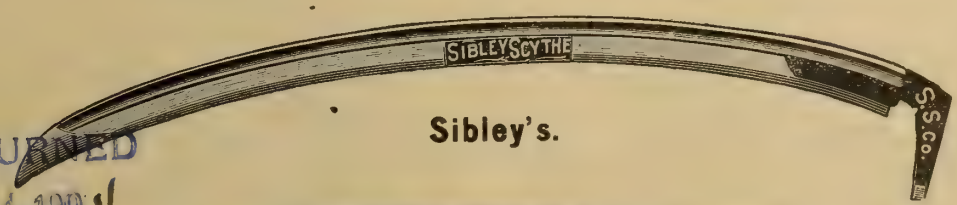
No. 0. No. 00. No. 3.



No. 2. No. 1. No. 102.



Hurd's Clipper.



Sibley's.

Tyzack.

QUOTE LOW

LEWIS BROS. & CO.

SHIP QUICK

IMPORTERS AND DISTRIBUTORS.

Address all Correspondence to

TORONTO, 87 York St. OTTAWA, 54 Queen St. VANCOUVER, 141 Water St.

MONTREAL

Cordage
Of every description.
Net Mountings,
Sand Line,
Unoiled Cordage,
Marline,
Extra Long Lengths,
Ratline,
Shingle Yarn.

Core Rope,
Oil Well Cables,
Russian Packing,
Deep Sea Lines,
Anchor Line,
Good Transmission Rope,
Engine Packing.

Clothes Lines,
Only Best Material Used.

Log Line
Twine.
Dangerous to use Inferior Cordage.

Mail
Orders
Now
To us and
Receive
Exceptional
Attention.
Low-priced goods are not always the cheapest.

TRUE BRAND CUTLERY.

POCKET CUTLERY

GUARANTEED QUALITY.

REGISTERED W. TRUE TRADE MARK

RAZORS
SCISSORS

BEST GOODS

RIGHT PRICES

E. F. WALTER & CO., 166 and 168 McGill St., **Montreal**

THE LION BRAND.

Waterproof Clothing

FISHERMEN'S
TEAMSTERS

Best Goods. Right Prices

Branch Agencies: LOUIS HALDIMAND, Jr., 36 St. Dizier Street, MONTREAL, QUE.,
CHAS. THOMPSON, 430 Cordova St., VANCOUVER, B.C.

The Guelph Waterproof Clothing Co., Guelph, Ontario.

The wheel in the right foreground of this photograph of Ribbesford Church carried a Torontonian the length of England. It is a Canada Cycle & Motor Company's cushion frame. This wheel is greatly admired in England and is in general use in Australia.

BICYCLES

Cushion and Rigid Frame

The modern Diamond Frame Safety in all grades of standard form.

Cleveland and Massey-Harris Cushion Frame.

Rigid-Frame Bicycles, Standard Models.

Our complete bicycle is equipped with the Cushion Frame and Morrow Coaster Brake. This device is attachable to any bicycle.

Write for Catalogue.

Canada Cycle & Motor Co., Limited

Toronto Showrooms: "Automobile Corner," Bay and Temperance Sts.

Head Office and Works: Toronto Junction.

The TORONTO SILVER PLATE CO., Limited

MAKE A SPECIALTY OF

PRIZE CUPS
TROPHIES AND
DESIGNS

suitable for prizes for Athletic Competitions, and issue a catalogue illustrating same.

If interested, write for it.

RETURNED
AUG - 3 1904

No. 1242—Football Cup

Factories and Salesrooms

King St. West, - Toronto, Canada

E. G. GOODERHAM
Managing Director

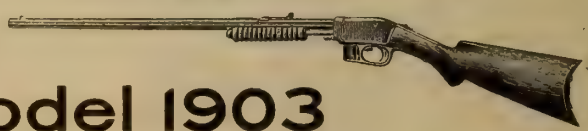
H. & R. SINGLE GUN AUTOMATIC AND NON-EJECTING

12, 16 and 20 Guage.
Steel and Twist Barrels
Superior in Design, Workmanship and Finish, and the most popular Gun on the Market.

Simplest "Take Down" Gun Made

HARRINGTON & RICHARDSON ARMS CO.
Also makers of H. & R. Revolvers.
Catalog on request. Worcester, Mass., U.S.A.

Savage Rifles.



Model 1903
22 Caliber Repeater

Everywhere pleases discriminating sportsmen. Take advantage of the demand our extensive advertising campaign will create, and carry in stock the best selling high-grade rifles in the market.

The Savage Plan

We have built up our business by maintaining prices that give to the dealer a legitimate profit on every Savage Rifle he sells.

SAVAGE ARMS COMPANY, UTICA, N.Y., U.S.A.

BAKER & HAMILTON San Francisco and Sacramento, Pacific Coast Agents.

Hay Rope on Reels
Shingle Yarn on Reels

Lath Yarn
Hide Rope

Hay Rope in Coils
Bale Rope in Coils
Shingle Yarn in Coils

"Royal" Brand Binder Twine.

"Royal" Brand Binder Twine.

OUR GOODS ARE RIGHT—OUR PRICES ALSO.

In our factory, none but the best fibre is used. Our workmen are the most skilled in the Cordage Trade now employed in Canada. Free Union Labor only employed by us.

Canadian Cordage & Mfg. Co.

LIMITED

PETERBOROUGH, ONT.

ONEIDA COMMUNITY
LIMITED

CHAIN MAKERS

Do you use Chains?

FOR...
HARVESTING MACHINES
WINDMILLS
GRAIN DRILLS
SPEED DRILLS
HYDRANTS
PADLOCKS
FREIGHT CARS
SEWING MACHINES
Or any other purpose

Do you sell?

HALTER CHAINS
DOG CHAINS
KENNEL CHAINS
COW CHAINS
Or any kind of
FANCY CHAINS.

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ADDRESS
ONEIDA COMMUNITY, LIMITED
NIAGARA FALLS, ONT.

STEEL WIRE NAILS
FOR ALL PURPOSES.

A large quantity of
STANDARD SIZES in Stock

WOOD SCREWS,
BRIGHT WIRE GOODS,
WIRE STAPLES.

WIRE OF ALL KINDS AND FOR ALL PURPOSES.

COPPER WIRE
for
TROLLEY - TELEGRAPH - TELEPHONE
and
TRANSMISSION LINES
Manufactured by
DOMINION WIRE MFG. CO. LIMITED
MONTREAL and TORONTO

American Steel & Wire Co.

New York — Empire Building
Montreal — N. Y. Life Building
Chicago — The Rookery

BARBED WIRE GALVANIZED PLAIN WIRE
PLAIN TWIST CABLE FENCING

Telegraph and Telephone Wire; Mattress, Broom, Weaving Wires of every description; Rail Bonds, Bale Ties, Special Wires for all purposes, Springs, Horse Shoes, Wire Rope, Cold-drawn Steel Shafting.

PERFORATED SHEET METALS in Brass, Copper, Steel, etc.

All sizes of perforations and thickness of metals for

MINERS' USE,
GRAIN CLEANING MACHINERY,
BEE KEEPERS,
MALT KILN FLOORS,
ETC.

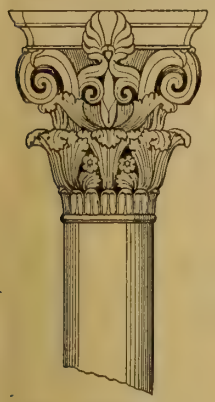
THE B. GREENING WIRE CO., LIMITED, Hamilton, Ont. Montreal, Que.

SHOT.

In ordering, please specify **The Abbey Improved Chilled Shot Co., Ltd., Newcastle-on-Tyne.**

N.B.—We also make Hard and Soft Shot, but strongly recommend Improved Chilled Shot for penetration.

N.B.—The only Company in Great Britain devoting its whole time to Shotmaking.



Metal Sash Bars, Capitals and Bases for Plate Glass Windows.

Various Finishes.
Write for Prices.

Dennis Wire & Iron Co.
London, Ont.

BRASS STENCILS

FOR SHIPPERS.

Use STENCILS for your customers' shipments. They are pleased and you are repaid.

10 DIFFERENT STENCILS FOR $1.50.
OR $15.00 PER HUNDRED.

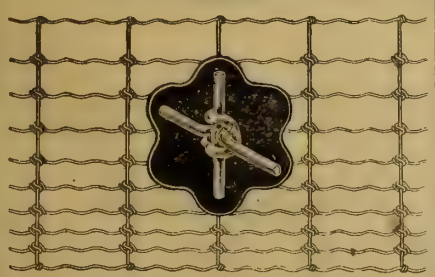
Send us an order for 10.

THE PARSONS-IRONS CO.
58 Adelaide St. W., - TORONTO.

Your Customers

the farmers are looking for a fence, strong, serviceable and durable at a reasonable cost. You can supply it to them in the

IDEAL



It is strictly up-to-date and the best value to be had in wire fencing to-day.

A GOOD SELLER

We have a style for every purpose in either heavy or light fencing. Write for catalogue showing fencing and gates.

Coiled-Spring Wire

unexcelled in quality, shipped promptly

THE
McGregor-Banwell Fence Co.
Limited
Walkerville, Ont.

MERRICK, ANDERSON & CO., Winnipeg
Sole Agents for Manitoba and N. W. T.

TRADE MARK
This design a guarantee of quality.

FIBRE WRAPPING PAPER

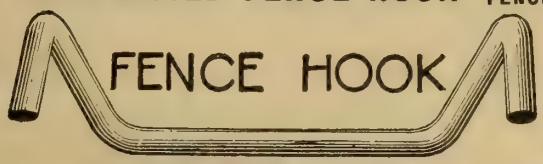
STRONG TOUGH AND STIFF
Will Carry all Kinds of Packages Safely to Destination.

Write us for Samples and prices

CANADA PAPER CO.
TORONTO LIMITED MONTREAL

GALVANIZED FENCE HOOK

FOR FASTENING WOODEN PICKET ON WIRE FENCE.

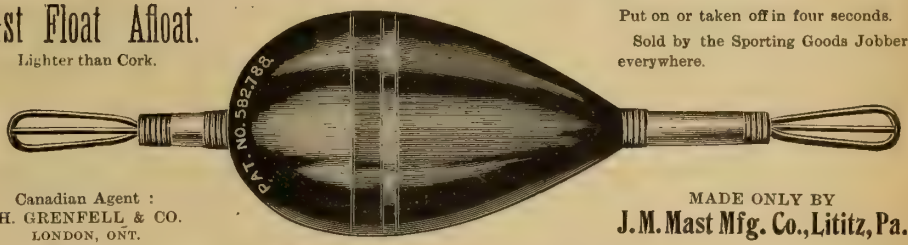


WIRE NAILS, COILED SPRING, BARB and PLAIN FENCE WIRE, OILED and ANNEALED, CLOTHES LINE WIRE, STAPLES, etc.

THE WESTERN WIRE & NAIL CO., Limited. LONDON, ONT

Best Float Afloat.

Lighter than Cork.



Put on or taken off in four seconds.
Sold by the Sporting Goods Jobber everywhere.

Canadian Agent :
E. H. GRENFELL & CO.
LONDON, ONT.

MADE ONLY BY
J. M. Mast Mfg. Co., Lititz, Pa.

SPECIAL DROP FORGED SPRINGS

THE WALLACE BARNES CO.,
BRISTOL, CONN.

DILLON HINGE STAY FIELD FENCE

Sold to the trade only.

CAVERHILL, LEARMONT & CO., Agents
at Montreal and Winnipeg.

Manufactured and sold by
OWEN SOUND WIRE FENCE CO., Limited
Owen Sound, Ont.

WHOSE LAWN MOWERS WILL YOU SELL ?

First of all, don't sell Foreign-Made Mowers.

They are inferior to the Mowers we make.
They get out of repair quickly.
The repairs are hard to get and costly.

Second. Sell Guaranteed Mowers.

Taylor-Forbes Mowers are all guaranteed.
Repairs can be had quickly and cheaply.

Third. Sell Mowers that are known throughout the length and breadth of the land.

95% of the jobbers in Canada handle Taylor-Forbes Mowers.

Order now when we can ship promptly—same day as received. Order through your jobber or direct, giving your jobber's name

SEND FOR CATALOGUE "B."

THE TAYLOR-FORBES CO., Limited

Montreal Branch :
9 De Bresoles St.

GUELPH, CANADA.

The largest manufacturers of Hardware in Canada.

METALS

Tin Plates	Tinned Sheets	Sheet Copper
Terne Plates	Black Sheets	Sheet Zinc
Canada Plates	Galvanized Sheets	Russia Iron
Wire	Solder	Spelter
Ingot Tin	Pig Lead	Etc., Etc.

In addition to our full line of Manufactured Tin and Enamelled Ware, we always have a complete stock of the above lines. We will be pleased to quote you for shipment out of stock, or for import, and respectfully solicit enquiries.

KEMP MANUFACTURING CO., TORONTO, CAN.

AN ENGLISH COLORMAN'S IMPRESSIONS

"CANADA is bound to be a great country," enthusiastically declared Mr. Edward D. Storer, director of Goodlass, Wall & Co., Limited, varnish and color manufacturers, Liverpool, Eng. "I have been greatly impressed with the West, particularly with Winnipeg. It seems a pity that the people in the 'Old Country' did not recognize the possibilities of this land years ago and send out ten times as many men as have come. They would have done far better here than they are doing in England, and would have helped to relieve the pressure over there."

Mr. Storer is homeward bound from a trip round the world in the interests of his firm. The company, who have been in business for over seventy-five years, are among the most strongly established in the world, having built up a wide connection in Egypt, Greece, India, Straits Settlements, Burma, China and Japan, as well as in the principal British colonies throughout the world. The firm's interests in Canada have been for some years represented by R. E. Thorne, Montreal, who met Mr. Storer at Vancouver, and has accompanied him on his trip across the continent.

"There is a wide diversity in business methods," remarked Mr. Storer. "In Canada one can rely on getting an order if his goods and his prices are right. Here connection, though of importance, is not nearly so vital as in the Oriental countries.

"In Egypt, for instance, we have two resident agents at Cairo and Alexandria, one a Greek, the other an Egyptian. These men have a powerful personal influence and connection, so to them and the reputation of the goods everything must be left.

"In India and China the conservatism of the people is one of the great difficulties a firm must contend with in building up trade. On the other hand, when the connection is established it is the easiest trade in the world to hold.

"It may be news to many to know that the City of Liverpool is named after an extinct bird called the 'Liver,' somewhat similar to the heron. We have for many years used this bird as our trade mark, both in foreign countries and at home. This is now the bulwark of our business in all Asiatic countries. An Indian or Chinese native will come into a shop, look about until he catches sight of the label he is so well acquainted with. That is sufficient for him; the bird is to him a guarantee of merit; he cannot read, so he remembers the picture. You may judge how jealously we guard our 'trade mark' rights in these countries.

"Does this apply to all trade in these countries?" questioned Hardware and Metal.

"I should say yes," replied Mr. Storer. "Sometimes it takes twenty years to build up a connection. I know of a soap firm which desired to secure a footing in India. They secured a resident agent of high standing in Bombay, then spent £10,000 ($50,000) in distributing their brand of soap to make it known. This was not considered loss, but rather an investment. Now they have the connection, and will be hard to dislodge. In fact, I understand that another firm, after considering the value of the field and the difficulty of getting a standing in it, have determined to sink £20,000 in building up a reputation there."

"Do you sell the same lines in all countries?"

"No, we must adapt ourselves to various conditions. In Canada we sell almost exclusively the dry materials to the grinders. In India and China we sell, in addition to dry colors, all such lines as mixed paints, oils, varnishes, enamels, zincs, etc. In India there is practically no paint industry; there are no manufacturers, no grinders. In China the developments are decidedly unimportant, though at Canton I saw the vermillion works which have a world-wide reputation, a result of centuries of attention to this line. There is no country in the world that can produce better vermillion than that which comes from Canton.

"In Japan the paint industry has reached a high standard of development, just as has practically every industry in the country. There one will see many paint factories. The Japanese corrode their own white lead and, in fact, supply their own navy with practically everything needed. I was through their shipyards at Kobe and Nagasaki, and found the equipment there modern in every particular.

"It is, by the way, no wonder that the Japanese are winning against the Russians. They deserve to win, and I am convinced they will continue to win until the treaty of peace is signed."

Mr. Storer, since arriving in Canada, has visited Victoria, Vancouver, Winnipeg, Detroit, Cleveland, Chicago and Toronto. He leaves this week for Montreal, and will sail on the 25th inst. for England, after having visited the chief paint and varnish factories, as well as the centres of distribution en route.

One of the most interesting experiences of his trip was his reception at Bombay. When he landed there he was met by the agent of his house, together with about thirty of their customers. They greeted him as if he were a prince, presented him with many bouquets, and finally placed a fine wreath of flowers about his neck, and then escorted him to the carriage in waiting. "This reception," laughingly added Mr. Storer, "was somewhat different from what one might expect in a country like Canada."

"I presume a trip like yours must give you many valuable suggestions," ventured Hardware and Metal.

"Well, yes; we have been in business for over seventy-five years, and employ in addition to a factory and business staff of over 500, several expert chemists. These men are frequently discovering ways to improve the quality of our products, but to keep in touch with our customers in the various parts of the world it is wise to have a member of the firm visit the various agencies. There are many ways in which we must adapt our products to suit our trade. For instance, you sell mixed paints and other

products by the gallon; we sell them by the pound, in 1 lb., 2 lb., 3 lb., 4 lb., 7 lb., and 14 lb. tins.

"Yet while we are keeping in close touch with our foreign agencies we must be on the alert to keep our products up to the highest standard demanded by the British trade. We are paint contractors to the British Admiralty, as well as to other navies, so we must keep up to the mark. The firm doing a world-wide business has a great diversity of interests to consider."

STILL FILLING ORDERS.

THE strike at the Consumers' Cordage Co., Montreal, to which some prominence has been given by the daily papers, has not prevented the company from filling their orders. A considerable quantity of the manufactured product was in stock at the time when the strike commenced and, if necessary, the company can easily obtain supplies from their mill at Halifax. Work was resumed early in the week with a reduced staff, but additions are being made to the pay roll every day and it is expected that the mill will soon be running again at its full capacity. There is very little skilled labor employed in a cordage factory and hence there is not very much trouble in replacing the strikers. In the meantime customers may rest assured that their orders will receive prompt attention in spite of the strike.

Sterling Price per 112 lbs. Converted at 10 per cent. Exchange, into Cents and Mills Currency per lb.

S.	and	3d	6d.	9d.	S.	and	3d.	6d.	9d.
1s	.2182	.2727	.3272	.3817	51s	11.13	11.19	11.24	11.30
2s	.4364	.4909	.5454	.5999	52s	11.35	11.41	11 46	11.52
3s	.6546	.7091	.7636	.8181	53s	11.57	11.63	11.68	11.74
4s	.8728	.9276	.9818	1 04	54s	11 79	11.85	11.90	11.96
5s	1.09	1.14	1.20	1.25	55s	12.01	12.07	12.12	12.18
6s	1.31	1.36	1.42	1.47	56s	12.23	12 29	12.34	12.40
7s	1.53	1.58	1 64	1.69	57s	12.45	12.50	12.55	12.61
8s	1.75	1.80	1 86	1 91	58s	12.66	12.72	12.77	12.83
9s	1.96	2 01	2.07	2.12	59s	12.88	12.94	12.99	13.05
10s	2.18	2.23	2.29	2.34	60s	13.10	13.16	13.21	13.27
11s	2 40	2.45	2.51	2 56	61s	13.32	13.38	13.43	13 49
12s	2 62	2.67	2.73	2.78	62s	13.54	13.60	13.65	13.71
13s	2.84	2.89	2.95	3.00	63s	13 75	13.81	13 86	13.92
14s	3.05	3.10	3.16	2 21	64s	13.97	14.03	14.08	14.14
15s	3.27	3.32	3.38	3.43	65s	14 19	14.25	14.30	14.36
16s	3.49	3.54	3 60	3.65	66s	14.41	14.47	14.52	14.58
17s	3.71	3.76	3.82	3.87	67s	14.63	14.69	14.74	14.80
18s	3 93	3 98	4.04	4.09	68s	14.85	14.91	14.96	15.01
19s	4.15	4.20	4.26	4 31	69s	15.06	15.12	15.17	15.23
20s	4.37	4.42	4.48	4.53	70s	15.28	15 34	15 39	15 45
21s	4.58	4.63	4.69	4 74	71s	15.50	15.56	15 61	15.67
22s	4.80	4.85	4.91	4.96	72s	15.71	15.77	15.82	15.88
23s	5.02	5.07	5.13	5.18	73s	15.93	15.99	16 04	16.10
24s	5.24	5.29	5.35	5.40	74s	16.15	16.21	16 26	16.32
25s	5 46	5.51	5 57	5.62	75s	16.37	16 43	16.48	16 53
26s	5.67	5.72	5.78	5 83	76s	16.59	16 65	16.70	16.75
27s	5.89	5 94	6.00	6 05	77s	16.80	16.86	16.91	16.97
28s	6.11	6.16	6.22	6 27	78s	17.02	17.08	17.13	17.19
29s	6.33	6.38	6 44	6 49	79s	17.24	17 30	17.35	17.41
30s	6.54	6.59	6.65	6.70	80s	17.46	17.51	17.57	17.62
31s	6.76	6.81	6.87	6.92	81s	17 68	17.73	17.79	17.84
32s	6.98	7.03	7.09	7.14	82s	17.90	17.95	18.01	18.06
33s	7.20	7.25	7.31	7.36	83s	18.11	18.17	18.22	18.28
34s	7.42	7.47	7.53	7.58	84s	18.33	18.39	18.44	18.50
35s	7.64	7.69	7.75	7.80	85s	18.55	18.60	18.66	18.71
36s	7.86	7.91	7.97	8.02	86s	18.77	18.82	18.88	18.93
37s	8.08	8.13	8.19	8.24	87s	18.99	19.04	19.10	19.15
38s	8.30	8.35	8.41	8.46	88s	19 20	19 26	19.31	19.37
39s	8.51	8.56	8.62	8.67	89s	19.42	19.48	19.53	19.59
40s	8 73	8.78	8.84	8.89	90s	19.64	19.70	19.75	19.80
41s	8.95	9.00	9.06	9.11	91s	19.86	19 91	19.97	20.02
42s	9.17	9.22	9.28	9.33	92s	20.08	20 13	20.19	20.24
43s	9.38	9.43	9.49	9.54	93s	20.30	20.35	20.41	20 46
44s	9.60	9.65	9.71	9.76	94s	20.51	20.57	20.62	20.68
45s	9.82	9.87	9.93	9.98	95s	20.73	20.79	20.84	20.90
46s	10 04	10.09	10.15	10.20	96s	20.95	21.00	21 06	21.11
47s	10.26	10.31	10.37	10.42	97s	21.17	21.22	21.28	21 33
48s	10.48	10.53	10.59	10.64	98s	21.39	21.44	21.50	21.55
49s	10 69	10 75	10.81	10.86	99s	21.90	21.66	21.72	21 77
50s	10.91	10.97	11 02	11.08	100s	21.82	21.88	21 93	21.99

Comparison of French and English Measures.

1 kilog = 2.2 pounds.
100 " = 220 "
45.35 " = 100 "
50.782 " = 1 cwt.
1015 " = 1 ton.

1 litre = 1.75 pints.
4.54 " = 1 Imp. gal.
100 " = 22 "

1 franc = 19.3 cents.
5 " = $1.00.
25.20 " = £1.

CATALOGUES, BOOKLETS, ETC.

For the convenience of its readers HARDWARE AND METAL has opened its columns for the review of catalogues, booklets or other such publications issued by manufacturers or wholesale dealers selling to the hardware, plumbing, machinery or metal trades. Retailers desiring such publications may also have inserted a note to that effect. It is requested that when any of the trade write for any booklet mentioned in these columns that they credit HARDWARE AND METAL as the source of their information.

Canadian Westinghouse Co.

THE Canadian Westinghouse Company have just issued several bulletins describing a few of the motors they are placing on the Canadian market. Hardware and Metal has received a number, any of which will be sent to its readers on application to the above firm at their address: Liverpool, London and Globe Building, Montreal. They are: Type H Induction Motors, constant speed; Type F Induction Motors, variable speed; Type C Polyphase Induction Motors, constant speed, and Type S Direct Current Motors.

"Crandall Packings."

The Crandall Packing Co., Palmyra, N.Y., have issued a catalogue giving data (illustrated) concerning "Crandall Packings." Included in the line are the Crandall expansion ring, sectional ring, expansion spiral packing, high pressure ring and coil packing for steam; expansion packing for ammonia, gas and air; combination packing for steam or hot water, piston and valve rod, waterproof hydraulic coil, and hot water packings, air pump and throttle valve packing, tubular gaskets and wire woven helios gaskets, sheet packings, etc.; also boiler compounds, glass tubes and glass preservers, pump valves, rubber belting, conducting hose, etc. Any Canadian firm desiring further information regarding these lines can secure a copy of this catalogue on request.

The Sayer Electric Co.

The Sayer Electric Co., Montreal, have issued an instructive booklet entitled "Illustrated Catalogue No. 20." This

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TACKS
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Prompt Shipment
The ONTARIO TACK CO.
Limited
HAMILTON, ONT.

catalogue illustrates a large number of electric novelties, and a study of it will give the hardware merchant some valuable suggestions. There are a number of novelties which should prove readily saleable in a hardware store, and every dealer should know about them. Write for a copy, mentioning this paper.

—

Collyer & Brock.

Collyer & Brock are out with two new bulletins, Nos. 101 and 102. One of them describes their Type C Standard Fuse Panel, and the other their electrical repair department, in which they do an extensive business.

—

Munderloh & Co.

The attention of the hardware trade is called towards the handsome new electrical fixture catalogue No. 23 issued by Munderloh & Co., Montreal. The hardware merchant who is looking for ideas in things electrical, ideas that will bring him profits, should write for this catalogue. Munderloh & Co. have a splendid reputation for the quality of their work, and for the striking originality of their designs. Numerous hardware merchants are handling their lines with good success. This is a valuable catalogue, and every dealer should have one. Write for it, mentioning this paper, and a copy will be mailed promptly.

——

The Iron Age Directory.

The eighth annual edition of the "Iron Age Directory," a classified index of goods manufactured by advertisers in the Iron Age, issued by the David Williams Co., New York, has just come to hand. This work is recognized as one of the most valuable directories of hardware, metal and machinery manufacturers in the United States, and should be in the reference library of every Canadian importer of these lines. The price of the book is 25c, copies being supplied from the head office of the company, 232 William street, New York.

——

"Notes on High Speed Steel."

J. Beardshaw & Son, Baltic Steel Works, Sheffield, England, have issued an interesting booklet entitled "Notes on High Speed Steel," a copy of which has been furnished Hardware and Metal by their Canadian representative, Alexander Gibb, 13 St. John street, Montreal.

Rugs and painted or varnished floors are the style now. The day of the dust and germ collecting carpet is past.

THE SHERWIN-WILLIAMS FLOOR FINISHES

FOR FINISHING OLD AND NEW FLOORS IN ANY STYLE DESIRED

are the best and most profitable for both dealer and user. No other floor finishes are so well advertised, give so much satisfaction and pay the dealer such good, permanent profit. The line comprises:

THE S-W. INSIDE FLOOR PAINT—For an effective inside finish.
THE S.W. PORCH FLOOR PAINT—A lasting outside floor paint.
FLOORLAC (registered)—A high gloss stain imitating natural wood.
MAR-NOT—A tough, elastic varnish.
THE S-W. FLOOR-WAX—For easy and "glassy" polishing.
THE S-W. CRACK AND SEAM FILLER—For filling seams and cracks in floors.

If you want the best and the most of the floor finish trade in your territory, stock up with one or more of the S-W. Floor Finishes now. Send for booklet and prices today.

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CANADIAN DIVISION
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E1193

The booklet contains reports of various interesting tests of this company's "Conqueror" brand of high velveitz steel, reference to some of which was made in a recent issue of this paper. As noted then, these tests indicate that the "Conqueror" brand of high velocity grade. Statistics of the results of comparative tests given in this booklet should interest all users of high-grade tool steel. An interesting feature of the booklet is a series of instructions for working this brand of tool steel. These concise and yet complete instructions relate to forging, tempering and grinding. Write for a copy to Alexander Gibb, 13 St. John street, Montreal.

—

John Forman.

Recognizing the big field which the hardware merchant has in electrical fixtures, John Forman, Montreal, has issued a catalogue specially intended for the hardware merchant. A selection has been made from the extensive stock of this big electrical supply house of goods which the hardware merchant can profitably handle with the least trouble. The difficulty which many a hardware merchant will experience who desires to add an electrical department to his stock in trade is the selection of lines suitable to his own trade. This problem has been wrestled with by John Forman for the benefit of hardware merchants, and the result is their catalogue specially prepared for the hardware trade. Every hardware merchant should have one of these catalogues. It is full of suggestions that may bring profits. Write for one, mentioning this paper.

Ramsay & Philip, general merchants, Gilbert Plains, have been succeeded by McCormick & Philip.

Business Changes

ONTARIO.

RUSSELL & NELSON, general merchants, Erin, have dissolved partnership; D. C. Russel continues the business.

The Burley Gold Mining Co., Ottawa, have dissolved.

J. W. Crawford, planing miller, Durham, has been burnt out.

W. H. Kennedy, planing miller, Omemee, sustained a loss by fire.

J. Finlay & Son's hub and spoke factory at Tweed has been burnt.

J. J. White, planing miller, Wheatley, has sold out to R. Ivison.

M. H. Quinlan, harnessmaker, Peterboro', has sold out to A. Sinnott.

E. Braund, hardware merchant, Aurora, has assigned to A. E. Taylor.

G. Fitzgerald & Co., carriage makers, Peterboro', sustained a loss by fire.

J. W. Johnston, wagon maker, Hensall, has sold out to W. J. Miller.

The Skinner Co., Gananoque, saddlery hardware merchants, have been burnt out.

Hatch & Bros., hardware merchants, Whitby, have advertised their business for sale.

McDowall & Co., dealers in sporting goods, Toronto, have assigned to N. L. Martin.

J. O. Stringham, dealer in builders' supplies, has sold out to A. Hastings & Son.

An extension has been granted Welford Bros., rope and broom manufacturers, London.

Burke Bros., barrel manufacturers, Lindsay, have sold out to the Rider & Kitchener Co.

A meeting of the creditors of the W. J. Bradley Machinery Co., Toronto, was announced to take place on May 13.

The stock of Sanderson & Rossiter, brush manufacturers, Toronto, has been damaged by fire; insurance covers all losses.

The style of the Empire Machine & Metal Stamping Company, Toronto, has been changed to the Stanyon Metallic Furniture Co.

QUEBEC.

Vachon & Guay, painters, Quebec, have registered.

J. Cauchon & Frere, joiners, Quebec, have dissolved partnership.

IVER JOHNSON REVOLVERS

IVER JOHNSONS ARMS AND CYCLE WORKS. HONEST GOODS AT HONEST PRICES FITCHBURG, MASS.

Wherever you see the sign, it stands for revolver supremacy and suggests **IVER JOHNSON PRODUCTS.** Iver Johnson Revolvers have the largest sale of any in the world.

Best Advertised—Best Known. **Send for Catalogue.**

IVER JOHNSON'S ARMS & CYCLE WORKS,

New York Office, 99 Chambers Street. FITCHBURG, MASS.

L. Cote, general merchant, Cavignac, has been succeeded by H. Cote.

G. F. Foss, machinist, Sherbrooke, has sold out to A. H. Bartlett.

Brunet & Desjardins, brick manufacturers, Montreal, have registered.

J. Roi & Sons, general merchants, Otter Lake, have been succeeded by J. H. Roi.

The assets of F. Galipeau, general merchant, Weedon, are to be sold on May 19.

The assets of J. L. Roberge & Co, general merchants, Thetford Mines, were advertised to be sold on May 11.

PRINCE EDWARD ISLAND.

R. Ellis, general merchant, O'Leary, has been succeeded by Ellis & Kennedy.

NOVA SCOTIA.

J. R. Francis & Co., hardware merchants, Sydney Mines, have dissolved partnership.

A. E. Stoneman & Co., general merchants, Yarmouth, have assigned for the benefit of their creditors.

MANITOBA AND N.W.T.

A. J. Nybert, general merchant, Burnt Lake, has sold out to O. Nelson.

W. A. S. Magrath, general merchant, Theodore, has sold out to A. W. Wylie & Co.

W. J. Stinson, general merchant, Austin, has sold out to Wheeler & Duncan.

Earl & Wolfe, hardware merchants, Olds, have admitted R. T. Earl as partner.

W. N. Trimble & Co., pump makers, Strathcona, have sold out to R. Turnbull.

Card & Fenwick, hardware merchants, Westwood, have been succeeded by W. B. Puddicombe.

Bentley & Humberstone, planing millers, Medicine Hat, have been succeeded by Luno & Wilson.

Reed & Slough, general merchants, Didsbury, have been succeeded in business by Reed & Mowers.

The stock of the estate of H. Collins, general merchant, Methven, has been sold at 68c on the dollar.

Carruthers Bros., general merchants, Creelman, have dissolved partnership; S. R. Carruthers continues the business.

BRITISH COLUMBIA.

Summerland Sawmill Co., Summerland, have sold out to J. Huntley.

Blair & Hadden, general merchants, Cloverdale, have sustained a loss by fire; insurance covered the loss.

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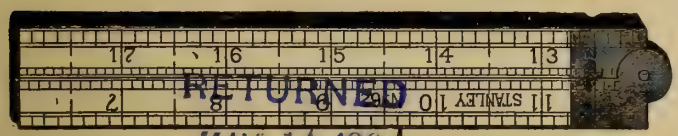
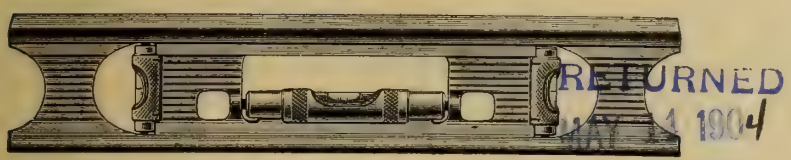


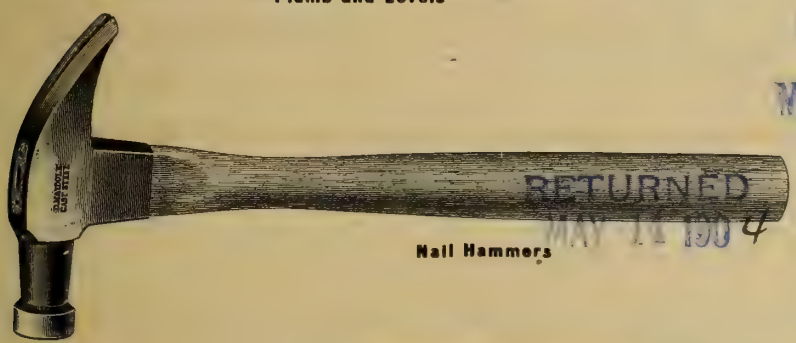
Boxwood Rules

Iron and Steel Squares



Plumb and Levels

Boring Machines



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Chisels

Odd Jobs

Plumb Bobs

Drills and Auger Bits

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New and Second-Hand Machinery, Engines, Boilers, Belting, Pulleys, Motors, Etc.

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STEEL CASTINGS

OF ANY WEIGHT.

WILCOX MFG. CO. OF ONTARIO, Limited

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Door Hangers of every description, Automatic Fire Door Equipments, Overhead Trolley Carrying Systems, Velox Ball-Bearing Grindstones, Velox Ball-Bearing Emery Grinders, Triumph Wire Stretchers, Sash Weights.

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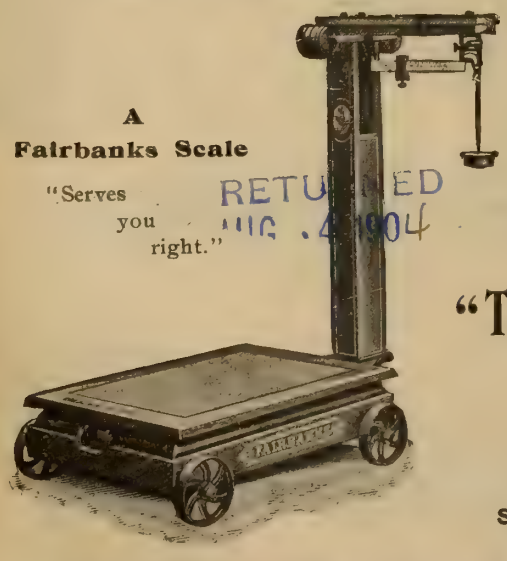
Fairbanks Scales are Better



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The Fairbanks Company

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RETURNED AUG 4 1904 Cut Book 22 Page 15

MACHINERY

THE MACHINERY MARKETS.

Quebec.

Office of HARDWARE AND METAL,
232 McGill Street.
Montreal, May 13, 1904.

NOTHING startling has taken place in the machinery market within the past week. There is a decided improvement in all lines, however, with the prospects better and the outlook brighter than they have been for some time. The stimulus given to business and trade conditions generally by the agreeable change in the weather is not without its effect on the machinery market.

Small orders are coming in steadily and several lrage sales are reported this week. These include orders for wood working machinery for factory equipment, several boiler insulations, and electric motors and turbine pumps for three Canadian towns. The dealers are viewing with pleasure the immediate prospects of work being commenced on the new Grand Trunk Pacific. This will mean extra requirements of heavy machinery all along the line, as well as complete machinery outfits for saw mills and water power development.

Deliveries are vastly easier than last year owing to the fact that manufacturers have been able to overtake their orders on account of the recent depression. There are not so many enquiries coming in as formerly. While some dealers claim more business than a year ago, the general impression is that it is hardly as brisk; but on the whole business may be said to be good.

Ontario.

Office of HARDWARE AND METAL,
10 Front street east,
Toronto, May 14, 1904

A GENERAL improvement in the situation is reported. Many enquiries for engines and boilers have been received and several good orders have been booked during the week. Business in iron-working machinery is also satisfactory, the enquiries regarding lathes, drills and planers being especially active. While there is not any particular movement in wood-working machinery the orders for this line are fully up to the average.

For electrical supplies, notably electric motors and generators, the demand continues fairly active, several good contracts having been awarded during the week.

Women and Machinery.

A MIND for machinery is undoubtedly, for women, the sixth sense. It is safe to say that most women have no more definite idea of what makes a cable car go than why the electric light turns on or the telephone rings. They very properly answer that they do not run cable cars or inspect telephones; but, though they may ride on cars and call up central without being able to explain mechanism, they cannot run a motor without being absolutely familiar with every little thread and wire of the machine. This necessity is formidable indeed to a woman who cannot understand why men gather in the street to watch the erection of a steel-constructed building. But formidable or not, she must master her machine.

There is a story of a man who had virtually acceded to the plea of his wife that he buy her a car of her own, when this point occurred to him, and he reviewed with some alarm his wife's inability to mend the lid of her inkstand, or the clasp of her handbag, which, he recalled, only needed bending the other way. He confided his doubts to a friend, who advised him.

"Why, maybe she has never had any sort of machine explained to her," said the friend. "Perhaps she would find it all very simple. Why don't you try explaining to her the principle of the steam engine or the trolley? If she follows that she'll understand any machine."

So the man did. Over the library table that evening he drew plans and made signs and exhibited wonders. Presently he worked out for her the reason that a steam engine "goes." And when he had finished she said:

"Yes, dear. And I never understood before how just that apple falling from the tree could have suggested it all to him."

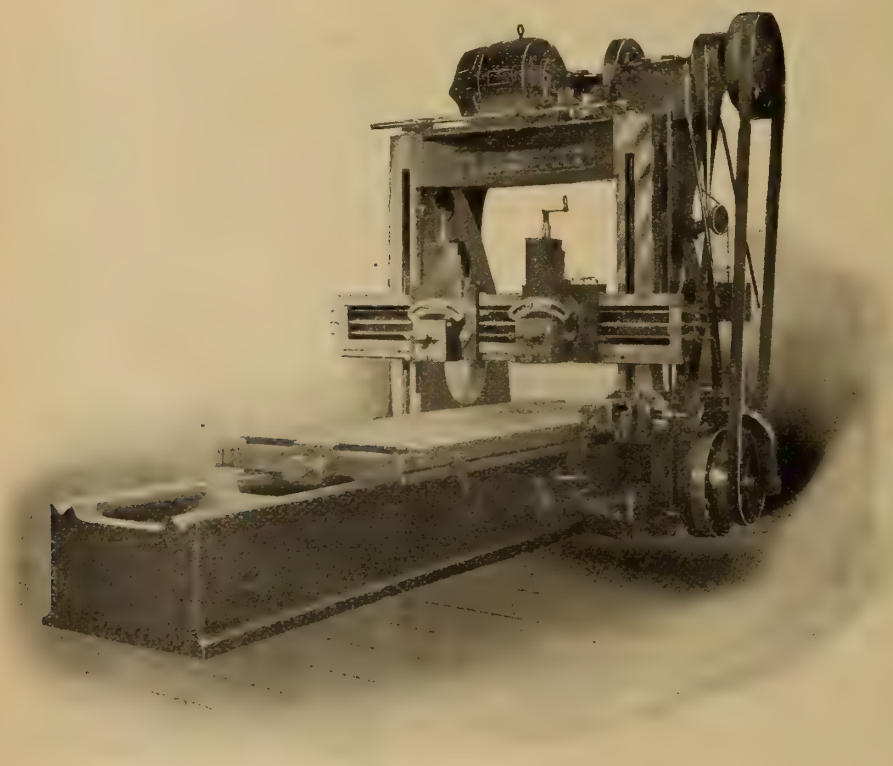
Some minds are made for machinery; some acquire it; but it can be thrust upon nobody; and it ought not to be tried. Yet a woman of intelligence to whom machinery is difficult, can usually master the mechanism of her motor if she sets about it. She must set about it if she hopes to take the road alone. So long as she is frightened by any unexpected refusal of any part of the machine to work, or by any strange noise of the gearing, so long she will be liable to accident.—May Outing.

High Speed Machine Tools.

There is a revolution going on at the present time in machine tool building to meet the demand required by high speed steels; and the ingenuity of the designer is taxed to its utmost. The Engineering Review gives an account of a new lathe of British manufacture on which the innovations are striking, and which shows a determination on the part of the builders to meet the requirements thrust upon them by the advent of new steel, and the demand for the machines that can utilize them to their utmost capacity. A heavy high speed 14-inch lathe is described. It possesses all the essential features of a first-class double geared lathe mounted in a particularly rigid bed. The fast head stock is driven by a constant speed belt 7 inches wide, running on pulleys 30 inches in diameter. The cutting speed is 100 ft. per minute, arranged through twelve changes of gears, from two and a quarter up to 14 inches in diameter, advancing in geometrical progression. The reduction gear may be similarly employed for changing down to a speed of twelve and a half ft. per minute, when required for a finishing cut, or when operating on harder material. Between the driving pulley brackets, the space is provided for electric driving, if desired, by the substitution of a motor of about 30 horse power. The whole of the gears are machine cut and the front neck bearing 7 inches in diameter, both of which constitute excellent features in a heavy lathe. The feed one-quarter inch per revolution makes the machine specially applicable for roughing-out purposes, whilst the reduction gear provides for accurate finishing.

CINCINNATTI MOTOR DRIVEN PLANER.

THE accompanying half-tone illustrates a new motor driven planer having a variable speed cutting stroke, with a uniform return at all times, and using a constant high-speed standard motor, made by the Cincinnati Planer Co., and sold by H. W. Petrie, Toronto. The engraving shows how the power is transmitted from the motor to the rear or constant speed shaft by a pair of gears, one of which is rawhide to obviate noise. This first or constant speed shaft carried the return pulley, and therefore gives the table always one speed for the return stroke. On this shaft is also mounted a heavy fly-wheel, to relieve the motor at the reverse, which is placed between two bearings, all of which are made ring oiling. The pulley for the cutting stroke is placed on a separate or forward shaft on top of the housing, and power is transmitted from the constant shaft to this one by two trains of gearing, each giving two speeds to the platen by simply moving one or both of the two levers shown on the side of planer. The changes can be made while the machine is in operation or standing idle.



A Cincinnati Motor Driven Planer.

This makes an ideal drive, especially for large machines, when it is desired to place them under the crane or where there is no room overhead for any style of variable speed countershaft; and it also overcomes the two chief objections to a planer driven by a variable speed motor, which reduces the power on the slow speed and runs the return speed far beyond its limit when a high cutting speed is desired. Variable speed motors are rarely carried in stock, and must therefore be ordered specially, which usually means a long wait, not only for the new motor, but also for any repairs should they be needed later on. The cut illustrates a 48x48 inch planer, but this same style drive has been applied to all other sizes of machines which the Cincinnati Planer Co. manufacture.

The speeds used on the machine illustrated were arranged for 20, 25, 30 and 38 feet per minute, with a constant return of 72 feet. A brass index plate is fastened to the side of housing, not shown in cut, so that a glance will tell what speed is being used.

Machinery at St. Louis Fair.

THE Louisiana Purchase Exposition has been officially opened, but as is usual in such large undertakings, the number of exhibits completed and fully ready for inspection are few. A correspondent of the American Machinist makes a few remarks in the last issue of that journal which may prove interesting to Hardware and Metal readers. He says that only here and there is an exhibit which is complete. In the Palace of Varied Industries the only exhibit that is practically complete is that of the Japanese. In the Transportation Building the historic exhibit of the development of the locomotive is complete and is very interesting, but for the most part the space is void.

In the Machinery Building the power plant is well advanced, and most of the engines have been in operation. There is a good showing of foreign boilers, but foreign engines will be scarce. The machine tool exhibit will not surpass even if it equals that of Buffalo. Not many tools will be seen in operation. Reed, of Worcester, will operate no tools; Warner & Swasey will operate only one; Brown & Sharpe will not exhibit any machine tools. The Niles-Bement-Pond Co. are installing a number of very heavy tools, and will probably operate them. The exhibit of Pratt & Whitney tools is well advanced.

Because of a change of plan or the misunderstanding regarding the charge for power has had the unfortunate result of leading many machine tool builders, especially the Cincinnati firms, to exhibit in the Electricity Building, or rather to supply their tools to be exhibited there by motor builders, who will show the tools in operation in order to show the beauties of electrical drive, and those tool builders will have none of the ordinary expenses of exhibitors to meet.

Exhibitors are having considerable trouble with contractors and workmen. The unions are not living up to their agreement with the exhibition, and workmen are demanding exorbitant rates of wages.

The Robb Engineering Co., of Amherst, N.S., have taken a contract for a 300 h.p. Robb-Armstrong engine for direct connection to a Stanley generator for lighting a large Cuban sugar plantation.

The huge new departmental store of John Wanamaker, New York, will be equipped electrically throughout, and will have one of the most elaborate isolated electric lighting plants in the country. The plant will be a three-wire one, with a capacity of 1,800 k.w. The store will be illuminated by 1,700 arc lights and 6,000 16 c. p. incandescent lights. The plant will entail an expenditure of $200,000.

MACHINERY AND ELECTRICAL NOTES.

COLLYER & BROCK, electrical contractors, of Montreal, have finished the electric installation of the new Imperial Bank building, Westmount, which includes complete wiring, switch and panel boards, fixtures and a Fensom elevator. They are now wiring the new Scroggie building and the McGill Conservatory of Music with enclosed iron conduit wiring throughout.

Sheppard Bros., Toronto, are installing a boiler from H. W. Petrie in their new premises.

The business of the American Electrical Novelty Co. for Canada has been taken over by John Forman, Montreal.

St. Michael's College, Toronto, are installing a laundry plant and have purchased new engine and boiler from H. W. Petrie.

The Canada Sugar Refining Co., Montreal, has taken out building permits for an electric station on Montmorency street to cost $450, and a pump house on Canal street to cost $1,200.

The Gould Storage Battery Co. are putting in a large storage battery in the new Bank of Montreal, so that it will be necessary to run the machinery only part of the time.

In the list of recent patents granted by the Canadian Government was one for a sulky plow to Mr. Albert Baldwin, and a threshing machine to Mr. F. Whitcomb, of Smith's Falls, Ont.

Hardware and Metal is informed through reliable sources that the Marconi Wireless Telegraph Co. will be in active operation and doing business on an extended scale in less than four weeks' time.

H. W. Petrie, Toronto, has during the last few days delivered a double cylinder, double drum hoisting rig to the Joseph Battle Estate, Thorold; several iron-working tools to Wm. Preston, Galt; a large veneering machine for W. Moses & Son, West Osgoode, Ont.

One of the largest electrical contracts under consideration in Canada to-day is the new Canadian Pacific hotel and station at Winnipeg. This building is to be installed with the most modern apparatus. The contract has not yet been given out.

John Forman, of Montreal, has just completed furnishing the transformer equipment for the Marconi Wireless Telegraph Co. He has supplied all the transformers used both for the Glace Bay and Cornwall stations. They are the Imperial make.

The Robert Mitchell Co., Ltd., brass and iron founders, of Montreal, have moved their factory from Ste. Cunegonde to St. Henri, and are now running full blast. They have recently installed some new machinery, and now have one of the most up-to-date factories in Canada.

The Private Bills Committee of the Quebec Legislature has passed the bill to incorporate the Canadian Light, Heat and Power Co., to furnish heat, light and power in Montreal, despite the opposition of the Montreal Light, Heat and Power Co.

The Locomotive and Machine Company of Longue Pointe, is in receipt of an order from the Grand Trunk Railway for ten mogul engines, to cost about $20,000 each, to be followed, when they are delivered, by ten more, which are to be finished before the end of the season.

Alfred Rubbra, of the Machinery Exchange, Montreal, has been appointed agent for E. Imhauser & Co., New York, who manufacture watchman's improved time detectors. These are for use in factories and warehouses where a number of men are employed.

The Singer Manufacturing Co., of Elizabeth, N.Y., are about to build a large new plant in Canada. They are to instal in it a large electrical equipment. The machinery will include a 600 k.w. geerating set and some 200 h.p. of motors ranging from one h.p. to five h.p. each.

The Montreal Rolling Mills Co., who have made a number of improvements at their works on Notre Dame street west, Montreal, have just completed and taken possession of a new large office building at the west end of their works. The new building is a splendidly equipped one, and contains the offices of all the officials of the company.

Among the latest patents reported in connection with the telephone is an antiseptic device for telephone transmitters. It may be carried in the pocket, and differs very little in size and shape from a watch. Another is a compact receiver and transmitter deskstand. By removing a single screw the tubular upright may be slipped down over the cord, entirely exposing the working parts.

The Canadian Westinghouse Electric and Manufacturing Co., of Hamilton, have been given the contract for lighting the Welland Canal. It includes complete arc lamp and switch board installations. About 600 A C enclosed arc lamps are to be put in. The contract for the motor installation has not yet been let. The same company are now working on the new Bank of Montreal service plant, which includes engines, generators and switchboards.

Germany has now forged ahead of Great Britain in the production of iron and steel. In 1903 the estimated production of pig iron in Great Britain amounted to 8,350,000 tons. Germany in that year produced 10,085,634 tons. In 1903 Germany exported 3,480,000 tons of iron and steel, against 3,571,373 tons exported by Great Britain. In three items alone—angles, blooms and rails—the German exports to the United Kingdom reached 607,649 tons in 1903.

The creditors of the W. J. Bradley Machinery Company, Toronto, meet at the offices of the asignee, E. R. C. Clarkson, on Friday afternoon. The liabilities are placed at $9,500, and the assets at $8,000. E. R. C. Clarkson, as assignee for the firm, has issued a writ against Peter Paterson and M. J. Evans to set aside a mortgage dated April 15, 1902, on some property on Shaw street.

The Canadian Westinghouse Company, Limited, of Hamilton, have engaged C. C. Starr, who was formerly connected with the firm of John Starr, Son & Co., Montreal, to act as their representative in the Maritime Provinces, with headquarters at 134 Granville street, Halifax. The Maritime Provinces are included in the district of the Canadian Westinghouse Company's Montreal office, and Mr. Starr will be consequently an attache of that office.

One of the features under consideration for W. H. Scroggie's new departmental store in Montreal is an escalator. This is a moving stairway that has been used with such success in large stores in New York and other cities. The steps are carried on a track connected by levers so arranged that they are always in a horizontal position. On the landing a triangular buffer gently pushes anyone who is not inclined to step off, to one side. Immediately opposite is the descending stairway, which is kept in motion all the time. Thus hundreds may be carried up and down continuously. One of these escalators in practice has been found to do the work of fourteen elevators.

German Machine Industry.

THE machine industry of this Empire was never in worse condition than at present. The building of steam engines, which has always been looked upon as a basis of all machine building, is on the decline. Two reasons are given for this decline—first, the great depression in industrial life all over the Empire, and, second, the enormous strides in the use of gas engines and steam turbines within the last few years. The gas engine has worked its way into industrial life here to such an extent that the builders of steam engines are at a loss to know just what to do. With the depression in the steam engine trade, naturally the steam boiler has had to suffer.

During the year 1893 Germany exported 95,958 tons of machinery, while in 1903 she exported 255,383 tons. It is interesting to note the change in position the nations have taken toward Germany as receivers of German goods. In 1893 Austria-Hungary stood in first place as receiver of German machinery; to-day she ranks third, while Russia has taken first place. The export to England has increased sixfold and she has risen from the ninth to the fourth place as a taker of German machines. The German machine export to Italy and France has increased nearly threefold, while the export to Switzerland has advanced nearly 30 per cent. in ten years.

Germany's importation of machinery in 1893 amounted to 40,889 tons; in 1903, to 61,008 tons. During this period England's export to Germany has steadily decreased, while the exports from the United States have continually increased.

The American increase was due almost entirely to the German demand for agricultural machines, and in this line the American product almost dominates the German market.

Roumania is about to increase her duty on machines from $2.32 to $3.09 per 100 kilograms (220.46 pounds). This will be a severe blow to the German agricultural machine exporters.

The Laurie Engine Co., Montreal, have just completed several of their larger Laurie-Corliss engines. One of these a 1,500 h.p. horizontal cross-compound 26 in. and 48 in. by 48 in. heavy duty engine weighing 300,000 lbs., has just been installed in the Toronto Street Railway plant, where they intend putting in another of the same capacity in the near future. They have shipped to the Winnipeg Street Railway Company another engine of this size which is the same as was placed in the Montreal Street Railway power house three years ago.

CONDENSED MACHINERY ADVERTISEMENTS.

MACHINERY WANTED.

Notices under this heading inserted free for subscribers to HARDWARE AND METAL.

BAND saw, jig saw and jointer. Box M. 7, HARDWARE AND METAL, Toronto.

BOILER WANTED—Good second-hand boiler —54 x 12, or 60 x 12; quote lowest cash price. Box M. 8, HARDWARE AND METAL, Toronto.

GOOD second-hand three-side moulder and iron rip saw table; give full particulars Otterville Manufacturing Co., Limited, Otterville.

LATHE, screw-cutting, about twelve-inch swing; must be in good order. Box M. 10, HARDWARE AND METAL, Toronto.

SMALL foot-power printing press, state price and where can be seen. Box M. 9, HARDWARE AND METAL. Toronto.

WANTED—Second-hand gasoline engine—in good repair; 2 to 4 horsepower. Box 8, Markham.

WANTED—A diamond stone dresser. Any miller or mill machinery firm having one for sale, either new or second-hand, will please write The Alabastine Co., Limited, Paris, Ont.

WANTED — Immediately—Portable sawmill— to cut from three to five million feet mixed timber, principally birch; would prefer party who would take timber from stump and deliver lumber at station. Hanna & Hutcheson Bros., Huntsville, Ont.

WANTED — Good second-hand jointer and rounder. E. McNabb, Arva P. O., Ont.

MACHINERY FOR SALE.

Special rates will be quoted for notices under this heading for periods of three months or longer.

BLACKSMITH'S tools, stock and woodworking tools in first-class shape. Apply G. H. Morris, Hatchley P. O.

COMPOUND engines—high and low pressure; high speed, John Ingles, maker, Toronto, 125 horse power; also alternating, incandescent dynamo, five hundred light; all in first-class condition; lately used in Grimsby electric light plant, now using current from Cataract Power Company, and engine and dynamo are no longer required. Apply to J. W. Vandyke, Grimsby, Ont.

ENGINES—Gas, gasoline, stationery and marine. E. Housey, manufacturer; 815 Queen west, Toronto.

ELEVATORS for freight and passenger service. Write for particulars to Parkin Elevator Works, Hamilton, Ont.

ESTIMATES given on forced and induced draft fans for steam plants. Sheldon & Sheldon, Galt.

FOR engines, boilers, iron and woodworking machinery write H. W. Petrie, Toronto.

GAS and gasoline engines, stationary, marine, automobile; also launches; silver medal, highest award Dominion Exhibition, Toronto; also Toronto Exhibition, 1902; write for catalogue. The Gasoline Engine Co. of Toronto Junction, Limited.

HEAVY portable engines—21 to 50 h. p.; on wheels or skids; for sawmill work; prompt delivery; low prices; send for catalogue. The Robert Bell Engine and Thresher Co., Limited, Seaforth, Ont.

HOISTING ENGINES. derricks, continuous concrete mixers, 250 yards capacity; dump cars, railway construction cars, track-laying tools, boilers, etc. Marsh & Henthorn, Belleville, Ont.

MACHINE TOOLS—I have for immediate delivery a large stock of lathes, planers, shapers, millers, radial and other drills, punches and shears, bolt cutters, hammers, presses, etc., etc.; send for stock list. H. W. Petrie, Toronto.

PATENT, well introduced; big money to live man acquainted with machinery or mechanics. Fred. R. Cole, 138a St. James street, Montreal.

ROCK DRILLS for waterworks excavating, quarries and mines; steam hoists for builders, mines and quarries; simple, compound and triple marine engines, for pleasure launches. The Dominion Rock Drill Co., Napanee, Ont.

SIX horse-power engine and boiler, cheap; three horse gas engine, seen working. 102 St. Lawrence street, Montreal.

THE A. R. WILLIAMS MACHINERY CO., Limited, Toronto, have for sale for prompt shipment the following; Two 10" four side moulders, new; 42" new sand papering machine; new 40" Cowan resaw machine. Send for prices.

THE FAIRBANKS CO. — Temporary warehouse, 124 Bay — standard scales, valves; trucks, letter presses, shafting, hangers, pulleys belting, mill supplies, machine tools; "Fairbanks" gas and gasoline engines; write for price list.

THE STUART MACHINERY CO., Winnipeg—One second-hand return tubular boiler, 60" x 14 feet, good as new; one 12x30 Corliss engine, second-hand, John Abell make, in first-class shape; one second-hand Barnes 19 inch swing, 8 foot bed, iron lathe, foot power; one second-hand iron lathe, 24-inch swing, 10 foot bed.

Persons addressing advertisers will kindly mention having seen their advertisement in Hardware and Metal.

Don't Forget the Name...

NEWMAN'S INVINCIBLE FLOOR SPRINGS

Strong, Quick, Reliable, Effective.

Will close a door against any pressure of wind. Far ahead of ordinary door springs, pneumatic or otherwise. Ask your wholesaler.

W. NEWMAN & SONS, Birmingham.

IT WILL PAY YOU

to stock the best globe valves "made in Canada."

KERR'S are made of the best steam metal, accurately fitted and perfectly tight.

CATALOGUE FOR THE ASKING.

THE KERR ENGINE CO.,
WALKERVILLE, ONT. Limited

SPECIFY

TRADE PENBERTHY MARK.

INJECTORS

PENBERTHY INJECTOR CO.,
LIMITED.
BRASS MFRS. Windsor, Ont.

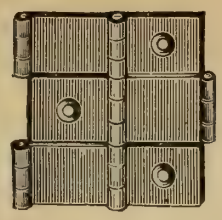
Buy the Best.

HERCULES

Sash Cord.

Star Brand Cotton Rope
Star Brand Cotton Clothes Lines
Star Brand Cotton Twine

For Sale by all Wholesale Dealers.



Cabinet Hinges, and Cabinet Brassware of all descriptions, Drawer Pulls, Fancy Handles, Castors, etc.

We are makers of every kind of cast and stamped Brass foundry, and we want your trade. What line can we quote you?

Jones & Barclay, Birmingham, Eng.

BABBIT

No 0
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STAR
SPECIAL
HERCULES
METALLIC
IMPERIAL

THE QUALITY & PRICE TO SUIT ALL GRADES OF WORK. **CANADA METAL CO.**

WILLIAM ST., TORONTO. TELEPHONE MAIN 1729.

CAP SCREWS, SET SCREWS
MACHINE SCREWS,
COLD PRESSED NUTS,
SPECIAL MILLED WORK, ETC.

CANADA FOUNDRY COMPANY, LIMITED

Head Office and Works, - TORONTO, ONT.

District Offices — Montreal, Halifax, Ottawa, Winnipeg, Vancouver, Victoria, Rossland.

To Metal Polishers

Craig Mine Corundum is next to the diamond in hardness and the grains have very sharp points. Some manufacturers at first complain that it bites too deeply into steel or iron and therefore pulls out of their glue. When users adapt their glue to it they say it does twice the work of emery.

Write us for information regarding glues.

The Canada Corundum Company, Limited

TORONTO, CANADA.

AN IMPROVED RADIAL DRILL.

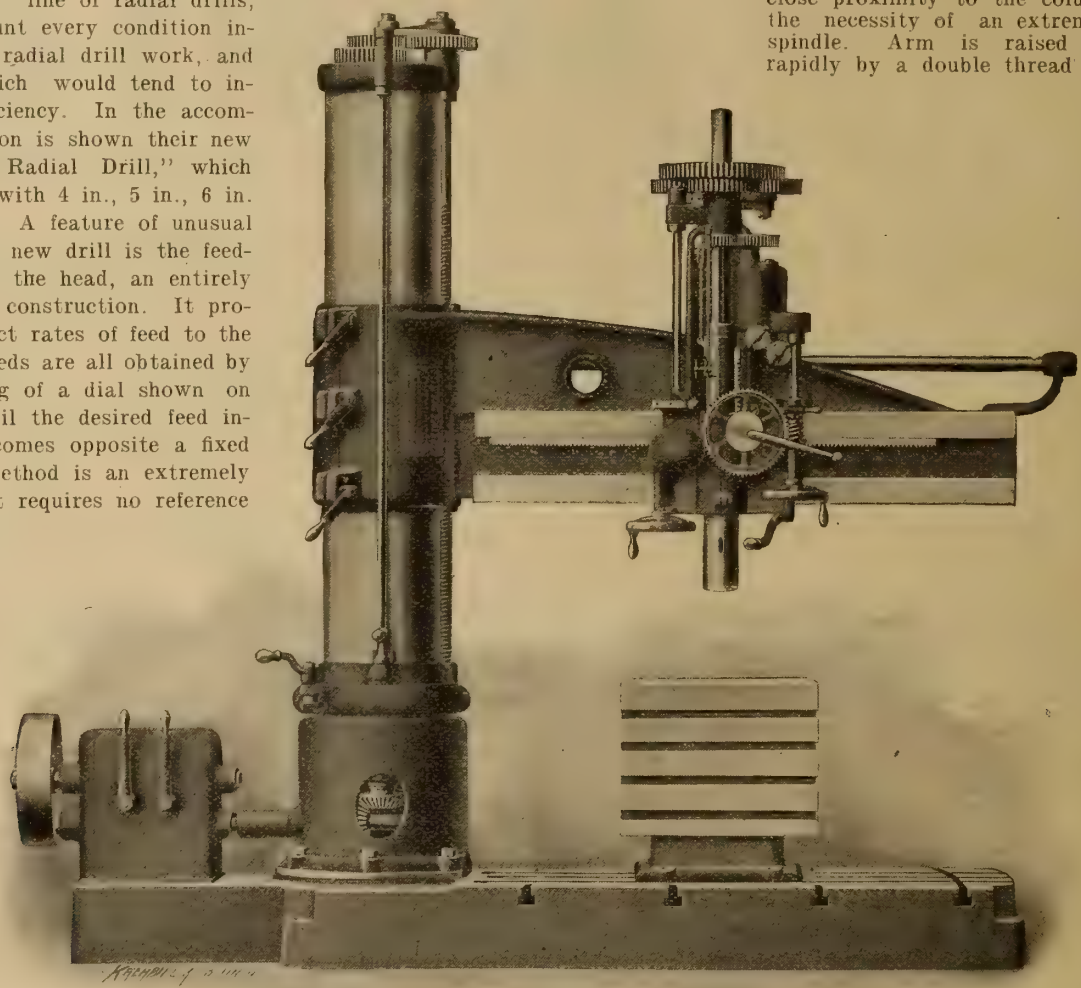
RADICAL changes have taken place, in the past few years, in the standard of construction of radial drills. In order to keep fully abreast of the changed conditions and greatly increased duties now confronting the radial drill, the American Tool Works Co., of Cincinnati, have just re-designed throughout their line of radial drills, taking into account every condition influencing modern radial drill work, and every point which would tend to increase their efficiency. In the accompanying illustration is shown their new "Improved Plain Radial Drill," which can be furnished with 4 in., 5 in., 6 in. and 7 in. arms. A feature of unusual excellence on this new drill is the feeding mechanism in the head, an entirely new and original construction. It provides eight distinct rates of feed to the spindle. These feeds are all obtained by the simple turning of a dial shown on the feed box, until the desired feed indexed thereon comes opposite a fixed pointer. This method is an extremely simple one, as it requires no reference to index plates and subsequent handling of levers. The feeds operate through a friction, which permits a drill being crowded to its limit without strain to the feed works. A plate is provided indicating twist drill sizes, from ½ inch to 3½ inches inclusive, and their respective proper feeds, and this, in connection with the dial index, enables the operator to immediately secure the proper feed for the twist drill he is using. This involves no guess work, saves a great deal of time, and insures the drill being used to its full capacity. Feeds can be automatically tripped at any position of the spindle by adjustable trip dog and pointer, acting on the worm clutch. Depth graduations are on the spindle and all depths can be read from zero. Two or more dogs can be supplied, making it possible to counterbore any number of holes without resetting. The trip acts automatically at full depth of spindle, preventing breakage of feed mechanism.

The speed box is of geared friction type, providing four changes of speed, each being instantly available by use of the two levers shown. Frictions are of patent double band type, employing very few parts in their construction, which can thus be made of such large proportions as to be free from slippage under the severest cuts, and obviating the use of loose delicate parts. A motor of any type may be readily attached at any time, connection being made through chain, gear or belt. The speed box can be easily interchanged with a cone by simply breaking a coupling connection on the lower driving shaft of the machine.

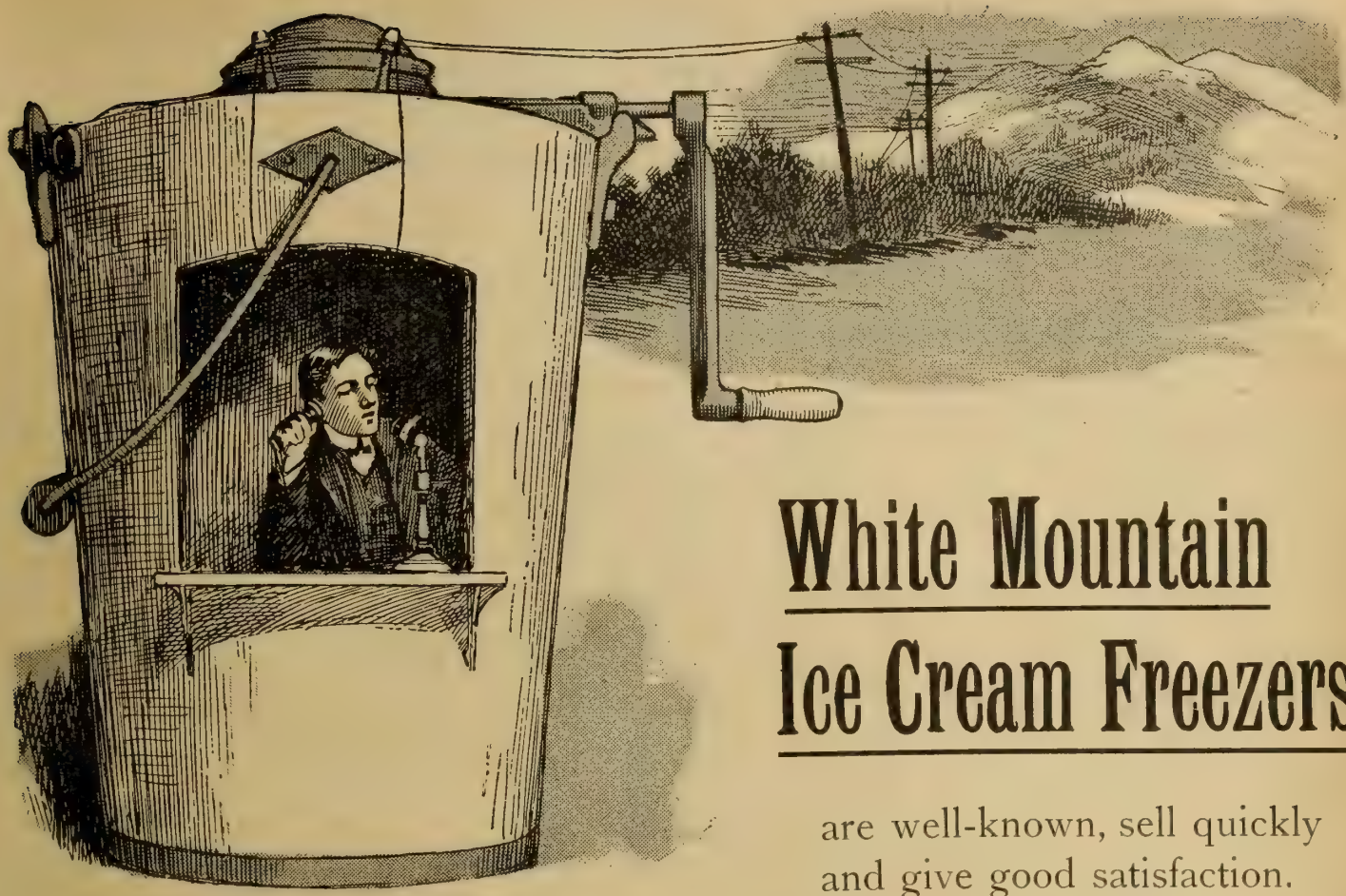
The spindle has sixteen changes of speed, all immediately available without stopping the machine. This wide range of spindle speeds, combined with the exceptional driving power of the machine, renders the drill equally efficient with either ordinary or high speed twist drills. The column is of double tubular type. The outer column is practically integral with the inner column, which extends the entire height and has full bearing for outer column, at both top and bottom. This gives the equivalent of a double column, affording exceptional rigidity. The arm is parabolic beam and tube section, giving the greatest resistance to bending and torsional strain. Its design leaves the lower line parallel with the base, and thus permits work being operated upon in close proximity to the column without the necessity of an extreme reach of spindle. Arm is raised and lowered rapidly by a double thread coarse pitch screw hung on ball bearings and controlled instantly by a convenient lever.

Back gears are located on the head, thus bringing the greatest speed reduction direct to spindle. They may be engaged or disengaged without shock or jar while the machine is in operation. Spindle is counterbalanced and has frictional quick advance and return.

Tapping mechanism is carried on the head, between the back gears and speed box, thus giving to the frictions, already very powerful, benefit of the back gear ratio, making unusually heavy tapping operations possible, and also permitting taps to be backed out at an accelerated speed. The lever for starting, stopping or reversing the spindle is controlled at the head from the front of the machine. Further particulars will be cheerfully furnished by the makers.



An Improved Radial Drill.



White Mountain Ice Cream Freezers

are well-known, sell quickly and give good satisfaction.

Model Refrigerators.

Leonard Refrigerators.

Model Oil Stoves and Ovens.

Boss Gasoline Stoves.

We can ship these seasonable goods promptly. Write for printed matter.

The Model.

The McClary Manufacturing Co.

London, Toronto, Montreal, Winnipeg, Vancouver, St. John, N.B.

"Everything for the Tinshop."

ELECTRICAL GOODS AND SUPPLIES

A NEW DEPARTURE.

WITH this issue, Hardware and Metal commences a new department devoted to electrical goods and supplies. It is a department which the management have had in view for some time, and it is in line with the development of the trades with which this paper is connected. Most progressive plumbers are already handling electrical fixtures and they will be interested in a new department devoted to this growing branch of their business. Many hardware merchants are commencing to sell electrical goods, and they have found it profitable to do so. The object of this new department is to afford some assistance to those plumbers and hardware merchants who are already selling electrical goods, and to interest others in the development of a profit-bringing business.

Every reader of Hardware and Metal is familiar with the policy which, in and out of season, has been persistently urged in this paper—add new lines to your business. Profits in staples have been cut down to almost nothing. The hardware merchant who is in business for profit, as well as for his health, will not devote all his energies to selling nails and kindred staples in which long competition has eliminated profit. He will turn to other lines in which competition is not so keen. In the expansion of the retail hardware business along new and profitable lines lies the hope of the future.

To come to the point: there is probably no line of goods more easily sold and in which profits are better than electrical fixtures and supplies. Every town in Canada—almost every village of any pretentions—has its electric lighting plant. This means business for some person, and to the hardware merchant and plumber much of it legitimately belongs. Trade in supplies should not be monopolized by the electric light companies, and the hardware store could easily secure it.

There is much in electrical goods that is as staple as wire nails, but much more profitable; and there is also very much that is fancy on which better profits can be obtained. The alert hardwareman will not be content with a trade in plain incandescent lamps. He will add to his stock fancy lamps and fancy fixtures in which it should be easy to interest his customers.

Fancy lamps and ornamental fixtures should do much to attract the ladies to the hardware store, which has too long been regarded as exclusively a men's store. The possibilities which this offers for trade expansion need not be enlarged upon. Every thinking merchant knows that the ladies are the wealth distributors of the country, and no plan should be neglected which will attract them to the store.

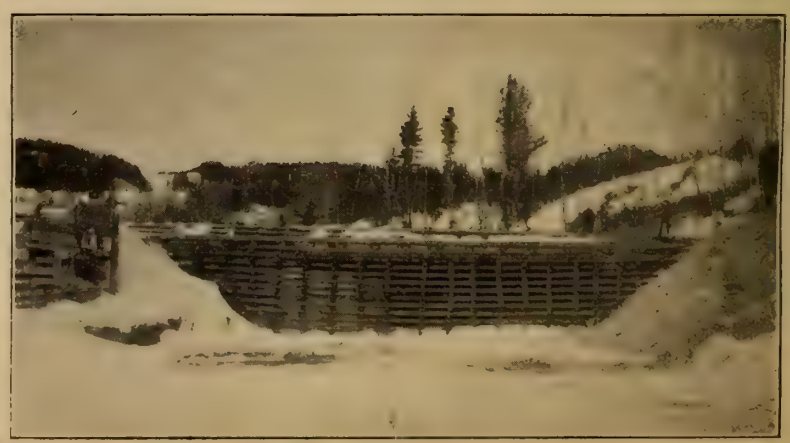
It is intended that this department shall assist the hardware merchant by pointing out to him from time to time lines which he may handle profitably. To this end the co-operation of the electrical supply houses is invited. Suggestions will be welcomed at any time.

Note reference to electrical goods under Catalogues, Booklets, Etc., heading on another page.

Murray Bay Power Plant.

THE power of the Murray River, which empties into the St. Lawrence at Murray Bay, is about to be utilized to some extent. This river has its source in innumerable lakes, back as far as Lake St. John, so that the supply is inexhaustible. The company developing this is the Labrador Electric and Pulp Co. They intend supplying power and light to Murray Bay, Point a Pic, Cap A L'Aigle and St. Irenie, and to several large saw mills on the road, but will not take up the pulp industry at present.

Last October work was commenced on the dam which is of crib work. It is now completed and has several inches of water flowing over it. The dam is 26 ft. high and 140 ft. long. Later work was begun on the canal leading to the power house. It is blasted from the solid rock and is 19 ft. deep, 11 ft. wide, and 200 ft. long. The men worked at this under most trying circumstances during the severe Winter, with the thermometer at times as low as forty degrees below zero. An enclosed circular steel and wood penstock is being placed in the canal and will be completed in a short time. The power house is to be a two-storey concrete building, the upper storey for the attendants' quarter, forty by sixty ft. The installation will consist of two 5,000 volts 150 k. w., S. K. C. alternators, belt connected to two Morgan and Smith, McCormick turbines 36 in. in diameter, of 300 horse power each. The switch-boards, of blue Vermont marble, are being supplied with general electric apparatus. The high tension board contains the fuses, oil switches, and paralleling switches, and the low tension board has an A. C. voltmeter and ammeter and D. C. field ammeter for each machine, and a synchronizing device, besides the rheostatic control apparatus. The energy is generated and transmitted at 5,000



The Murray Bay Power Dam.

No. 8800.

RETURNED
JUN . 2 1904
Out Book 19
Page 4
Ans

STACEY BROS.,
"ARK WORKS," - SHEFFIELD, ENG.

volts, the greatest length of line being 14 miles from the power house to St. Irenie. Two three phase transmission lines are being installed, consisting of number three B. & S. copper wire. Cedar poles forty feet high are used, and the cross arms are of Southern pine, creosoted and mounted with locust pins and Lachine type glass insulators. A special Stromburg anchor is called for for the poles.

The whole is to be completed and ready for active operation by July 1.

The company has the contract for lighting the four municipalities mentioned, as well as the Government wharves, with 32 candle power lamps. 100 kilo-watt in power and lighting will be taken by the Manoir Richelieu, owned by the Richelieu & Ontario Navigation Co., at Murray Bay, and 30 kilo-watt for the Summer home and grounds of Rudolph Forget, of Montreal. The latter grounds will be lighted by both arc and incandescent lamps and have motors for pumping water.

The contract for the entire plant from dam to transmission line is in the hands of the Standard Constructing Co., represented by Messrs. Albert Dupuis and Leon Beauchamp, of Montreal.

The Allis-Chalmers-Bullock Limited.

THERE has just been formed in Canada one of the strongest electrical and machinery companies that has ever been established in this country.

A few months ago there was a flurry of excitement in machinery circles in the United States, due to the fact that the Allis-Chalmers Co., of Milwaukee and Chicago, one of the largest machinery firms in the world, had amalgamated with the Bullock Electric Mfg. Co., of Cincinnati, manufacturers of all kinds of electrical apparatus. It was rumored at the time that this action had been taken by the Allis-Chalmers people because of the moves the large electrical concerns, notably the General Electric Co. and the Westinghouse Co., had made in entering the steam engine and steam turbine field. This union made a particularly strong combination. At that time there had already been established in Canada a Canadian Bullock Co., a distinct organization from the American Co., yet intimately connected with it, with Geo. Bullock as president, for the manufacture of electrical apparatus and to compete with the established branches in Canada of the large United States companies. The change in business and the amalgamation referred to, meant an opportunity for expansion in Canada as well.

The new company just organized is to be known as the Allis-Chalmers-Bullock Limited, with head offices and works in Montreal, and branch offices in Toronto, Winnipeg, Halifax, Vancouver and Rossland. They have taken over the business and representation in Canada of the Bullock Electric Manufacturing Co., the Canadian Bullock Electric Manufacturing Co., Limited, the Allis-Chalmers Co., the Ingersoll-Sergeant Drill Co., the Lidgerwood Manufacturing Co., the Wagner Electric Manufacturing Co., and the Canadian Engineering Co., Limited. They will operate in closest relations to the American companies and manufacture machinery identical in design and of the same high-grade material and workmanship. They have taken over the works of the Ampere Electric Co., and the new works of the Jas. Cooper Co., at Rockfield, for immediate operations. They are now building new works of the most modern design and equipment, and will employ several hundred men in a short time. The lines to be carried and manufactured by this company include direct and alternating current machinery, railway equipment, arc lamps, switch board apparatus, transformers, rock drills, air compressors, pneumatic hammers and riveters, hoisting engines, cable ways, log hauling machinery, boilers, Corliss engines, piston and centrifugal pumps, water and steam turbines, gas engines, all kinds of mining machinery, saw mill machinery, brick and bricketing machinery, sugar machinery and many other lines.

The Electrical Association.

The annual convention of the Canadian Electrical Association will be held in Hamilton on June 15, 16 and 17. A number of valuable and interesting papers will be read. A new departure in connection with these meetings is the opening of a question box. Advance copies of the questions have been issued and members are asked to contribute answers. In this way much valuable information will be brought out. While the members of the association are in Hamilton they will have an opportunity of visiting the Hamilton Electric Light and Contract Power Co.'s plant, as well as the new works of the Canadian Westinghouse Electric and Mfg. Co.

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CONSERVATIVE ENGLAND.

IS it possible that some of the contemptuous criticism of English business methods commonly heard in Canada are but a proof of the limitations of our business scope ?

How frequently do we hear in this country the most sarcastic criticisms of the conservatism of English business men, of the tendency in England to follow the same methods, continue the same processes and even use the same labels on the packages year after year. decade after decade !

The interview with E. D. Storer, the English colorman, on another page, throws some interesting light on this subject. The trade of the great mercantile concerns of Great Britain is world-wide. It is their general experience that in most countries, and particularly in the populous countries of Asia, the people are so conservative that to hold their trade it is necessary to maintain a uniformity of quality and a similarity of package. The experience in India and China of Goodlass, Wall & Co., as related by Mr. Storer, should be read by all Canadians ever hoping to do business in Asiatic countries.

OVERHEAD WIRES.

Already some of the Canadian cities have been agitating for the placing in underground conduit of all overhead electric and telephone wires. The multiplicity of poles with their numerous cross arms, insulators and transformers, and network of wires detracts greatly from the beauty of any place. In small towns this is almost necessary, as the great cost of putting in underground cables renders it prohibitive on the part of the companies. In larger cities there is every argument in favor of putting the wires underground, and everything that pertains to the beauty and appearance of our cities demands such an action, to say nothing of the greater safety to life and limb ensured by the latter method. Montreal has qualms of conscience in the matter, and even got as far as having a bill in the Legislature dealing with it, but it seems to have ended there. In New York the matter was fought for years before anything was done, but finally public sentiment was so strong in the matter that the authorities had to take action. They did this and compelled the electric companies to place the wires underground. Whether anything will come of the move made by the Montreal authorities is not definitely known, but the sooner something tangible is done in the matter, the sooner will our Canadian cities get rid of the unsightly, not to mention dangerous, overhead construction.

PROTECT OUR OWN MANUFACTURERS.

In Montreal business circles some interest has attached during the week to the statement in an evening paper on Monday that the Government would be asked to rebate to the contractors the duties on all foreign materials used in the construction of the new steel sheds on the harbor front. Definite information on the subject is lacking, but the Manufacturers' Association have deemed it of sufficient importance for discussion at a meeting of the Montreal Executive on Thursday.

In well-informed circles it is not considered probable that the Government will allow the contractors a rebate of duties on materials which can be supplied by our own manufacturers. To do so would not be in accord with the policy pursued with reference to other public works. Public opinion does not favor the construction of Canadian public works from materials imported at slaughter prices. The same question has come up before in connection with the proposed Grand Trunk Pacific, and it has been made quite plain that Canadians as a whole desire the Government to give our own manufacturers a chance.

It is customary in such cases as the present for the Government to rebate the duties collected to the Harbor Commissioners, thus saving them any extra cost because of the tariff It has been argued from this that as the Government obtain no revenue from the import of these materials they should rebate direct to the contractors. But this would make every difference to the Canadian manufacturer, who would be deprived of all protection. The contractors have based their estimates upon the supposition that existing duties will be maintained and no injustice is done them by maintaining those duties. But it would be unjust to deprive the Canadian maufacturer of his own market. He is afforded this protection for small business; he should not be deprived of it when a large contract is in sight.

SILVERWARE A HARDWARE LINE.

Hardware merchants who have given due attention to silverware have ever found it a profitable line. Mackenzie, Milne & Co., Sarnia, Ont., in writing of the line, say : "We have for the last thirty years sold the best goods we can get at a reasonable price and on no occasion allow inferior goods to be sold. We sell silverware of a standard make, which we can stand behind ourselves, as well as the maker. In this way our customers get good value for their money and will always return." The consequence is that this firm are recognized by silverware manufacturers as among the most successful retailers of the line in the Dominion.

CANADA'S UNDERPAID JUDICIARY.

A STRIKING illustration of the manner in which public opinion has awakened during recent years to the wisdom of safeguarding the Supreme Court by greater liberality in the salaries attached thereto, is given in the opinion expressed by Sir Mackenzie Bowell a few days ago. Sir Mackenzie, in the course of conversation, strongly supported the policy of Hardware and Metal in advocating higher remuneration for Supreme Court judges. He said that at one time he was opposed to any higher salaries for judges. He felt that the position, like that of cabinet ministers, was one of such great honor that a man should be willing to accept smaller remuneration. During the last few years, however, he realized that owing to the greatly increased cost of living, and the greater earnings of leading lawyers, it was impossible to get the best men without paying them more money than at present. He strongly favored increased salaries for all judges, from the Supreme Court to the County Court Bench. He believed it would be good policy for the Government to begin with the Supreme Court immediately. Later, the salaries of the lower courts could and should be increased.

* * *

George Caverhill, of Caverhill, Learmont & Co., president of the Montreal Metal and Hardware Association, was seen by a representative of Hardware and Metal this week, with reference to the discussion in this paper of the inadequate salaries paid to the Canadian judiciary.

He said: "My answer to the much discussed question with regard to the meagre salaries paid to our Canadian judges, is made purely from a business standpoint. In the first place it is necessary that a judge should be free from all possibility of debt or worry, in taking and keeping that position in social and professional circles which it is absolutely necessary that he should occupy. No matter how able the judge may be, unless he is free from worries of this kind, his judgment although not biased is not apt to be given with the same clearness it otherwise would be.

"I am given to understand that the salaries now paid the judiciary are the same that were paid at the time of Confederation. At the same time in the larger cities, such as Montreal and Toronto, the cost of living has increased 300 per cent. At first blush, this may seem an extraordinary statement, but investigation shows it to be a positive fact. No man to-day can possibly educate his family and mingle with the ordinary well-to-do (not the extravagant) commercial and professional classes, on the salaries paid our judges, without being subject to much financial worry. It is idle to expect the best services, even from the most able judge, while this is the case.

"Again, the difference between the salaries paid to-day to the judges and the incomes of the leading legal men, is so great that it is absolute folly to expect an active legal man of the first rank in his profession to accept a position on the bench. The result is that we are inclined to regard a position on the bench as an appropriate gift to a man at the decline of a useful and honorable life. This is not right.

"A position on the bench should be given to a man in his prime, and the salary attached should therefore be sufficient to attract a man at the time when his earning powers in the legal profession are at their greatest. To induce an active lawyer of this class to accept such a position and to overcome the difficulties just mentioned it is necessary that the increase in salary should be a substantial one. An increase of a paltry two or three thousand dollars per year would be quite inadequate."

* * *

There is sound common sense in Mr. Caverhill's contention. If the Supreme Court judges were receiving salaries only two or three thousand dollars less than the incomes of the leading lawyers the prestige attached to a position on the bench might be expected to attract the ablest men in the profession. As a matter of fact and common knowledge, the incomes of active lawyers in the front rank of their profession are double and triple and quadruple the salaries of the Supreme Court judges. It follows, therefore, that the increase must be substantial if it is to attract our ablest lawyers. The prestige attaching to the position must always be an important factor, and hence it is not necessary that the present salaries should be made exactly equal to the largest incomes in the legal profession. But the point of the whole matter is that the increase must be substantial.

UNSALABLE STOCK.

Probably no question is more the object of anxiety and worry and none further away from a solution in the minds of the hardware and metal merchants than that of getting rid of unsalable stock. Every day he comes across it and every day the same question repeats itself, if not in definite form, at least in an unexpressed wish that the stock were off his hands. It generally ends in nothing being done, but still he hopes that he will get full value for it some time. The some time may or may not arrive, but in the meantime stock is there representing a certain value, which is more or less fictitious unless it can be turned into actual cash.

A recent number of Harness Gazette contains the suggestion which might be acted upon to advantage. The idea is to turn this stock into cash or its equivalent, though it be necessary to mark it down considerably. Instead of having a general sale, which would mean getting rid of good stock at less than its salable value, put all the unsalable goods in one place, or in a special room, and mark them down in price. Draw special attention to the fact, advertise them and it will probably be surprising how much would be turned over in this way that would otherwise be left lying on the shelves.

A CHILLIWACK MAN.

MR. J. H. ASHWELL, manager of Ashwell's department stores, Chilliwack, B. C., was in Toronto last week en route for the World's Faie at St. Louis. He is making his journey by easy stages. Before reaching the "Queen City" he spent four or five days in Winnipeg. Mr. Ashwell is one of the most progressive business men in the west, and although he works hard he believes that it pays in the long run for business men to take an occasional vacation as they not only gain in health but in experience.

Besides their store at Chilliwack the firm also have stores at Sardis and Rosedale, B. C. Their store at Chilliwack has recently undergone some improvements and has now a frontage of 93 feet and a depth of 50 feet. Their Chilliwack and Sardis stores are connected by a private telephone system 2½ miles long, and it has been found very convenient. The system is now being connected with every department at the firm's headquarters.

Mr. Ashwell, to use his own words, is a crank on system. He believes that a business man to be successful must be systematic and have his methods thoroughly up-to-date. He is always on the lookout for up-to-date methods and his system of bookkeeping is of the very latest design. He has recently introduced into business a card system for keeping stock. By this system the firm are able to tell every night just how their stock stands in the particular lines to which it applies and not only does the system enable them to ascertain this but also to check any mistakes which may have been made by a clerk in not entering goods which have been sent out to customers. At present the system only applies to the chief staple lines in the store, but Mr. Ashwell expects in time to have it so extended that it will include every line. He is so far very enthusiastic over the results obtained.

Speaking of business in his neighborhood during the past Winter he says it has been fairly good, although the weather had been more severe than usual. The outlook for the future he considers good.

"Seeding was well on the way when I left home," he said, "and the apple trees and cherry trees were in blossom."

Within the last year or two a couple of creameries have been started in the vicinity of Chilliwack, and Mr. Ashwell said that one of them last year made 176,000 lbs., which had netted the farmers an average price of 23c. The butter from these creameries retails in Chilliwack at 30c, and in Vancouver at 35c per lb.

"These creameries," said Mr. Ashwell, "have been a great benefit to us and have solved for us the problem of rank butter. Now nearly all the farmers take their milk to the creamery where it is made into good butter."

The Ashwell firm is one of the pioneers in that part of British Columbia, they having been in business for 33 years. The father of J. H. Ashwell was the founder of the business and he settled in Chilliwack about 40 years ago.

OFFICERS OF BUSINESS MEN'S LEAGUE.

THE annual meeting of the Montreal Business Men's League was held this week in the reading room of the board of trade, president Henry Miles presiding. After the adoption of the annual report the following officers were elected :

President—Henry Miles.
Vice-President—Charles Chaput.
Treasurer—J. C. Holden.
Executive Committee—Henry Miles, chairman; Charles Chaput, F. W. Evans, J. C. Holden and Alex. McFee.
Advisory Committee—Hon. L. Beaubien, E. H. Botterwell, W. D. Lighthall, Hon. J. D. Rolland, Geo. T. Bell, H. A. Price, T. L. Paton, Wm. Birks, George Hague, Robert Munro, C. S. J. Phillips, C. E. E. Ussher, A. Lalonde, Walter Paul and N. E. Hamilton.

H. S. HOWLAND, SONS & CO.

H. S. Howland, Sons & Co. have purchased one of the best warehouse sites in Toronto, a block of land 250 x 80 feet, immediately opposite the Union Station, where a warehouse, modern in every particular, will be erected In the meantime the firm have installed in Cowan Avenue Rink, Toronto, a stock embracing practically all their lines, and are in a position to accept all orders.

UNKEPT PROMISES.

IT is an old song that the insurance companies have been singing for years, "Improve your fire protection and we will lower our rates." Have they ever kept their promise ? Experience would indicate that they have done quite the opposite. Down in the Maritime Provinces one of the grievances of business men which is annually aired at the Board of Trade meeting is this breach of faith of the insurance companies.

If the insurance men fail to show their sympathy with improvements in fire protection, there is naturally less and less inducement to carry out reforms. This is an unfortunate state of affairs. Business men have always supported movements for the preservation and protection of property, but their efforts in this direction will assuredly be diminished unless the insurance men cooperate with them in earnest. Increased taxation for fire-fighting appliances and increased insurance rates should not go together.

AN OMISSION.

The Champion Manufacturing Co., 1,586 Notre Dame street, Montreal, have directed our attention to an unintentional but none the less unfortunate omission of their name from the classified list of advertisers in the Spring number of Hardware and Metal. This feature of the paper has been much appreciated by advertisers, and the mistake in this instance is no doubt an injury to this firm. The Champion Mfg. Co. are making the trade a very generous offer in order to introduce their razor strops. Hardware merchants looking for a snap should turn to this firm's advertisement of Page 131 of the Spring number, and write for the trial order described there.

WILL EQUIP ASYLUM KITCHEN.

The Western Foundry Co., Wingham, have secured the contract for equipping the kitchen of the new Asylum for the Insane at Penetang, Ont., for the Ontario Government. The order includes four-fire four-oven "Huron Chief" heavy steel plate French ranges, also urns, steam roasters, steam vegetable cookers, etc. This order is a testimony to the merit of "Huron Chief" ranges.

WHOLESALE SADDLERY HOUSE.

Geo. A. Rudd & Co., who formerly conducted a retail saddlery store on Yonge street, has moved into a new three-and-a-half storey building on King street west, in which a strictly wholesale saddlery business will be conducted.

WILL MAKE CASTINGS.

The St. Thomas Car Wheel Co., St. Thomas, Ont., start next week the construction of a new shop for turning out castings for the trade.

PERSONAL MENTION.

Mr. C. M. Rudel, of the Fairbanks Co., Montreal, was sufficiently recovered this week to return to business.

Mr. E. Donsley, of A. Ramsay & Son, Montreal, accompanied by his wife, left Montreal on Friday for a trip to Great Britain.

MARKETS AND MARKET NOTES

QUEBEC MARKETS.

Office of HARDWARE AND METAL,
232 McGill Street.
Montreal, May 13, 1904.

A GENERAL improvement in the activity in nearly every line handled by the hardware trade is reported, consequently there is a widespread manifestation of satisfaction by the trade.

Western shipments are now being made, both by lake and rail. The only trouble is that the first boats cannot begin to carry all first boat orders, consequently, as in preceding years, many shipments have to be left over for succeeding boats. Otherwise shipments are being made promptly, and compared with last year trade is every bit as good.

Many repeat orders and a brisk demand are reported in lawn mowers, garden hose, lawn sprinklers and hose reels, and in green wire cloth and poultry netting. Barb wire orders are still coming in from dealers who failed to have their orders filled by the independent company. The shortage in wire nails that was reported last week has been overtaken.

On the whole, prices remain the same, the only change noted being an advance in tinned roofing caps of 1-2c a pound. Payments are reported none too good, which is the natural result of the recent depressed state of business.

Washing Machines—No change in prices this week. The market is steady and quotations as follows: Round (three legs), $35.00 per dozen; round (four legs), $39.00 per dozen; square (regular size), $42.00 per dozen; square (smaller size), $36.00 per dozen; round rotary, $56.00 per dozen; square rotary, $59.00 per dozen; "New Century," $72.00 per dozen.

Lawn Mowers—A still increased demand and many repeat orders are noted. The fine weather is having a marked effect. Prices are steady. We quote as follows: With 8-inch wheel, sizes 12, 14 and 16 inch, $2.65 each; with 9-inch wheel, size 12, $3; size 14, $3.12 1-2; size 16, $3.25 each; Philadelphia pattern, size 12, $3.25, size 14, $3.50; size 16, $3.75 each; High Wheel, size 12, $4; 14, $4.25; 16, $4.50; 18 $4.75; 20, $5.25 each.

Garden Hose—Many orders are reported this week, and demand is exceedingly brisk. Discounts continue: Trade 75 per cent.; Western, 65 and 10 per cent.; White, 40 and 10 per cent.; Maroon, 40 and 10 per cent.; cotton, 60 per cent.

Hose Reels—The effect of the Summer weather is also felt in this line. Prices are from 15 to 25 per cent. higher than last year.

Lawn Sprinklers—A big trade reported. Prices from $2.50 to $18.00 a dozen.

Ice Cream Freezers—There is a big demand for these goods at present. Orders are coming in fast, many of them repeat orders. We quote the following range of prices for the leading brands: One quart, $1.50 to $1.60 each; 2 quart, $1.70 to $1.80 each; 3 quart, $1.95 to $2.25 each; 4 quart, $2.35 to $2.60 each; 6 quart, $2.95 to $3.25 each; 8 quart, $3.70 to $4.10 each; 10 quart, $4.75 to $5.50 each; 12 quart, $5.75 to $6.50 each; 14 quart, $6.75 to $7.50 each.

Agricultural Wrenches—A steadily increasing demand. Discount as before, 25 per cent.

Harvest Tools—No change in this line. Discount is the same, 60 per cent.

Spring Hinges—Many orders booked this week. We quote: No. 5, $17.25 per gross; No. 10 $18 per gross; No. 20, $10.50; No. 120, $20; No. 51, $9.25; No. 50, $27.50.

Heavy Screw Hooks and Hinges—The demand still continues brisk, with prices the same as before. We still quote: Sizes 12 inches and upwards are selling at $3.25 per 100 lbs; the price of the 6, 8 and 10-inch sizes is $4.25.

Wire Hat and Coat Hooks—The market is steady. The price of 3-inch hooks is 75c a gross.

Churns—Prices continue the same with only a moderate trade. Discounts 40 and 15 per cent. f. o. b. Montreal and 30 and 30 per cent. f. o. b. factory.

Green Wire Cloth—There is an unusually good trade in this line, and many orders have been received this week. The price is $1.50 per 100 square feet.

Poultry Netting—A brisk market and a lively trade being done. Discounts for 2-inch 19-gauge standard extras are 60 and 5; for 2-inch 16-gauge, the discounts are 55 and 5 per cent.

Galvanized Poultry Netting Staples—There still continues a good trade. Prices are: Sizes 5-8, 3-4, 1 1-8, 10-lb. boxes, $12.50 list; 25 and 50-lb boxes, $12.25 list; 100-lb boxes, $12 list. Less 57 1-2 per cent.

Bed Staples—The discount on the Montreal Rolling Mills Company's and the B. Greening Wire Company's lists is 57 1-2 per cent. The discounts on the Dominion Wire Company's list are 25 and 2 1-2 per cent.

Blind Staples—No change, the discount, as before, is 40 per cent.

Galvanized Coil Spring Wire—Market is fairly active, with no change in prices. Our quotations are as follows: Nos. 6, 7 and 8, $3.20; No. 9, $2.70; No 10, $3.30; No. 11, $3.35; No. 12, $2.95; No. 13, $3.10. Carlots 5 cents less. Freight prepaid is less than carlots to extent of 25 cents and in carlots to extent of 20 cents. For following factory points freight is equalized: Montreal, Hamilton, London, Welland, Windsor, Stratford.

Galvanized Wire—A continued steady market. Trade a little better than last week. Prices are as follows: No. 5, $3.65; Nos. 6, 7 and 8, $3.10; No 9, $2.45; No. 10, $3.15; No. 11, $3.20; No. 12, $2.60; No. 13, $2.70; No. 14, $3.70. In carlots f.o.b. Cleveland, No. 5, $2.15; Nos. 6, 7, 8 and 9, $2.10; No. 10, $2.15; No. 11 $2.20; No. 12, $2.25; No. 13, $2.35; No. 14, $2.45. In less than carlots 12 1-2c extra per 100 lbs will be charged.

Barb Wire—Dealers report that they are still receiving many orders from retailers whose previous orders had not been filled. We quote: $2.75 per 100 lbs. f. o. b. Montreal, and $2.50 f. o. b. Cleveland. Carlots of 15 tons $2.40 f. o. b. Cleveland.

Smooth Steel Wire—There is an active demand. No change in prices, which are: Bright and annealed, $2.50 per 100 lb. f.o.b. Montreal, Toronto, Halifax, London, Hamilton and St. John. Net extras per 100 lb are now as follows: Coppered wire, 60c; tinned wire. $2; oiling, 10c; spring wire, $1.25; best steel wire, 75c; bright soft-drawn, 15c; hay-baling wire, 20 to 25c.

Annealed Hay Wire—No new feature in the market. Annealed hay wire and annealed and oiled wire have not changed in price. Same list with usual discounts.

Fine Steel Wire—Market continues steady. Discounts 25 per cent., with net extras as follows: 1 and 2-lb. hanks, 25c per 100-lbs.; 1-2-lb. hanks, 37 1-2c; 1-4-lb. hanks, 50c.

Brass Wire—Merely an ordinary trade in this line. Discount, as before, is 60 per cent.

Copper Wire—There is little business reported in copper wire this week. Discount 60 per cent.

Rivets and Burrs—A good trade reported, with no change in quoted prices. Discounts are: Best iron rivets, section carriage and wagon box, black rivets, tinned do., coopers' rivets and tinned swede rivets, 60 and 10 per cent.; swedes iron burrs are quoted at 55 per cent. off; copper rivets with the usual proportion of burrs, 45 per cent. off and coppered iron rivets and burrs, in 5-lb carton boxes are quoted at 60 and 10 per cent. off list.

Tinned Roofing Caps—An advance of 1-2c a pound is noted this week. A good demand.

Screws—The shortage in screws is not so great as was felt last week, but there is still a slight shortage. There is a lively demand, with no change in prices. We quote discounts as follows: Round head, bright, 82 1-2 per cent.; flat head,

bright, 87 1-2 per cent.; brass, round head, 75 per cent.; brass, flat head, 80 per cent.

Cut Nails—A fair demand, with prices the same as before, viz., $2.30 per keg f.o.b. Montreal, Toronto, Hamilton and St. John.

Wire Nails—There is a good demand for wire nails. The factories have now caught up in the sizes that they were short in last week, so that there is now an ample supply. Prices continue steady. We quote the following prices: $2.40 per keg carlots and $2.45 per keg in small lots f.o.b. Gananoque, Montreal, London, Hamilton, Toronto, Brantford and St. John.

Boxwood Rules—The discounts continue the same, ranging from 52 1-2 to 50 per cent. off list.

Shot Guns—The market has not picked up to any extent within the past week, and there is not much doing.

Cordage—A good demand, but no change in prices. We quote as follows: Pure manila, 15c; British pure manila, 12 1-2c; sisal, 12c; double lathyarn, 11c; single lathyarn, 10 1-2c; Russian tarred spunyarn, 13 1-2c; jute rope, 3-8-in in diameter and upwards, 9c; cotton rope, 21c; cotton twine, 24c for 3 and 4 ply. Cotton bedcord, 90c to $1.70, according to length. Sash cord 30 to 31 1-2c; cotton candle wick, 22 to 24c.

Building Paper—An active trade in all lines due to the increased building operations. We quote as follows: Tarred felt, $1.85 per 100 lbs; 2-ply ready roofing, 90c per roll; 3-ply, $1.15 per roll; carpet felt, $2.25 per 100 lb; dry sheathing, 40c per roll; tar sheathing, 50c per roll; dry fibre, 55c per roll; tarred fibre, 65c per roll O.K. and I.X.L., 70c per roll; heavy straw and sheathing, $35 per ton; slaters' felt, 65c per roll.

Firebricks—Not yet enough of them to supply the demand. English are selling at $16.00 to $22.00 per 1,000; Scotch, $17.00 to $22.00.

PLUMBING GOODS.

Practically all lines of plumbing goods are in good demand this week, and the supply houses report an active trade, not only with outside points, but also with the city plumbers. The local strike does not appear to have affected the supply business in the least. "In fact," said a supply man to Hardware and Metal, "if it were not for the newspapers we would not know that a strike exists. We are getting orders all the time from the city trade, and it is evident that the masters have secured new men. The journeymen were ill advised to ask so much." There has been a big rush since the opening of river and lake navigation, as for weeks previous orders had been accumulating for shipment with the first boats. The first boats were unable to take all the freight that offered.

Lead Pipe—Conditions are much the same as last week. The demand from country points is quite active and large. Supplies are going forward both by rail and by boat. The price is still 8c for composition waste and aqueduct and 7c for ordinary. The discount is 35 per cent, f. o. b. Montreal, Toronto, St. John, N. B., and Halifax. F.o.b. London—15c per 100 lbs extra. F.o.b. Hamilton—10c per 100 lbs extra.

Soil Pipe and Fittings—Business continues brisk this week. We quote: Light soil pipe, 3 to 6-in, 50 and 10 per cent.; medium and extra heavy soil pipe, 2 to 6-in. 60 per cent.; extra heavy soil pipe, 8-in, 45 per cent. Light fittings, 2 to 6-in, 50 and 10 per cent.; medium and extra heavy fittings, 2 to 6-in, 60 and 5 per cent.; extra heavy fittings 8-in, 45 per cent.

Iron Pipe and Fittings—The demand continues steady and prices are well maintained for ordinary business. Some concessions are obtainable for large lots. We quote: Standard pipe, per 100 feet, in length under 19 feet—black, 1-8-in, $2.30; 1-4-in, $2.30; 3-8-in, $2.55; 1-2-in, $2.85; 3-4-in, $3.65; 1-in, $5.20; 1 1-4-in, $7.35; 1 1-2-in, $8.95; 2-in, $12.55. Galvanized—1-4-in, $3.20; 3-8-in, $3.45; 1-2-in, $3.90; 3-4-in, $5; 1-in. $7.20; 1 1-4in, $10.05; 1 1-2-in, $12.20; 2-in, $16.85. In the above the discount on 1-8, 1-4 and 3-8 in black and 1-4 and 3-8 in galvanized is 12 1-2 per cent.; and on 1-2 to 2, inclusive, in black and galvanized is 15 per cent. Extra heavy pipe, plain ends, are quoted per 100 feet as follows: Black, 1-2-in, $4.20; 3-4-in, $5.25; 1-in, $7.55; 1 1-4-in, $10.55; 1 1-2-in, $12.75; 2-in, $17.60. Galvanized—1-2-in, $5.25; 3-4-in, $6.65; 1-in, $9.55; 1 1-4-in, $13.25; 1 1-2-in, $16; 2-in, $21.90. The discount on all sizes of extra heavy pipe is 12-12 per cent. Coupling, 1-2 in. to 2 in., 55 per cent. discount; nipples, 1-4 and 3-8 in., 65 per cent discount and 1-2 in. to 6 in. 67 1-2 per cent. discount.

Solder—We quote 18c for bar and 18 1-2c for wire solder.

METALS.

Most items under this heading show an increased strength this week, and the general tone of the market shows an improvement. Import orders are now arriving and some long delayed deliveries are being made. English advices report a strong market in Canada plates, black sheets, galvanized sheets, tin plates, etc., and local prices are firm in sympathy. As noted last week, one local house advanced their quotations 10c per box on Canada plates, and they have maintained this advance. The old figures are still quoted by the other houses, but it would not be surprising if a general advance were made very soon. In structural materials interest has centred this week on the big contract awarded to Peter Lyall & Sons for the erection of steel freight sheds on the harbor front. Steel in large quantities will be required for this work. The pig iron market is steady this week, but, as before, buying seems restricted to present requirements. To a great extent, Canadian iron is taking the place of the imported, and import business is not so large as in other seasons. Ingot copper continues very firm and a slight advance has been made in local quotations. Tin, on the other hand, has declined 1-2c, and pig lead, although weak, is quoted at the old figures. A feature of the local market for the last few weeks has been the scarcity of zinc spelter.

Pig Iron—Sales of Canadian iron show a substantial increase, but it is doubtful whether the imported iron is holding its own, as compared with other seasons. Deliveries are now being made by boat of iron ordered earlier in the season, and instructions in most cases are now caling for immediate delivery. As before, buying seems to be restricted to current requirements, buyers appearing to hesitate about placing large orders. In spite of the slight weakness which developed last week in the United States markets, the local iron market is apparently quite steady. The Dominion Iron and Steel Company advise Hardware and Metal as follows: "Prices of pig iron for the past week have been very steady. The volume of business has been fair, mostly made up of small lots. Consumption seems to be continuing at a rate at least equal to the previous week, as many customers are pressing for deliveries." We quote following prices:

"Disc," No. 1	$17.50	delivered	Montreal
"Dom.," No. 1	13.50	"	"
Usual difference in price for lower grades.			
Ferrona No. 1	$18.00	delivered	Montreal
" No. 2	17.50	"	"
" No. 3	16.50	"	"
" No. 4	16.00	"	"
Londonderry	18.50 to 19.00	"	"
Summerlee	18 50	"	"
Glengarnock	20.25 to 20.75	"	"
Gartsherrie	20.00	"	"
Carnbroe	18.50	"	"
Carron No. 1	19.00	"	"
" (special)	17.50	"	"
Ayresome No. 1	17.50	"	"
" No. 3	16.90	"	"
Clarence No. 1	16.25	"	"
" No. 3	16 00	"	"

Bar Iron—In better supply this week, although the demand continues brisk. Prices are very firm and, as was stated last week, an advance is not unlikely, in view of the fact that local quotations are abnormally low. We quote: Merchants' bar, $1.75; horse shoe iron, $2; forged iron, $1.95.

Black Sheets—Primary markets continue very strong, and local quotations are firm in sympathy. We quote: 28-gauge, $2.35; 26-gauge, $2.30; 22 to 24-gauge, $2.25; 19 to 20-gauge, $2.20; 8 to 10-gauge, $2.35.

Steel—On the local market there has not been a particularly large volume of business this week. Interest has centred on the contract secured by Peter Lyall & Sons for the erection of steel freight sheds on the harbor front. This contract will call for an immense quantity of steel and structural material. The Dominion Iron and Steel Company advise Hardware and Metal as follows, from Sydney: "The consumption of steel billets seems to be improving; specifications received have been larger than those received for some weeks, and in all cases customers want prompt shipment. A number of large buyers have been endeavoring to purchase at prices slightly below the market, but have not

PORTLAND CEMENT

CANADIAN, ENGLISH, GERMAN and BELGIAN.

FIRE BRICKS, FIRE CLAY, ENAMELLED BRICKS, all colors. BUILDING BRICKS.

SEWER PIPES, CULVERT PIPES, WHEELBARROWS, FOUNDERS' and CONTRACTORS' SUPPLIES.

F. HYDE & CO.

WELLINGTON ST., MONTREAL

Deseronto Iron Co.

LIMITED

DESERONTO, ONT.

Manufacturers of

CHARCOAL PIG IRON

BRAND "DESERONTO."

Especially adapted for Car Wheels, Malleable Castings, Boiler Tubes, Engine Cylinders, Hydraulic and other Machinery where great strength is required; Strong, High Silicon Iron, for Foundry Purposes.

"MIDLAND"

BRAND

Foundry Pig Iron.

Made from carefully selected Lake Superior Ores, with Connellsville Coke as Fuel, "Midland" will rival in quality and grading the very best of the imported brands.

Write for Price to Sales Agents

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MONTREAL, QUE

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Canada Iron Furnace Co.

MIDLAND, ONT. Limited

We invite inquiries for

Steel Rails

BAR IRON, PIG IRON GALVANIZED IRON, CANADA PLATES, TINPLATES, WIRE ROPE (W. B. BROWN & CO.), CEMENT, FIRE BRICKS, ORE BAGS, GRAIN BAGS, ETC.

C.F. JACKSON & CO., Limited

Importers and Commission Merchants

151 Hastings St. W., VANCOUVER, B.C., and LIVERPOOL, ENGLAND.

been successful, and will no dout before long be compelled to pay full market prices." We quote as follows: Sleighshoe, $1.90; tire, $1.95 to $2.10; spring, $2.75 to $2.95; toe calk, $2.55; machinery (iron finish), $2.45; square harrow, $2.45.

Tool Steel—Several sales are reported this week, but none appear to have been for large quantities. We quote: Black Diamond, 8 to 9c; Sanderson's, 8 to 9c, according to the grade; Jessop's, 13c; Jonas & Colver's, 10 to 20c; "Air Hardening," 65c per lb; Conqueror, 7 1-4c.

Sheet Zinc—The remarks made last week still apply. Supplies are short and in consequence for immediately delivery local prices are exceedingly firm. On cask lots the price is $6.15 to $6.25 and for smaller quantities it is $6.50. As before stated, these prices are well maintained.

Galvanized Iron—There is an active business this week in both large and small orders. The primary markets are stronger and local quotations are maintained firmly. We quote 28-gauge, Queen's Head, $4.30; Gorbal's "Best Best," $4.30; Apollo, 10 3-4 oz., $4.30; Fleur-de-Lis, $4; Comet, $4; Bell brand, $4. In less than case lots 25c extra.

Tinplates—English advices continue to indicate a rising market in Wales, and the feeling locally is that higher prices must soon be asked in Canada. Prices are, however, still as before. Cokes $3.75 and charcoals $4.

Terne Plates—Nothing new to report. Market firm; price $6.75.

Canada Plates—The market continues firm and fairly active. Quotations follow: 52s, $2.30; 60s, $2.35; 75s, $2.40; full polished, $3.60 and galvanized $4 to $4.10; galvanized 60s, $4.25 to $4.35.

Ingot Tin—The tin market is easier this week, and local quotations are now 31 1-2c to 32c, a decline of 1-2c.

Ingot Copper—Copper is firmer this week, and on the local market it is held now at 14c per lb. for quantities.

Pig Lead—The market is easier, but last week's figures still obtain. We quote $3.35 to $3.45.

Antimony—Cookson's is quoted at 7 3-4c to 8c.

Coil Chain—Quotations are: No. 6c, 10c; No. 5, 9c; No. 4, 8 1-2c; No. 3, 7c; 1-4-in, $6.10; 5-16-in, $4.70; 3-8-in, $4; 7-16-in, $3.80; 1-2-in, $3.70; 9-16-in, $3.55; 5-8-in, $3.35; 3-4-in, $3.30; 7-8-in, $3.25; and 1-in, $3.20 with 10c allowance on carlots.

Scrap Metals and Old Material—The scrap metal market is without any features of interest this week. Prices follow: Heavy copper and wire, 11 to 11 1-2c per lb; light copper, 10 1-2c; heavy red brass, 10 to 10 1-4c; heavy yellow brass, 8 1-2c; light brass, 5 1-2c; lead, 2 3-4c; zinc, 2 3-4 to 3c; iron, No. 1 wrought, $10 to $12; machinery scrap, $15 to $16; stove plate, $12; mixed country rags, 65 to 75c per 100 lbs; old rubbers, 5 1-2 to 6c per lb.

ONTARIO MARKETS.

Office of HARDWARE AND METAL,
10 Front Street, East.
Toronto, May 13, 1904.

BUSINESS has at last reached a volume worthy of the season. In fact, orders are coming in which should have, if weather conditions had been favorable, been to hand weeks ago. In addition there is a good movement of lines generally called for about now. Altogether, the volume of trade is quite satisfactory. There is a good movement in all housecleaning lines, in washing machines, screen doors and windows, refrigerators, ice cream freezers—in fact, all Summer lines for the home or farm. The demand for building material and supplies is particularly active, while such lines as bolts, nuts, screws, etc., are being taken in large quantities by manufacturers.

Washing Machines—There is a good trade. The advance of $2 per dozen is maintained in both round and square washing machines. The quotations now are: Round, reacting washer, per doz., $56; square, reacting washer, per doz., $59; Eclipse, $48; Dowswell, $36; New Century, $72.

Oil Stove Wick—Prices are steady since the advance of about 10 per cent. last week.

Steel Track Door Hangers—Prices are steady since the reduction, with a fair trade doing. We quote as follows: Steel track, 1x3-16 inches, $3.75; 1 1-4x3-16 inches, $4.75. At least one house is, however, quoting as low as $3.50 for 1-inch hangers.

Chain—There is a good trade at steady prices. Prices are still as follows: 1-4-inch, $5.60; 5-16-inch, $4.45; 3-8-inch, $3.85; 7-16-inch, $3.70; 1-2-inch, $3.55; 9-16-inch, $3.45; 5-8-inch, $3.35; 3-4-inch, $3.25.

Step Ladders—There is a good demand for pine ladders on this market at 10c per foot for 3 to 6 feet, and 11c per foot for 7 to 10 feet ladders.

Lawn Mowers—Business in this line continues active, with prices fairly steady, as follows: Woodyatt, 10 1-2 inch wheel, $8.50; Star, 9 inch, $7; Daisy, 8 inch, $5.75; Philadelphia, 7 1-2 inch, $7; Ontario, 7 1-2 inch, $15.80; King Edward, 12 inch, $9.50 (14-inch cut in aboce). D. Maxwell & Sons, 10 1-2 inch, $7.50 to $10; 9 inch, $5.50 to $6.25; 8 inch, $4.90 to $5.50. Discount 50 per cent.

Screen Doors—The demand continues to expand. There is no change in prices which are as follows: Common, two or three panel, walnut, 4 inch, $6.50; yellow and green stained, $6.75; in natural colors oil finish, $8.75, with 20c less for 3-inch style.

Screen Wire Cloth—Orders are practically all in. Prices steady at $1.50 per 100 square feet.

Spring Hinges—An improved trade is reported with prices steady as follows: No. 5, $17.25 per gross; No. 10, $18 per gross; No. 20, $10.50; No. 120, $20; No. 51, $9.25; No. 50, $27.50.

Barb Wire—There is a big movement. Our quotations are steady as fol-

lows, $2.75 per 100 lbs, f.o.b. Toronto and $2.50 f.o.b. Cleveland. Carlots of 15 tons, $240 f.o.b. Cleveland.

Galvanized Wire—A fair trade is doing, prices are firm as follows: No. 5, $3.65; Nos. 6, 7 and 8, $3.10; No. 9, $2.45; No. 10, $3.15; No. 11, $3.20; No. 12, $2.60; No. 13, $2.70; No. 14, $3.70. In carlots f.o.b. Cleveland, No. 5, $2.15; Nos. 6, 7, 8 and 9, $2.10; No. 10, $2.15; No. 11, $2.20; No. 12, $2.25; No. 13, $2.35; No. 14, $2.45. In less than carlots, 12 1-2c per 100 lbs extra charged.

Coiled Spring Wire—An excellent demand continues. The market is steady. Our quotations are as follows: No. 9, $2.70 per 100 lbs, freights equalized with factory points at Montreal, Hamilton, London, Welland or Walkerville and allowance to other points up to 25c; carlots, $2.65, freight allowance to 20c.

Wire Nails—Orders coming in now generally include requests for wire nails. Prices are firm. Quotations are: $2.45 per keg f. o. b Toronto, with carlots $2.40.

Cut Nails—There is a fair trade, with prices steady at $2.30 per keg f.o.b. Toronto and Hamilton.

Horseshoes—Business is somewhat better Price are firm, as follows: Iron shoes, light and medium pattern, No. 2 and larger, $3.80; No. 1 and smaller, $4.05; snow No. 2, and larger, $4.05; No. 1 and smaller, $4.30; light steel shoes, No. 2 and larger, $3.95; No. 1 and smaller, $4.20; featherweight, all sizes, 0 to 4, $5.50; toe weight, all sizes, 1 to 4, $6.75. If shipped from factory 15c less.

Horsenails—A good trade is recorded this week. Prices are steady. We still quote discounts as follows: "C" brand, 40, 10 and 7 1-2 per cent.; other brands 55 and 57 1-2 per cent.

Screws—There is a good trade doing. Prices are unchanged. We quote: Flat head bright, 87 1-2 per cent. discount; round head bright, 82 1-2 per cent.; flat head brass, 80 per cent.; round head brass, 75 per cent.; round head bronze, 70 per cent.; flat head bronze, 75 per cent.

Rivets and Burrs—Business keeps active in all sizes. Prices are firm. We quote as follows: Iron rivets, 60 and 10 per cent. discounts; iron burrs, 55 per cent.; copper rivets, with usual proportion of burrs, 45 per cent.

Bolts and Nuts—Manufacturers are calling for large quantities of bolts and nuts, and the bolt-makers are having trouble in keeping up with their requirements. We again quote: Carriage bolts, common ($1 list), 3-16 and 1-4-inch, 60 per cent.; 5-16 and 3-8-inch, 55 and 5 per cent.; 7-16 and up, 55 per cent.; carriage bolts, full square ($2.40 list), 60 per cent.; carriage bolts, Norway iron ($3 list), 60 per cent.; machine bolts, 3-8 and less, 60 per cent.; 7-16 and up, 55 and 5 per cent.; coach screws, cone points, 66 2-3 and 10 per cent.

Cordage—The quotations on binder twine for the season of 1904 are as fol-

Tinned Sheets
Tinplates
Canada Plates
Polished Sheets
ETC., ETC.

FROM STOCK OR FOR IMPORT

A. C. LESLIE & CO.
509-512 Merchants Bank Building,
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"ALPHA"
HIGH SPEED STEEL
Crucible Cast Steel
for Tools of all kinds.
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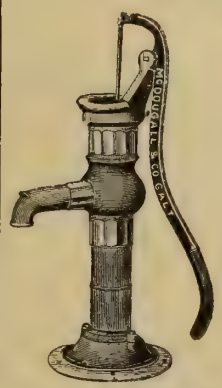

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Take a look around your town and see if any of the breweries or hotels need new pumps.
We can furnish the necessary material.
Special pumps for acids, liquors, etc.

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—Made in Canada

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GALT, ONTARIO.

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NEW GLASGOW, N.S.
Manufacturers of
Ferrona Pig Iron
And SIEMENS MARTIN
OPEN HEARTH STEEL

"LONDON" HIGH-GRADE COILED SPRING WIRE

Has a perfect coil or spiral not a kink. It is made from a special wire containing a high percentage of carbon, which we get from the American Steel and Wire Co.'s Mills at Cleveland. This wire is not equalled by the product of any other concern either in tensile strength or in the galvanizing.

London Coiled Wire in No. 12 Gauge is at least 25 per cent. stronger than tha sold by our competitors. A test will prove the correctness of our assertion.

We have hundreds of tons in all sizes and kinds in stock, and can ship you 500 lbs. or five cars within 24 hours after receiving order.

If you want prompt shipment send us your orders for Coiled, Plain, Barb or Staples; also Steel Gates in all sizes.

LONDON BALLED WEAVING WIRE (in small balls)
Works like a charm. Just suits the farmers.

The London Fence Machine Co.,
LONDON, ONTARIO. CLEVELAND, OHIO.

lows: Sisal, 10 1-4c; standard, 10 1-4c; standard Manila (550 ft.), 11 1-4c; Manila (600 ft.), 12 1-4c; pure Manila (650 ft.), 13 1-4c. Five-ton lots 1-8c less. Carload lots 1-4c less. Compared with prices issued in March, 1903, these figures are a reduction of 1-4c on sisal and standard, and an advance of 1-4c on 600 feet and pure Manila, the price of standard and Manila remaining the same. The foregoing variations are said to be due to changes in the cost on the raw fibre. Prices on other lines are unchanged as follows: Pure manila, 15c; British pure manila, 12 1-2c; sisal, 12c; double lathyarn, 11c; single lathyarn, 10 1-2c; double shingleyarn, 11c; single shingleyarn, 10 1-2c; sashcord 'Hercules,' 32 to 35c; 'Star,' 36 to 38c; cotton rope, 3-16-inch and up, 20 1-2 to 22c; 5 32-inch, 25 to 27c; 1-8-inch, 25 to 28c; cotton twine, 3-ply 25 to 28c; 4-ply 32 to 34c; calking cotton, 16 1-2 to 17c; cotton waste, colored, 6 3-4c; white, 11 to 13c.

Building Paper—There is a very brisk demand for building paper, with firm prices, as quoted below: Tarred felt, $1.85 per 100 lbs; 2-ply ready roofing, 90c per roll; 3-ply, $1.15 per roll; carpet felt, $2.25 per 100 lb; dry seathing, 40c per roll; tar sheathing, 50c per roll; dry fibre, 55c per roll; tarred fibre, 65c per roll; O.K. and I.X.L., 70c per roll; heavy straw and sheathing, $35 per ton; slaters' felt, 60c per roll.

Cement—There is nothing startling in the cement market this week. Enquiries still continue to come in thick and fast, and the prices are firm. We quote: Canadian Portland, $1.90 to $2.25; American Portland, $2 to $2.10 f. o. b. Toronto.

Firebrick—Firebricks are in good demand at the following prices: English and Scotch at 28 to 35c.

PLUMBING GOODS.

The activity continues to increase. Building operations are well under way, especially in the towns, and many orders are being booked. The only price feature is in iron pipe and fittings, in which there is keen rivalry for business, with the result that concessions are frequently made to large buyers. Brass goods are in excellent demand, as several good waterworks contracts are under way.

Lead Pipe—Prices are unchanged. We quote: Lead, 7c; lead waste pipe, 8c; discount 35 per cent.

Soil Pipe and Fittings—Prices remain unchanged, while there is a good amount of trade being done. We quote: Medium and extra heavy pipe and fittings, 60 per cent.; 7 and 8-inch pipe 40 and 5 per cent.

Iron Pipe Fittings—A brisk trade is being done, with considerable price-cutting. We quote nominally: Malleable fittings, 20 per cent.; cast iron (standard), 57 1-2 per cent.; headers, 52 1-2 per cent.; flanged unions, 60 per cent.; malleable bushings and plugs, 57 1-2 per cent.; nipples up to 6-inch inclusive, 67 1-2 per cent.

NICHOLSON FILE COMPANY

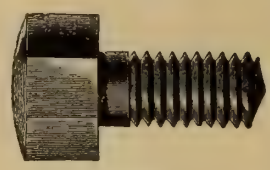
HIGH-GRADE **FILES and RASPS**

Largest File Manufacturers in the World. Seven Distinct Factories.

(FILES, all shapes, all sizes for all purposes.) For sale by the trade generally throughout the Dominion.

Walter Grose, Montreal, Selling Agent.

DOMINION WORKS, PORT HOPE, ONT.



THE JOHN MORROW MACHINE SCREW COMPANY, Limited

Manufacturers of Set and Cap Screws, Special Milled Work, Engine Studs, Etc. Cold Punched Nuts of every variety of finish.

INGERSOLL, ONT.

DO IT NOW

MANUFACTURERS WISHING TO BE REPRESENTED IN

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COMMUNICATE WITH

DAVID PHILIP, Manufacturers' Agent

References Furnished. 470 Main St., Baker Block, WINNIPEG, MAN.

Copper Range Boilers—A fair, steady trade is being done since the new prices were issued. Discounts at 15 per cent. continue.

Iron Pipe—Prices are being cut by dealers, and a considerable amount of business is being done. We quote nominally f. o. b. Toronto: Black pipe, 1-8-inch, $3.05; 1-4-inch, $2.07; 3-8-inch, $2.25; 1-2-inch, $2.50; 3-4-inch, $3.22; 1-inch, $4.58; 1 1-4-inch, $6.47; 1 1-2-inch, $7.85; 2-inch, $11.05; 2 1-2-inch, $19.25; 3-inch, $22.75; 3 1-2-inch, $28.75; 4-inch, $35.25. Galvanized pipe, 1-4-inch, $2.88; 3-8-inch, $3.11; 1-2-inch, $3.42; 3-4-inch, $4.40; 1-inch, $6.35; 1 1-4-inch, $8.80; 1 1-2-inch, $10.75; 2-inch, $14.80.

Enameled Ware—There is an excellent sale of Canadian enameled ware. Prices are steady. We quote; "Standard" 5 1-2 feet rolled rim, first quality, at $21.60; second quality, $16.35.

METALS.

An appreciably stronger tone is manifest in the metal market this week. The depression last week as a result of a weaker market in the United States has not lasted, as the offerings of U. S. iron have in no wise increased. Ontario buyers are only taking iron to meet immediate requirements, and the bulk of the trade is being taken by Canadian producers. In bar iron there is a somewhat easier tone, as stocks here are large and competition is keen. In other lines there is no change, except in coke tinplates, which are lower. There is a big trade doing in sheet metals.

Pig Iron—While buyers are only taking such iron as they need, the Canadian furnaces are not disposed to make further concessions, the bulk of the business on this market going to the Midland, Hamilton and Nova Scotia furnaces. Prices are are follows:

Middlesboro, f.o.b., Toronto		$19 50
Hamilton, No. 1	$18 50 to	19 00
" No. 2	18 00 to	18 50
Midland, No. 1	18 50 to	19 00
" No. 2	18 00 to	18 50
" No. 1 f.o.b. Midland	17 00 to	17 50
Radnor, f.o.b. furnaces	....	30 00
Londonderry, f.o.b. furnaces	17 50 to	18 00

Bar Iron—There is a good trade doing, but as competition is keen prices are somewhat lower. We quote $1.75 f.o.b. Toronto, with discount of 2 per cent. For extras as cut to length while rolling, 2 feet and over, 10c per 100 lb; 1 foot and under 2 feet, 15c; under 1 foot, 20c; over 20 feet by special agreement according to length and size.

Steel—There is an improvement in all lines. Prices show no change, being as follows: Morton's high speed, 65c; Morton's tool steel, 14c; Jessop's high speed, 60c; Jessop's "Standard" tool, 14c; "Chas. Leonard," 8 to 9c; Jessop's best crucible sheet steel, 14c; Crucible Steel Co.'s "Black Diamond," 10 to 11c; "Silver," 13c; "Special," 17c; "Rex" high speed, 65 to 75c; "Self Hardening," 45 to 50c.

Black Sheets—The market is quiet, with prices firm.

Canada Plates—There is a stronger demand. No changes are reported in

prices. We quote as below: All dull, $2.50; half-polished, $2.60; and all-bright, $3.50.

Tin—Outside markets are steadier. A good demand is noted. Quotations locally are firm but unchanged at 30 to 30 1-2c.

Galvanized sheets—An improvement in the demand for this line is recorded. Quotations are as follows: Queen's Head, $4.25 for 28 gauge; American, $4 for 28 gauge; Bell brand, $4.25 for 28 guage; Gordon Crown, $4.25 for 28 gauge.

Tinplates—Prices of coke plates are lower, an excellent trade doing. We quote: Coke plates, bright, 14x20, $3.10; charcoal plates, $4.25.

Copper—A fair business in both ingot and sheet. Prices are steady. We quote; Ingot copper, $13.75, and sheet copper, $20 per 100 lbs.

Brass—There is a fair trade, with the discount steady at 15 per cent.

Lead—There is no change. We quote $3.30 per 100 lbs for pig lead and $3.65 for bar lead.

Zinc Spelter—A fair demand at 6 to 6 1-2c per lb.

Zinc Sheets—Stocks light. We quote: Cask lots, $6.70 to $7, and part casks $7 to $7.25.

Solder—Good trade doing. Prices are unchanged. We quote: Guaranteed half-and-half at 18c, and wiping 17c.

Antimony—8c per lb.

PETROLEUM.

There is no special feature in the market this week. Trade continues to be brisk at the following quotations: Canadian prime white, 19c; Canadian water white, 20 1-2c; American prime white, 19 1-2c; American water white, 31 1-2c; ex-warehouse.

Trade Enquiries

HARDWARE AND METAL will be pleased at any time to open its columns for trade enquiries relating to the hardware, metal, machinery or paint trades. Address enquiries to the Toronto Editor.

Canadian Agent Wanted.

A LONDON, Eng., firm manufacturing horse-clipping and sheep-shearing machines, the merit of which is unquestioned, would like to secure a Canadian agent. A saddlery hardware firm or a manufacturers' agent would be preferred. Full information will be supplied on application to the editor Hardware and Metal, Toronto or Montreal.

Prices on Cuts Wanted.

Stephenson & Co., Red Deer, N. W. T., write: "Where can I secure reliable cuts of stoves, churns and other hardware specialties for newspaper advertising?"

Note.—As several hardware retailers are in the habit of using these cuts we presume they could give the answer desired. Such a courtesy would be greatly appreciated.—Editor Hardware and Metal.

Gas Well Casing.

C. O. Read & Son, Hagersville, Ont., write: "Would you kindly give us names of firms manufacturing gas well casing, either in Canada or the United States."

Note.—The Bridgeport Brass Co., Bridgeport, N. Y.; the United States Steel Products Co., Pittsburg, Pa., and the Oil Well Supply Co., Pittsburg, Pa., are suggested.—Editor Hardware and Metal.

Government Enquiries.

The names of the firms making these enquiries, together with their addresses, may be obtained from the Department of Trade and Commerce, Ottawa, by quoting office under which the enquiry appears and giving number.

54. A Belgian industrial agency desires to enter into correspondence with Canadian firms with a view to representing them in Belgium and the north of France. They also offer their services to Canadian houses purchasing glass of various kinds and building material.

55. A manufacturing firm using large quantities of box-boards are seeking supplies from Canadian sources.

56. A West of England house make inquiry respecting supplies of wooden bungs for barrels, wood disks to cover mineral water bottle corks and wood boxes in the knock-down condition.

Architect Darrach, St. Thomas, is receiving tenders for two brick buildings for the St. Thomas Gas and Electric Light Co., one 35x90 feet and the other 35x65 feet. The buildings are rendered necessary owing to the extensions and improvements to be made to the plant.

BUSINESS CONDITIONS IN BRITISH COLUMBIA.

From the Special Correspondent of HARDWARE AND METAL

Vancouver, B. C., May 7, 1904.

LUMBERMEN in British Columbia have raised a very warm debate (in which they have the sympathy of the business community) over the conditions of the lumber industry, and the unfair competition to which it is subjected by reason of importations from the U. S., while Canadian lumber is not permitted to enter the United States without paying a minimum duty of $2 per thousand.

Last week the B. C. Mills Timber & Trading Co., Limited, one of the largest concerns operating in lumber in the province, announced its intention of closing down the Hastings mill in this city. This is the largest of the four mills owned by the company. They have a second mill, the Royal City, in Vancouver, the Royal City Mill in New Westminster, and the Moodyville Mill across the inlet from Vancouver. This latter has been closed down for nearly two years.

The Hastings mill has been principally engaged in the export cargo trade, and is in fact the only mill on the mainland of B. C. at the present moment in that trade. The Chemainus mill on Vancouver Island, not far from Nanaimo, is also exporting, but no other mills are in the trade except in lots by steamer. Mr. C. M. Beecher, of the Hastings mill, in discussing the conditions which handicapped the export trade, said it was a losing business to ship cargoes at prices now prevailing; for the export mills on Puget Sound and down the coast of Washington and Oregon were involved in a price war which made it hopeless to maintain trade.

The Vancouver Board of Trade at its monthly meeting took the matter and a number of millmen present expressed their views on the situation. Mr. E. H. Heaps said the only way to relieve the present strain upon the industry was to place a duty on lumber imported from the U. S. The U. S. manufacturers had larger markets and could stand competition better than this country, which had virtually its home market and nothing more. Freight rates and other conditions were in favor of the U. S. lumbermen. British Columbia was not on a fair footing with the U. S. even in the home market of the Canadian Northwest, which it has a right to consider its own.

Mr. J. G. Scott, of the Pacific Coast Lumber Co., Mr. Beecher and others, expressed themselves on similar lines, it being pointed out that the new Assessment Act bore heavily on the lumber industry.

At a later meeting of the council of the Board of Trade a resolution endorsing the claims of the lumbermen was adopted, and boards of trade and other bodies throughout the province were asked to support the movement to impress on the Dominion Government the necessity of imposing a duty on lumber from the U. S. The resolution reads:

"To prevent the closing of our lumber mills and consequent stagnation affecting the general business of British Columbia, the Vancouver Board of Trade urges the Dominion Government to immediately impose duties on U. S. lumber equivalent to those against Canadian lumber entering the U. S."

The Boards of Trade of Toronto and Montreal, and the Canadian Manufacturers' Association were also wired asking their support. The Victoria Board of Trade has adopted resolutions similar to those passed by the Vancouver board.

* * *

Following the agitation commenced by the millmen, the loggers are very much disturbed over the possibilities of the lumbering being paralyzed by a general close-down of the big mills. They have been considering the situation and have decided that they will urge the suspension of the export prohibition in case the home market is closed. They can sell their logs, especially cedar, on the Sound, where the Washington millmen are glad to get it.

* * *

The industries of Vancouver have been increased this year in several ways. One of the most important is the establishment of factories for the manufacture of wooden stave pipe. Two factories have been opened. One of these, the Pacific Coast Pipe Co., Limited, has erected very complete buildings on a large scale and has equipped them with excellent and complete machinery for every process of the making of the pipe.

Wooden stave pipe for water mains is beginning to come into greater demand every day. Not only for municipal waterworks but for waterpower and for mining work the pipe is found to be very suitable. It is made from fir, the staves being shaped in an ordinary sticker as used in a planing mill. A groove and tongue of peculiar shape give the necessary tightness to the joints in the staves. After being loosely shaped together the lengths of pipe are put into a wiring machine, where under great tension double galvanized steel wire is wrapped round the pipe from end to end. According to the size of the pipe and to whether it is to be used for high or low water pressure, the thickness of the wire varies, and the closeness with which the wire is coiled is also governed by the same requirement. The exterior of the pipe is treated with a coating of tar and asphaltum. The joints are either made of a section of pipe, fitting over the shaped ends like a sleeve or with a cast iron coupling which the company has patented. As many towns in the Northwest are beginning to put in waterworks systems, the field for the sale of this sort of pipe is almost unlimited.

* * *

The manufacture of cast iron sewer pipe is to be undertaken by the firm of Wharton & Gray, of the Ideal Foundry, of Vancouver. Heretofore the cast iron pipe used for sewer connections has been imported from England and from the U. S. To bring it to uniformity and increase the strength of the pipe, the city has amended the sewer by-law to make it necessary to use "Standard" pipe in all cases. This will enable the local firm to go into the business of casting these pipes. The amendment does not go into effect until July 1.

* * *

Respecting the contract for vitrified sewer pipe to be used in the $150,000 extensions to the city sewers, your correspondent was misinformed as to the source of supply of the pipe. It has formerly very often been imported from the Old Country, but the successful tenderers in this case were not quoting Old Country pipe. The pipe will be furnished by the B. C. Pottery Co., of Victoria, an institution which manufactures a very large quantity of excellent pipe.

* * *

The City of Vancouver has in hand the construction of at least ten or twelve miles of cement sidewalks this season and, as it has been the custom to use cinders for the foundation layer, owing to the need for good drainage, it is with some concern that the City Works Department finds that no supply of soft coal cinders can be obtained. Formerly the cinders were got at the power house of the B. C. Electric Railway, but the use of water power is shutting down the steam plant and no more cinders can be got. The city engineer, Col. Tracy, has just returned from Ladysmith, Vancouver Island, where he examined the quality of the slag turned out from the smelter there, with a view to using it as a substitute. He says it is all right for the purpose. The suitability of the material for cinder paths is also to be the subject of a test. The slag can be loaded on scows very cheaply as the smelter is on the waterfront at Ladysmith and a chute can be run from the smelter direct to the loading scow. The towage and hire of scows would be the chief item of cost.

* * *

There is a movement on foot to reorganize the Albion Iron Works Co., which has foundries and shops in Victoria and Vancouver. The proposal took rise in the desire of the management to increase the capital to strengthen the company. It was intended to issue $100,000 more stock, to be taken up largely by the present shareholders. Some of these have objected, and action is being taken in the courts to prevent the proposal being carried out. The objecting shareholders are asking for a winding-up order and the liquidation of the company.

* * *

Hereafter the customs offices here and in Victoria will keep no diary of monthly importations as formerly. This change was introduced by Inspector McMichael on his recent visit. The idea is to do away with duplicating the work which has been done at Ottawa all along. It will be done there in future and the reports sent forward from here and Victoria.

* * *

The most powerful light on the coast of North America is being erected at a new light house on the west coast of Vancouver Island at Clayoquot. D. G. S. Quadra is at present away on a voyage with materials and men to erect the new light house. The light will be 150 feet above sea level. It was ordered from Chace Bros., the well-known makers of lights.

* * *

The White Pass & Yukon Railway Co. have issued a new tariff giving cost of transportation to the new Alsek diggings. Mendenhall Landing, 70 miles from White Horse, is the head of navigation going into the new fields. The passenger rates are $10 from White

Horse, freight in any quantity 75c per 100 lbs., horses and cattle $7.50 per head, canoes $5 each, and dogs $2 each.

* * *

Reports from the new diggings are somewhat meagre at the present moment because of the interruption to traffic until after the waterways open. All indications are, however, that the results will be very satisfactory when actual results are obtainable. One man who has been washing out with hand rocker on Bullion Creek has been averaging $1 to the pan, which is considered very rich gravel.

* * *

Building operations are extremely active, the weather being very warm and advanced. The remarkable movement in real estate, especially in inside business property, still continues. There has perhaps been greater activity this Spring than in any one of the past five years, good as the record has been for them.

PITTSBURG METAL MARKET.

From The Iron Trade Review, May 12, 1904.

THE railroads, which earlier in the year were blamed for the depression in the iron and steel trade, are now doing a good part of the limited amount of buying, and much of the tonnage that will reach the mills in the near future will be for railroad work. The largest and only important inquiry for pig iron in the market to-day has been made by the Wheeling Mold & Foundry Co., of Wheeling, W. Va., for upwards of 30,000 tons of iron for delivery during eighteen months beginning July 1, this iron to be used in filling the contract awarded this concern for 32,000 tons of New York tunnel castings for the Pennsylvania railroad. Southern furnaces, as well as those in Mahoning and Shenango Valleys, are bidding, and the indications are that the iron will be placed at exceedingly low prices, despite the fact that furnacemen are averse to selling iron so far ahead. Southern furnaces are making a strong effort for the business, but the probabilities are that a Valley stack will secure the order.

Several local contractors bid on the erection of the new steel sheds for the Montreal, Canada, wharves, but the contract was awarded a Canadian concern. It is probable, however, that the structural work will come to this country and that the contract calling for 20,000 tons of steel will be sublet to one of the structural steel concerns in this district. There is also a possibility of this steel being purchased in Germany, but this is not probable, as the mills in this country are so keen for tonnage that a price below that any German manufacturer can make will be named.

Pig Iron—On pig iron only a nominal market exists in this district. Sales of a few small lots of iron have been made during the week, but not sufficient inquiries are out to invite competition and place the market on a basis looked for under an open ore market. In addition many furnaces anxious to protect contracts are not quoting prices at which they expect business, in view of the small tonnage which is being offered. On No. 2 foundry $12.50 Valley furnace is being quoted, although as high as $13.50 Pittsburg is asked. On Bessemer iron the last sales were made on the basis of $13 at the furnace, but $12.75 could be readily done for immediate delivery and for forward shipment there would be no trouble in doing $12.50 at the furnace. Southern furnaces are holding No. 2 at $9.75 Birmingham, but cannot take business at this price in competition with northern furnaces. The majority of the merchant furnaces in the Valleys have cleaned up all their orders and are now merely waiting for something to turn up. That the demand for early iron will improve sufficiently during the next two weeks to insure the future operation of the stacks is not anticipated, and a pretty general shutting down of Valley stacks is looked for about June 1. We revise quotations as follows:

Bessemer, Valley	$12 75	to	$13 00
Bessemer, Pittsburg	13 60	to	13 85
No. 1 Foundry	13 75	to	14 00
No. 2 Foundry	13 35	to	13 60
Gray forge, Pittsburg	12 75	to	13 00
Chilled basic, Valley	12 50	to	12 75
Chilled basic, Pittsburg	13 35	to	13 60

Steel—Both Bessemer and open-hearth billets are now being offered in this market at $22.50 delivered, while sheet bars can be had at $23. Billets at Cleveland are being offered at $22.25. The leading steel mills are maintaining pool quotations, but are not taking any business. We quote association prices as follows: Bessemer and open-hearth billets, 4x4 inches, and slabs, up to and including 0.25 carbon, $23 Pittsburg, Wheeling, Valley, Johnstown, Ashland, Ky.; Ironton, O., and Lorain, O., 0.26 and including 0.60 carbon, $1 advance; and 0.61 to 1.00 carbon, $2 advance. Billets smaller than 3 7-8 inches and sheets and tin bars are $1 per ton extra. Bessemer and open-hearth rods are still quoted at $30 to $31 Pittsburg.

Bars—Specifications on bars have fallen off to some extent, while new business is very light. Iron bars are now held at 1.35c, Pittsburg, while for western shipment 1.25c to 1.30c is the basis for some mills instead of 1.35c, the price established some time ago. On steel bars prices are being firmly maintained. We revise quotations as follows: Bar iron, 1.35c to 1.40c Pittsburg, for local delivery, while for western shipment quotations are based on 1.25c to 1.30c Pittsburg. Hoops are held at 1.40c base, and bands at 1.35c taking bar extras. Bessemer steel bars, 1.35c; open-hearth, 1.40c; plow beams and cultivator beams, 1.35c net; channels, angles, zees and tees, Bessemer, under 3 inches, 1.45c. The following differentials are maintained on steel: Less than 2,000 pounds of a size and not less than 1,000 pounds, 10 cents advance; less than 1,000 pounds of a size, 30 cents advance.

Wire and Wire Nails—The amount of new business that is being placed is light, the mills all operating on orders for the Spring trade. The customary lull in the trade during the Summer months accounts for the light buying at this time. Quotations remain unchanged as follows: Wire nails, carload lots to jobbers, f. o. b. cars Pittsburg, are quoted $1.90 base; plain wire, carload lots, $1.80 base; barb wire, carload lots, $2.20 base; staples, carload lots, $2.05 keg. Galvanized, 30 cents extra. Carload lots to retailers are held at 5 cents advance in all lines, and on less than carload lots a further advance of 10 cents is charged. Steel and iron cut nails, carload lots, $1.75, and less than carload lots, $1.80 f. o. b. Pittsburg, plus freight to points of destination. Terms, 60 days, less 2 per cent. off in 10 days.

Merchant Steel—New business is light and output at nearly all the mills in this district is being curtailed. We quote as follows: Toe calk, 1.90c; carriage spring steel, 1.75c; tire steel, 1.65c; plow steel, 6 inches and under, 1.40c for Bessemer and 1.45c for open-hearth; plow slabs, 1-4 inch and heavier, 1.65c. The demand for shafting on the part of the machinery manufacturers is not heavy, and tonnage has therefore been considerably affected. Drawn, ground and cold rolled shafting is held at 52 per cent. off in carload lots and 47 off in less than carloads.

Pipes and Tubes—Demand for merchant pipe has improved materially this month, while the tonnage in line pipe is extremely heavy. The pipe trade is in excellent condition.

Coke—The coke market is lower, due largely to the large output of the region. A number of coke producers are shipping into this district on consignment, and these lots are of course being sacrificed. On furnace coke the prevailing quotations range from $1.45 to $1.50, while on foundry coke $1.95 to $2 is being freely done. A few special grades of coke, however, command as high as $2.50. During the week ending Saturday, April 30, the production of the upper Connellsville region reached 211,487 tons, while that of the lower region was 55,478 tons, showing a slight increase over the output of the previous week.

LONDON METAL MARKET.

From The Metal Market Report May 11.

Tin—Spot tin opened firm at £125, futures £124, and after sales of 300 tons of spot and 230 tons of futures closed firm at £125 7s 6d for spot and £124 for futures.

Copper—Spot copper opened quiet at £57 12s 6d, futures £57 12s 6d, and after sales of 400 tons of spot and 100 tons of futures, closed quiet at £57 10s for spot and £57 11s 3d for futures.

Lead—The market closed at £11 17s 6d.

Spelter—The market closed at £22 5s.

Iron—Scotch warrants, Glasgow, closed at £52. Middlesboro No. 3 foundry, at £44 4s 1-2d.

CONDENSED OR "WANT" ADVERTISEMENTS.

Advertisements under this heading, 2c. a word first insertion; 1c. a word each subsequent insertion.

Contractions count as one word, but five figures (as $1.000) are allowed as one word.

Cash remittance to cover cost **must** accompany all advertisements. **In no case** can this rule be overlooked. Advertisements received without remittance cannot be acknowledged.

Where replies come to our care to be forwarded, five cents must be added to cost to cover postage, etc.

BUSINESS FOR SALE.

HARDWARE BUSINESS—About $4,000, in largest mining town in New Ontario. For particulars address Horne & Hardy, Copper Cliff. (24)

HARDWARE store and tinsmithing business; about $2,000; in town of Frankford; for particulars address John Lewis & Co., Belleville, Ont. (20)

IMMEDIATELY — Second-hand planer and matcher; iron frame; able to dress 12-in. thick; must be in first.class repair and cheap; give full particulars. Hamilton Bros., Glen Huron, Ont.

PLUMBING, tinsmithing and hardware business, established 1892. Everything must be sold at once. J. D. Murdoch & Co., Simcoe, Ont. (20)

HARDWARE BUSINESS WANTED.

IN large, first-class town or city. Will pay cash. Address Box 132 HARDWARE AND METAL, Toronto. (20)

AGENCY WANTED.

AN established Manufacturers' Agent in Montreal representing several large American houses, with representatives covering all Canadian territory, wishes to secure a good Canadian manufacturer's line in Hardware or Specialties. Address Box 102, HARDWARE AND METAL, Montreal. (20)

CANADIAN manufacturers desirous of being well represented in B.C., the Yukon and Alberta and open to exploit the oriental markets are invited to communicate. We know the territory. Have you the goods? HARDWARE, Box 367, Vancouver. (21)

SITUATIONS WANTED.

YOUNG man of good character wishes to learn hardware business. Address A. E. Hoar, Box 186 Bowmanville, Ont. (20)

You Lost That Job—

perhaps. The man wanted awnings for his residence, and you said you couldn't supply them.

We want to work with you to get orders. Write us for circular.

WM. BARTLETT & SON
Tents, Awnings and Flags
16 Adelaide St. West, TORONTO.

HARDWARE CONDITIONS IN MANITOBA.

Office of HARDWARE AND METAL
Room 308 McIntyre Block,
Winnipeg, May 11, 1904.

FOR the past week business has been good and jobbers report trade in the city as being quite satisfactory, but throughout the country things are a little quiet. There are yet a number of farmers throughout Western Canada that are still waiting for their watery farms to resume.

* * *

The excavation for the new Miller & Morse wholesale hardware warehouse is now well under way, and they are now about to commence on the masonry work for the foundation.

* * *

The C. P. R. have awarded the contract for the Main street subway at Winnipeg to Deeks & Deeks, contractors at Montreal, who now have an office in Winnipeg.

* * *

David Philip, manufacturer's agent, is now located in the Baker Block, at 470 Main street, having found the accommodation in his former quarters at 185 Lombard rather inadequate to his requirements.

* * *

The market practically remains the same, with little or no change of any note. We quote:

Barbed wire, 100 lb.	$3 15
Plain galvanized, 6 to 8	3 39
" 9	2 50
Plain galvanized, 10	3 50
" 12	3 10
" 13	3 20
" 14	3 90
" 15	4 45
" 16	4 60
Plain twist	3 15
Staples	3 65
Oiled annealed wire, 10	3 42
" 11	3 48
" 12	3 56
" 13	3 66
" 14	3 76
" 15	3 91
Annealed wires (unoiled) 10c. less.	
Horsenails, 40 per cent. discount.	
Horseshoes, iron, No. 0 to No 1	$4 75
No. 2 and larger	4 45
Snow shoes, No. 0 to No. 1	4 60
No. 2 and larger	4 45
Steel, No. 0 to No. 1	4 45
No. 2 and larger	4 20

Cut Nails—		Wire Nails—	
2d 1 in.	$4 10	1 in.	4 15
3d Fin. 1⅛ in.	4 10	1⅛ in.	4 10
3d 1¼ in.	3 75	1¼ "	3 70
4d 1½ in.	3 50	1½ "	3 50
5d 1¾ in.	3 50	1¾ "	3 50
6d 2 in.	3 40	2 "	3 40
8d 2½ in.	3 25	2½ "	3 25
10d 3 in.	3 20	3 "	3 20
20d 4 in.	3 15	3½ "	3 15
30d 4½ in.	3 10	4 "	3 10
40d 5 in.	3 10	4½ "	3 10
50d 5½ in.	3 10	5 "	3 10
60d 6 in.	3 10	5½ "	3 10
		6 "	3 10

Bar iron (basis)	2 50
Swedish iron (basis)	4 75
Sleigh shoe steel	2 85
Spring steel	3 25
Machinery steel	3 50
Tool steel, Black Diamond, 100 lb.	8 50
Jessop	13 00

Sheet iron, black, 10 to 16 gauge, 100 lb.	3 50
18 to 22 gauge	3 75
24 gauge	3 90
26 gauge	4 00
gauge	4 10
Galvanized Iron, Apollo, 16 gauge	4 00
18 and 20 gauge	4 00
22 and 24 gauge	4 25
26 gauge English or 28 American	4 25
28 gauge	4 50
30 gauge or 10¾ oz	4 75
Extra sheets, 36 in. wide an advance of 25 p.c. per 100 lb.	
Queen's Head, 24 gauge	4 25
26 gauge	4 50
28 "	4 75
Extra sheets, 36-in. wide, an advance of 25 p.c. per 100 lb.	
Genuine Russian, per lb	11
Imitation " "	07 to 08
Tinned, 24 gauge, 100 lb	8 00
26 gauge	8 50
Tinplate, IC charcoal, 20 x 28, box	9 50
" IX "	11 50
" IXX "	13 50
Ingot tin	35
Canada plate, 18 x 21, 18 x 24 and 20 x 28.	3 00
Canada plate, full polished	3 15
Sheet zinc, cask lots, 100 lb	7 00
Broken lots	7 50
Pig lead, 100 lb	5 50
Black iron pipe, ⅛ inch	3 30
" ¼ "	3 30
" ⅜ "	3 40
" ½ "	3 75
Black iron pipe, ¾ inch	4 30
" 1 "	6 25
" 1¼ "	8 75
" 1½ "	10 50
" 2 "	14 50
Rope, sisal, 7-16 and larger, basis	11 75
Manila, 7-16 and larger, basis	15 25
Lathyarn	11 25
Solder	20
Axes, chopping	$6 75 to 12 00
" double bitts	12 00 to 18 00
Bluestone	5 25
Screws, flat head, iron, bright	85 and 10 p.c.
Round " "	80 p.c.
Flat " brass	75 and 10 p.c.
Round " "	70 and 10 p.c.
Coach	70 p.c.
Bolts, carriage, 3-16 and ¼	60 p.c.
" 5-16 and ⅜	55 and 5 p.c.
" 7-16 and up	55 p.c.
Bolts, machine, ⅜ and under	50 and 5 p.c.
" 7-16 and over	55 and 5 p.c.
Bolts, tire	60 and 5 p.c.
Bolt ends	55 and 5 p.c.
Sleigh shoe bolts	70 p.c.
Machine screws	70 p.c.
Plough bolts	55 and 5 p.c.
Square nuts, case lots	3c. discount.
" " small lots	2½c. "
Hex " case lots	3c. "
" " smaller lots	2½c. "
Rivets, iron	50 and 10 p.c.
Copper, No. 8	32
" No. 12	36
Coil chain, 3-16 inch	9½
" ¼ inch	7⅞
" 5-16 inch	5¾
" ⅜ inch	5¾
" 7-16 inch	4¾
" ½ inch	4½
" ⅝ and ¾ inch	4
Spades and shovels	40 and 5 p.c.
Harvest tools	60 p.c.
Axe handles, turned, s. g. hickory, doz.	$3 15
No. 1	1 90
No. 2	1 60
Octagon extra	2 30
No. 1	1 60
Files common	70 and 10 p.c.
Diamond	60 p.c.

Building paper :	
Anchor, plain	65c.
" tarred	70c.
Pure fibre, plain	67½c.
" " tarred	80c.
Ammunition, cartridges, Dominion R.F.	50 p.c.
Dominion, C.F., pistol	30 p.c.
" military	15 p.c.
American R.F.	30 p.c
C.F. pistol	5 p.c.
C.F. military	10 p.c. advance.
Loaded shells :	
Eley's soft, 12 gauge black	15 00
chilled, 12 gauge	16 00
soft, 10 gauge	18 00
chilled, 10 gauge	19 00
Shot, Ordinary, per 100 lb	6 00
Chilled	6 50
Powder, F.F., keg	4 75
F.F.G.	5 00
Tinware, pressed, retinned	70 and 10 p.c.
" " plain	75 and 2½ p.c.
" pieced	
Japanned ware	37½ p.c.
Enamelled ware, white	45 p.c.
" Famous	50 and 10 p.c.
" Imperial	50 and 10 p.c.
Green Wire Cloth	1 55

PETROLEUM.

Water white American	27½c.
Prime white American	25½c.
Water white Canadian	25½c.
Prime white Canadian	24½c.

SCRAP.

No. 1 cast iron	$14 to 15
No. 2 "	7
Wrought iron scrap	5
Copper (heavy)	8½c. per lb.
Yellow brass (heavy)	7½c. "
Light brass	5c. to 6c. "
Lead pipe, or tea lead	2c. to 2½c. "
Zinc scrap	1c. "

PAINTS, OILS AND GLASS.

White lead	$6 00 to $6 50
Putty in bladder, 2½ lb., in keg of 100 lbs.	0 02¾
Turpentine, pure, in barrels	$ 0 97
Less than barrel lots	1 02
Linseed oil, raw	0 52
Boiled	0 55

WINDOW GLASS.

Single 1st break, up to 25 miled inches, $3.50; 26 to 40, $3.75; 41 to 50, $4.25; 51 to 60, $4.75; 61 to 70, $5.25, in 100-ft. boxes.

Lubricating oils, heavy castor machine	0 29
" " extra engine	0 27
" " dynamo	0 35
" " black	0 22
" " cylinder	$0 50 to 0 75
(as to quality)	
Harness oil	0 50 to 0 60
Neatsfoot oil	1 00
Vegetable oil, 1st pressure	1 00½
" " 2nd pressure	1 09½

AN EXCELLENT REPORT.

Without exception, the 1903 report of the Board of Trade of Toronto is the best ever published by that institution This excellence is largely due to the illustrated description of the city, placed at the beginning of the report. Excellent pictures of the striking features of the city, together with condensed descriptive matter, make up an admirable introduction to the reports and membership lists which follow. President J. F. Ellis' annual address takes up ten pages, and contains considerable valuable information. There follow the secretary's, treasurer's and section reports, the book being completed with a list of the members.

"New Macassa" Cook

4-Hole Coal or Wood Cook

Steel Oven Bottom

Flat Shaking Grate

A GUARANTEE BOND IS SENT WITH EACH STOVE.

Made in the four-hole size, just the thing for a small kitchen and light housekeeping. Will burn coal or wood.

THE D. MOORE COMPANY, HAMILTON

MANITOBA DEPOT

MERRICK, ANDERSON & CO.,

117 Bannatyne St. East, - Winnipeg

WRITE US FOR PRICES.

MANUFACTURED BY

G. F. STEPHENS & CO., LIMITED

WINNIPEG, CANADA.

PAINT, OIL AND BRUSH TRADES

White Lead Prices in Canada.

A TORONTO jobber is quoted in Canadian Hardware as saying: "It is absolutely ridiculous that white lead prices should be at their present level in Canada. Do you know that prices are more than two cents higher in Detroit than they are in Windsor? Why? Just because the United States manufacturers have sense enough to maintain prices at a basis suitable to them all."

The same paper quotes Canadian prices of white lead as follows: Ground white lead, Government standard, $4.50; No. 1, $4.25; No. 2, $4; No. 3, $3.67 1-2; No. 4, $3.30. Dry white lead, $4.25 in casks and $4.50 in kegs, etc., etc. These are the open prices, but it is known that Canadian paint grinders have been offered all the white lead they want at 3 1-4c delivered, and American brokers in pigments are unable to sell them because of this low competitive price. It is possible for Canadians to send their pig lead to this country and have it corroded here, in bond, and returned to them, paying freight both ways, and yet the cost of the corroded lead is under that of American white lead shipped into Canada. That is one of the peculiarities of lead production and tariff barriers that is well worthy the study of the paint and allied trades.—Paint, Oil and Drug Reporter.

Linseed Oil Prices.

LINSEED oil is attracting much attention throughout the world. The primary cause is an unusually heavy flax crop in the Argentine Republic, one of the three great sources of supply on which British crushers depend. The crop last season was nearly double a normal one, with the consequence that the English market was flooded with seed and prices were pressed downward to a point that had not been reached for years.

During the last couple of days prices have advanced somewhat in England, but the quotations there are still so low that Canadian crushers have been compelled to make material reductions to meet the quotations on the imported oil.

At the moment the market, despite recent reductions, is none too strong.

P. D. Dods & Co.

P. D. Dods & Co., whose Toronto warehouse was destroyed in the recent fire, have been somewhat inconvenienced as a result. J. H. Morin, manager of business in Ontario, has, however, taken every precaution to prevent this inconvenience being felt by any of their customers. They have opened an office at room 1, 23 Scott street, and though not able to secure a warehouse in Toronto are equalizing matters by paying freights to Toronto from their Montreal warehouse, in which a full stock of goods is carried. "You can say," said Mr. Morin to Hardware and Metal, "that our business is going on as before, and we are as busy as ever."

Linseed Oil in England.

The records for the month of April have been a history of dwindling prices in linseed oil, and the fact that the influence of Spring trade was not sufficient to check this downward tendency seems to indicate a greater inherent weakness than might have been anticipated. It is true that there is not a great deal of margin for a continuous fall; a very confirmed pessimist can scarcely expect to see linseed oil go much below £11 per ton, and we have already witnessed the acceptance of £12 5s in Hull. * * * The supplies of linseed coming into the country this year are such as to make it evident that any chance of a rise in prices can come only from a rapid increase in consumption; and there are reasons for believing that any such rapid increase is extremely improbable, if not altogether out of the question, during the present year.—Oil and Colourman's Journal.

REKA OCHRE

Ground in Refined Linseed Oil. . .

For fineness of texture and strength of tinting qualities, it is in a class by itself.

A rich chromy shade for less price than ordinary yellow ochre will cost you.

It is one of our rapid sellers and will be the same with you. Mailing sample free on application.

MANUFACTURED ONLY BY

The Imperial Varnish & Color Co.

LIMITED,

TORONTO, ONTARIO, CANADA.

LINSEED OIL

Raw and Boiled

"GUARANTEED PURE"

MANUFACTURED BY

Canada Linseed Oil Mills, LIMITED.

MONTREAL.

☞ **BARRELS WANTED!!**

We are open to **buy good, sound, oak** Linseed Oil, Turpentine, Varnish, and Machine Oil Barrels.

If You Buy

Varnishes **Paints**
Japans **Colors**
Lacquers **Glues**
Stains **Bronzes**
Fillers **Chamois**
Sponges

WRITE TO

R. C. JAMIESON & CO.

LIMITED

MONTREAL

AGENTS FOR ASPINALL'S ENAMEL.

"ARK BRAND"

WEATHER & WATERPROOF

PAINT

GOOD FOR VESSELS

The paint that *is* weather and waterproof *must* be a superior paint—honest to the core. Such is **"ARK"** Brand.

What the unprejudiced user says :

Hamilton, Dec. 12th.

Messrs. The Francis-Frost Co., Limited, Toronto.

Gentlemen,—We purchased some of your "ARK" Brand Paint from Mr. Thos. Ramsay, hardware merchant, of this city, and used it to paint our steamer "Myles." The captain was very much pleased with it, and stated it gave him better satisfaction than the pure white lead and linseed oil that we had been using for years. We tried a much-advertised mixed paint of another make the previous year, but it proved a failure.

Yours truly, THOS. MYLES & SONS.

We have gained more new customers this season than ever before. Are you one of them ? If not, write for our proposition.

The Francis-Frost Co., Limited

TORONTO, ONT.

Canadian Distributing Agents for Grippin's Crack Filler and "Muresco" Wall Finish.

RETURNED MAY 18 1904 Get book, 8 Page 95 Thos

Paint and Oil Markets

Quebec.

Office of HARDWARE AND METAL,
232 McGill Street.
Montreal, May 13, 1904.

NO change in staple lines has occurred since last week. Both linseed oil and turpentine are stronger in primary markets, and as a result local prices are firmer. No actual change has been made and the range of prices in linseed oil quoted in last issue still obtains. Business has improved with the fine weather and manufacturers are now very busy. We quote:

Ground White Lead—Best brands, Government standard, $4.50; No. 1 $4.25 to $4.40; No. 2, $4 to $4.10; No. 3, $3.67 1-2 to $3.77 1-2; No. 4, $3.30 to $3.40, all f.o.b. Montreal.

Dry White Lead—$4.25 in casks, and in kegs $4.50.

Dry White Zinc—Pure dry, in casks, 6 1-4c; in 100-lb kegs, 6 3-4c; No. 1, zinc, in casks, 5 1-4c; in 100-lb kegs, 5 3-4c.

White Zinc—(ground in oil)—Pure, 25-lb irons, 8c; No. 1, 7c; No. 2, 6c.

Putty—Bulk, in barrels, $1.50; in 25-lb tins and irons, $1.80; bladdered putty in barrels, $1.75.

Orange Mineral—Casks, 7c; 100-lb kegs, 7 1-4c; smaller quantities, 8 1-4c.

Red Leads—Genuine red lead, in casks, $4.25; in 100-lb kegs, $4.50; in less quantities, $5.50 per 100 lb. No. 1 red lead, casks, $3; kegs, $4.25, and smaller quantities, $5.25.

Litharge—Ground, casks, 5c; in less quantities, 5 1-2c; flake litharge, casks, $5; smalls, $5.50 per 100 lb.

Turpentine—Single barrels, 84 1-2c to 85c per gallon; 2 to 4 barrels, 83 1-2 to 84c per gallon. Standard gallons of 8.6 pounds. The difference in quotations is due to different terms of payment.

Linseed Oil—Raw, 1 to 4 barrels, 43 to 45c; 5 to 9 barrels, 42 to 44c; boiled, 1 to 4 barrels, 46 to 48c; 5 to 9 barrels, 45c to 47c. Delivered in Ontario between Montreal and Oshawa at 2c per gallon advance.

Shellac Varnish—Pure white, $2.85 to $3.50; pure orange, $2.75 to $3.40; No. 1 orange shellac, $2.45 to $2.60.

Mixed Paints—$1.20 to $1.40 per gallon.

Castor Oil—8 3-4 to 9 1-4c in wholesale lots, and 1-2c additional for small lots.

Canadian Paris Green — Barrels, 14 1-4c; arsenic kegs, 14 1-2c; 50 and 100 lb drums, 15c; 25-lb drums, 15 1-4c; 1-lb packages, 16c; 1-2-lb packages, 18c; 1-lb tins, 17c. Terms 2 per cent. discount for cash in 30 days or 90 days net.

English Paris Green—Barrels, 14 1-4c; arsenic kegs, 14 1-2c; 50 and 100 lb drums, 15c per lb; 25 lb drums, 15 1-2c; 1-lb paper boxes, 16c; 1-lb tin boxes, 17c. Terms, 2 per cent. 30 days; 90 days net.

Ontario.

Office of HARDWARE AND METAL,
10 Front street east.
Toronto, May 14, 1904

THE continuance of favorable weather has given an impetus to the paint and oil trade which is doing much to make up for the dullness of previous weeks. All lines are going out freely, a particularly good movement of prepared paints, varnishes, dry colors, Paris green, etc., being reported. The chief interest regarding prices centres in linseed oil and turpentines. Linseed oil has reached its lowest point for years in England, and although prices have advanced about 2c in the last few days, the quotations there are materially lower than those ruling here, with the consequence that prices have been materially reduced. Turpentine quotations have been advanced 2c during the week, there being very little offering here. The market is not very firm, however. White lead is steady. Paris green is rather firm. Varnishes are decidedly firm, owing to an advance in gums.

White Lead—Ex-Toronto, pure white lead, $4.65; No. 1, $4.20; No. 2, $3.90; No. 3, $3.50; No. 4, $3.25 in packages of 25 lb and upwards; 1-2c per lb extra will be charged for 12 1-2-lb packages; genuine dry white lead, in casks, $4.50.

Red Lead—Genuine in casks of 560 lb, $4.25; ditto, in kegs of 100 lb, $4.50; No. 1, in casks of 560 lb, $3.75 to $4; ditto, in kegs of 100 lb, $4.25.

White Zinc—Genuine, French V.M., in casks, $6 to $6.25; Lehigh, in casks, $6 to $6.25.

Shingle Stain—In 5-gallon lots, 60 to 85c per gallon.

Paris White—90c to $1 per 100 lb.

Whiting—60 to 65c per 100 lb; Gilders' whiting, 75c.

Shellac—Pure orange, in barrels, $2.50 to $3; white, $2.50 per gallon; No. 1, $2.37 1-2, including price of can.

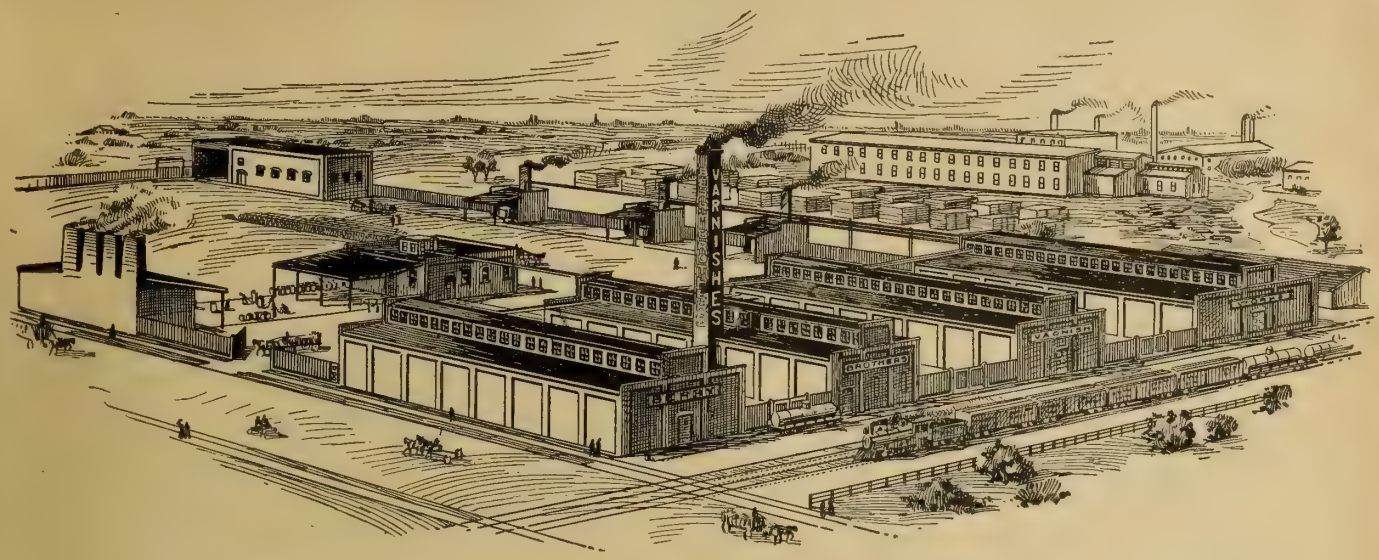
Linseed Oil—Raw, 1 to 4 bbls, 43c; boiled, 46c; 5 to 9 bbls, raw, 42c; boiled, 45c, Toronto, Hamilton, London and Guelph. Advance of 2c for delivery to outside points. One firm is quoting raw, 1 to 4 bbls, 42c; boiled, 45c; 5 to 9 bbls, raw, 43c; boiled, 46c; 10

HENDERSON & POTTS, LIMITED, HALIFAX, N.S.

Statement Relative to Canadian Act in Restraint of Fraudulent Marking.

This Act prohibits the use of the terms PURE or GENUINE for White Lead in Oil, unless the article's composition is as required by the Canadian Government. At the present time it is appropriate for us to make the following declaration: "All White Lead Paint sold by us as PURE or GENUINE is, and always has been, chemically pure and as required by Law. If this statement can be refuted by any purchaser of our PURE or GENUINE White Lead Paint, we hereby agree to refund the full amount of such purchase, bear expense of the analysis, and forfeit the goods."

HENDERSON & POTTS CO., LIMITED, MONTREAL, P.Q.



IT IS NEARLY

HALF A CENTURY

since we commenced to make Varnish. During this period we have acquired a knowledge not only of Varnish, but of the varied needs of varnish consumers that nothing but time can impart, and have also learned how to cater successfully to every varnish want.

Our experience belongs to those who use and sell Berry Brothers' Varnishes.

Safest goods to handle, surest and most reliable goods to use.

WRITE FOR CATALOGUE.

Berry Brothers
LIMITED

WALKERVILLE, ONT.

MANUFACTURERS OF EVERY GRADE OF VARNISH FOR EVERY USE KNOWN

GILLETT'S LYE

—IS GOOD FOR—

House-Cleaning, Scrubbing, Cleaning Chambers, Cuspidors, Bath Tubs, Tile Floors, Etc.

Suggest Gillett's Lye for such things.

E. W. GILLETT COMPANY LIMITED

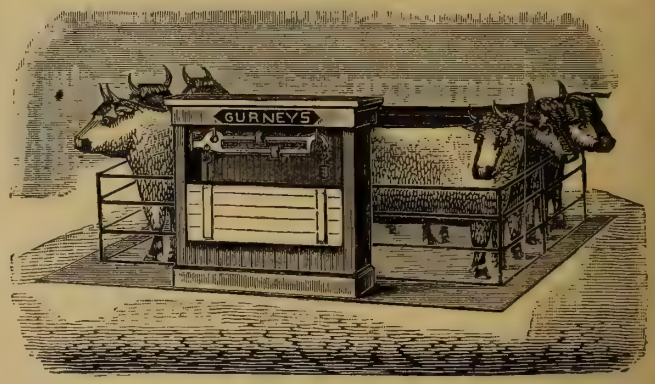
TORONTO

THE GURNEY

STANDARD SCALES

Absolutely Accurate and Reliable. The Best of Material and Workmanship. Recognized throughout Canada as

"THE STANDARD"



We make scales of every description. Established 1856. Send for catalogue and printed matter.

The Gurney Scale Co., Hamilton, Ont.

Eastern Warehouse: **The Gurney-Massey Co., Limited Montreal, Que.**

Western Warehouse: **The Gurney Stove and Range Co., Limited Winnipeg, Man.**

DAVID MAXWELL & SONS

ST. MARYS, ONT., CANADA.

Steel Frame Churn.

"Maxwell Favorite Churn"

PATENTED FEATURES: Improved Steel Stand, Roller Bearings, and Foot and Hand Lever Drive, and Detachable Driving Link. Improved for season of 1904. Steel or Wood Frame as desired.

Lawn Mowers. High and Low Wheels, from 12 to 20 in. widths. Cold Rolled Steel Shafting, Crucible Steel Knives and Cutting Plate.

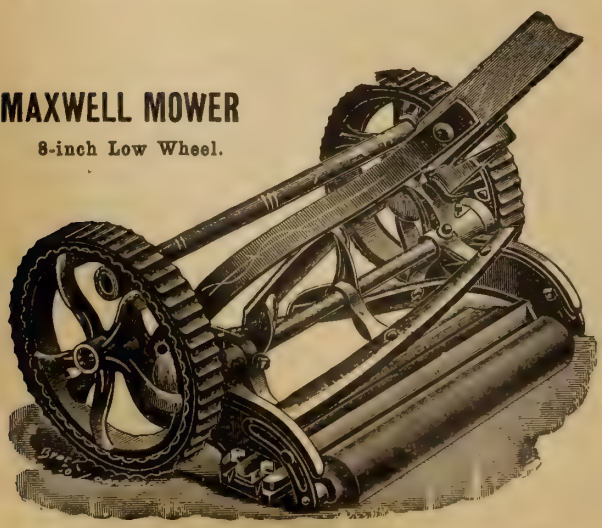
Wheelbarrows. In Four Different Sizes

If your Wholesale House does not offer you these articles

SEND DIRECT TO US.

MAXWELL MOWER

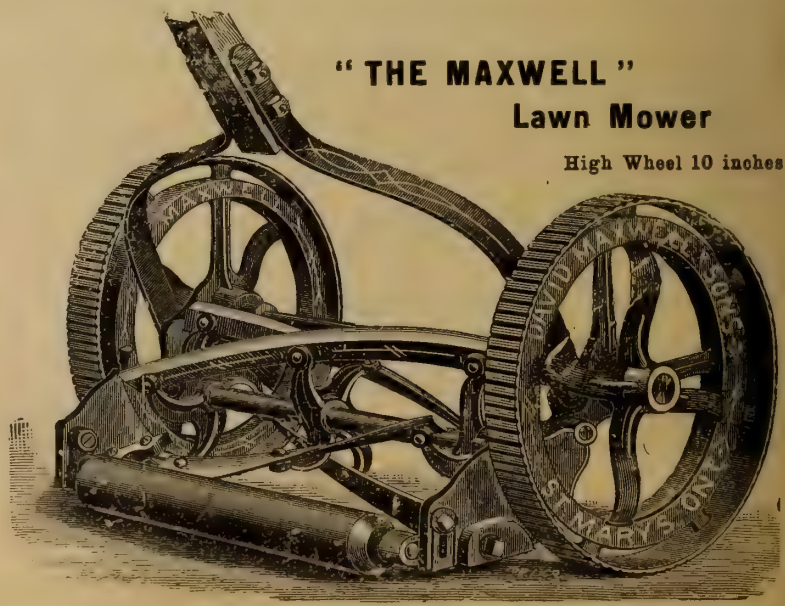
8-inch Low Wheel.

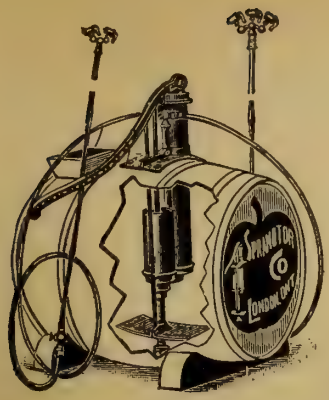


"THE MAXWELL"

Lawn Mower

High Wheel 10 inches





THE SPRAMOTOR

is recognized by the users as the most durable and efficient apparatus yet invented, for the

Prevention of blight and bugs on fruit and potatoes.

For the destruction of wild mustard in the grain crops without injury to the grain, and for

The painting of buildings.

Has been awarded First Place by the Canadian Government in actual contest, and

The Gold Medal at the Pan-American.

The Trade fully protected.

Write for particulars and discounts. Terms liberal.

THE SPRAMOTOR CO.,

68-70 King St., - - LONDON, CAN.

McCaskill, Dougall & Co.

Manufacturers

RAILWAY, CARRIAGE AND BOAT **VARNISHES.**
HIGH GRADE FURNITURE and HOUSE VARNISHES.

MONTREAL.

GLUES

of every kind, and for every purpose. Our glues enjoy large sales in almost all countries of the world, and our brands are generally to be seen amongst good stocks of glues. We believe we are giving better value than any other manufacturer, and we want to submit our lines to the Canadian test. Samples gladly sent in reply to enquiries.

GROVE CHEMICAL CO. Ltd., Appley Bridge Lancashire, Eng.

We Have the Glass You Want

—THE PRICE IS RIGHT.—

Our Distributing Centres keep down your freight charges and give a speedy delivery.

The Consolidated Plate Glass Co., of Canada, Limited

TORONTO MONTREAL LONDON
OTTAWA WINNIPEG.

Paints That Build Up Trade

are what you want. This is the feature of **Island City** prepared paints. One sale makes another, and is your best advertisement. This is the painting season. There is profit in our paints. Are you making any?

TEMPORARY TORONTO PREMISES AT 23 SCOTT ST.

TORONTO ORDERS FILLED PROMPTLY FROM MONTREAL.

P. D. DODS & CO., Montreal, Toronto, Vancouver

Bath Tub Enamel

or **LIQUID PORCELAIN,** forms a hard polished, non-absorbent surface, effectually resisting hot and cold water, and preventing unclean and unhealthful accumulations resulting from articles commonly used in connection with the bath.

5 TINTS AND COLORS. PUT UP IN PATENT CANS WITH EXTRA SLIP COVERS. WRITE FOR PRICES.

THE STANDARD PAINT AND VARNISH WORKS CO.

Manufacturers of Colors, Paints and Varnishes. LIMITED

WINDSOR - - CANADA.

A FARMER'S SOLILOQUY!

Why ? ?

Why do I buy the

Canada Paint Company's Paints ?

"BECAUSE they make the house bright and wholesome.

"BECAUSE they will improve and add to the value of my property.

"BECAUSE they are made in the latest and most artistic shades.

"BECAUSE they are easy to apply, being well ground to work smooth and easy.

"BECAUSE each tin is tested before shipment and contents are fully guaranteed.

"BECAUSE they have an established reputation and their sale is steadily increasing.

"FARMER"

bbls and over, open; ex-Toronto, 2 per cent. off 30 days.

Turpentine—Single bbls, 83c; 2 to 4 bbls, 82c; 5 bbls and over, open, Toronto, Hamilton, London and Guelph, on Georgia barrels. One firm quotes: Single bbls, 82 1-2c; 2 to 4 bbls, 81 1-2c; 5 bbls, and over, open ex-Toronto with 2 per cent. off 30 days. For less quantities than barrels, 5c per gallon extra will be added, and for 5-gallon packages, 50c and 10-gallon packages 80c will be charged.

Glues—Broken sheet, in 200-lb bbls, 8 to 8 1-2c per lb; cabinet glue, in bbls, 11 1-2 to 12c; emery glue, in bbls, 17c; bookbinders', ground, 10 1-2c; finest American, white, 19c; No. 1 American white, 15c per lb.

Putty—Common, $1.65; pure (linseed oil) bladders in barrels, $1.75; bladders, in 100-lb kegs, $2; bulk in barrels, $1.50; bulk, less than barrels and up to 100-lb, $2.50.

Plaster Paris—New Brunswick, $2 per bbl.

Liquid Paints—Pure, $1.20 to $1.40 per gallon; No. 1, $1.10 per gallon.

Barn Paints—55 to 70c per gallon.

Bridge Paints—75c to $1.

Castor Oil—English, in cases, 7 1-2 to 8c per pound, and 8 1-2 to 9c for single tins.

English Paris Green — Petroleum bbls, 13 1-4c; arsenic kegs, 13 1-2c; 50 to 100-lb drums, 14c; 1-lb packages.

Canadian Paris Green (present delivery)—Petroleum bbls, 13 1-4c; arsenic kegs, 13 1-2c; 50 and 100-lb drums, 14c; 1-2-lb tins, 18c.

St. John, N.B.

In burning oil prices are unchanged and seem quite firm. A large tank steamer arrived this week. In lubricating oils dealers are busy. Prices are held firm. Paint oils have a large movement, while there is no change in linseeds, the market being weak. Turpentine holds firm.

Window Glass.

MONTREAL.

Prices locally are unchanged. We quote: First break, 50 feet, $1.70; second break, $1.80 for 50 feet. First break, 100 feet, $3.25; second break, $3.45; third break, $3.95; fourth break, $4.20.

TORONTO.

There is a particularly good trade in window glass done throughout the Province. City trade is improving, and is expected to reach a large volume this season. Prices are nominally as follows: Star, first break at $3.80 per 100 feet and Double Diamond first break, at $5.10. Discount, 15 per cent.

WIRE HOOPS FOR BARRELS.

THE B. Greening Wire Co., Ltd., of Hamilton, Ontario, report that there is a steady growing demand for the wire barrel hoop, in place of the old-fashioned elm hoop. The coopers find such a difficulty now in getting material suitable for the wooden hoops; not only has the price advanced to an enormous extent, but it is practically impossible to get enough stock of suitable quality to supply the larger cooperage shops. The consequence is that in trying to use inferior stock there is a very serious loss of time and annoyance both to the cooper and shipper. The wire barrel hoop consists of a piece of 9, 10, 11 or 12-gauge steel wire, with the ends twisted together. The B. Greening Wire Co., Limited, claim their hoops are now made in a perfect circle, thus enabling them to slip down over the barrel into their place without binding at any particular point. The price is as low or lower than the wooden hoop. The wire hoops are now successfully used on flour, sugar, salt and apple barrels, and are coming into use on barrels for general merchandise. We would advise any of our readers interested in this who have not already tried the wire hoop to communicate with the B. Greening Wire Co., Limited.

REMARKABLE RAILWAY BRIDGE.

A remarkable bridge is now being built by an English firm over the Zambesi River. It is to be a part of that great scheme—the Cape to Cairo Railway—the masterpiece of the creative mind of the late Cecil Rhodes; and is being pushed forward as rapidly as the difficulties entailed by the circumstances will permit. It will cross the river at a point only a few hundred yards below the celebrated Victoria Falls, of which passengers by the railway will obtain an unparalleled view. The bridge, which will carry two lines of railway, has one span 600 ft. in length, the height of the bridge above the water level being 400 ft. No staging will be used on account of the great height, but catch nets will be used to insure the safety of the men engaged upon the hazardous work of erection. It will be built from each side on the cantilever principle. A transporter capable of dealing with loads up to ten tons will be used for construction. The total weight of the steel work will be 1,600 tons.

Look Out!

When you buy Green just examine the label and be sure that it reads and looks like this:

That's your safe-guard. It means that the purest, most economical and durable paint in the world is

LUCAS

Imperial French Green

JOHN LUCAS & CO.

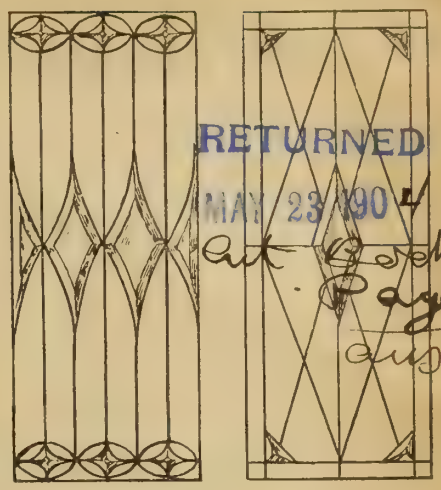
PHILADELPHIA

NEW YORK **CHICAGO**

McArthur, Corneille & Co., Montreal.

Show These to Your Customers.

BEVEL PLATE DOOR AND WINDOW PANELS



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LUXFER WINDOW PRISMS

LUXFER SIDEWALK PRISMS

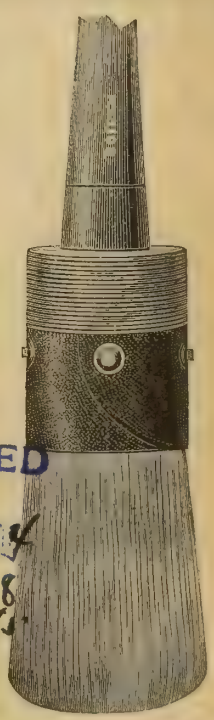
3 feet Square } **STANDARD SIDEWALK PRISMS**
4 feet Square } **IN STOCK.**

LUXFER PRISM CO.,

100 King St. W., TORONTO.

NO DOUBT ABOUT THE GOODS

No doubt about custom being satisfactory if you stock the right kind of goods—the reliable kind.



BOECKH'S and BRYAN'S — **Paint Brushes, Whitewash Brushes, Kalsomine Brushes, Etc.**

BOECKH'S — **Standard Brushes and Brooms.**

BRYAN'S — **London Brushes and**

CANE'S — **Newmarket Woodenware**

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are values that give both consumer and dealer pleasure.

If we make the price right and guarantee the goods, what more can we do?

OPERATING:
Boeckh's Toronto Factories
Bryan's London Factories.
Cane's Newmarket Factories.

MONTREAL BRANCH: 1 and 3 DeBresoles St.

UNITED FACTORIES,

LIMITED.

Head Office: TORONTO, Ont.

LONDON BRANCH: 71 Dundas St.

STOVES AND TINWARE.

Action of Air on Sheet Zinc.

A STUDY of the action of the atmosphere on zinc, recently read before the Chemical Society in London by G. T. Moody, is abstracted as follows by Science: Strips of thin zinc were exposed for five months to the action of the atmosphere, with the result that the metal became completely covered with a half crystaline coating of a basic carbonate. From this it appears that the corrosion is to be ascribed, not to a direct oxidation, but to the action of the atmospheric carbonic acid. A confirmation of this was found in the fact that zinc dissolved in a saturated solution of carbon dioxide, the acid carbonate of zinc being formed, and on spontaneous evaporation a precipitate of basic carbonate was formed, of the same composition as that occasioned by atmospheric corrosion. While commercial hydrogen peroxide has a very rapid action on zinc, converting it into the hydroxide, pure hydrogen peroxide even of 30 per cent. strength is entirely without action, and the same is true regarding iron. Lead, on the other hand, is rapidly acted on by the reagent, being converted superficially into lead peroxide. Thus the action of the atmosphere on lead may be due to the presence of hydrogen peroxide, but this cannot be the case with the corrosion of zinc and iron. That zinc is less corroded in the atmosphere than iron is attributed by Mr. Moody to the fact that so much of the carbonic acid is retained by the zinc in the form of basic carbonate, while in iron the carbonic acid is set free as soon as it has done its work, and thus keeps on in its attack upon the iron.

Aluminum Letters and Figures.

ALUMINUM, says a writer in the Tradesman of Chattanooga, Tenn., is coming into use more and more, for letters and figures as its good qualities are known. For street door plates, numbers on houses and show window lettering aluminum letters and figures are superseding painted and gilded characters, as they are light, durable and cheap. They can be fastened to metal, stone, wood, brick or almost anything else that is found in common use. As they are very light, they are less liable to crack or peel off than the heavier brass ones are, and if accidentally broken they may be easily replaced, having become a standard article of trade. In machine shops, cotton mills, and all other places where machines are numbered for convenience in designating them and keeping records of their performance, aluminum figures are useful and convenient.

The price of this material is much less than formerly, and as the supply is increased its value is sure to be less, thus making its use practical where it was considered out of the question a few years ago. Judged by the price per pound it is still high, but when we consider that a piece of aluminum of given size weighs only one-third as much as a piece of steel of the same size, the apparent difference is modified.

Good steel castings have a tensile strength of 70,000 pounds per square inch of sectional area, but a bar of aluminum of the same weight, containing 3 square inches of sectional area, will hold 78,000 pounds, therefore for a given weight the latter is the stronger.

GERMANY'S FOREIGN TRADE.

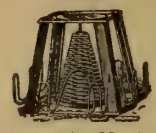
The German Trade Review publishes the German official statistics of hardware and metal exports and imports of that country in 1902 and 1903 (in quintals of 100 kilos), as follows:

	Imports.		Exports.	
	1902.	1903.	1902.	1903.
Lead and leadware	393,059	528,600	409,368	503,734
Brushware, etc.	9,380	9,122	21,951	23,620
Iron and ironware	2,689,179	3,158,980	33,080,070	34,799,886
Instruments, machinery and vessels	889,295	896,366	2,693,122	3,056,742
Guttapercha and products of	167,905	174,439	115,249	112,817
Copper and copper wares	897,993	1,002,987	626,355	801,814
Hardware, cutlery, etc	8,940	8,524	400,804	423,884
Leather, etc	96,286	99,455	204,978	216,487
Coal and other fuels	148,852,359	153,153,136	190,220,424	208,712,886
Zinc and zinc ware	262,297	261,603	895,586	851,835
Tin and tinware	138,814	140,710	42,556	44,964

HAVE ENLARGED THEIR STORE.

Turnbull, Howard & Co., hardware merchants at Brantford, Ont., have just completed extensive alterations and improvements to their store on Colborne street. The new fittings are of oak and of the latest patterns. A special feature about this store is the attention paid to window display. Fronting Colborne and King streets are no less than ten large plate glass windows, and a good display is made in every one of them.

Persons addressing advertisers will kindly mention having seen their advertisement in Hardware and Metal.



Wire-Cone Incandescent Toaster

Only perfect Bread Toaster for Gas or Gasoline Stoves. No smoky taste to bread toasted on this toaster. Write for prices.

H.O.Edy, Montreal. E.T.Wright & Co., Hamilton

HARKINS & WILLIS,

Manufacturers and Inventors - ANN HARBOR, Mich

COVERT MFG. CO.

West Troy, N.Y

Auto Screw Jack

Harness Snaps, Chain, Rope and Web Goods, etc.

FOR SALE BY JOBBERS AT MFRS. PRICE.

PRIEST'S CLIPPERS

Largest Variety, Toilet, Hand, Electric Power

ARE THE BEST.

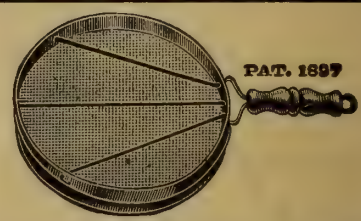
Highest Quality Grooming and Sheep-Shearing Machines.

WE MAKE THEM.

SEND FOR CATALOGUE TO

American Shearer Mfg. Co., Nashua, N.H., USA

Wiebusch & Hilger, Limited, special New York representatives, 9-15 Murray Street.



The FAIRGRIEVE GAS TOASTER

Retails at 25c. The only Toaster guaranteed to toast on gas, gasoline or blue flame oil stoves without taste or smell. Write for prices.

THE FAIRGRIEVE MAN'FG. CO.,

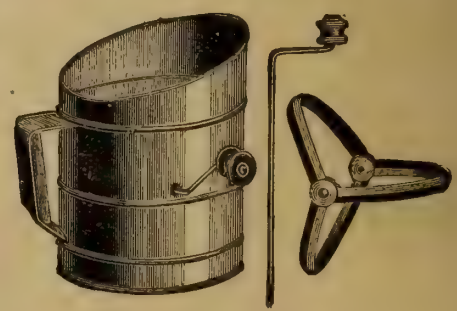
295 COLLEGE ST., TORONTO.

U. S. Branch: 289 Jefferson Ave., DETROIT

Agents for Great Britain: Heine, Solly & Co., Sutton House, 2 Old Street, London, E.C.

The only Original and Genuine **FLOUR SIFTER** is the

VICTOR



Ask for and always see that you get the

Victor Flour Sifter

—MANUFACTURED ONLY BY—

E. T. Wright & Co., Hamilton, Canada.

Have you tried it?

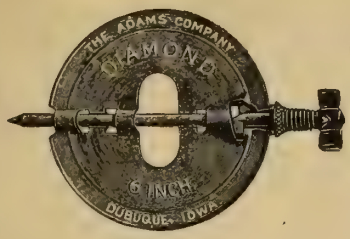
Tried what?

SELLING MANTELS.

This is in your line of business, and it will pay you.

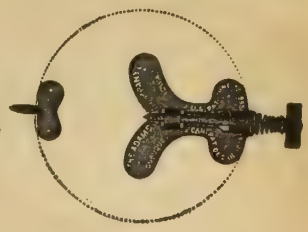
The Batty Stove & Hardware Co
76 YORK ST., TORONTO.

DIAMOND STOVE PIPE DAMPER AND CLIP.



U. S. Patent June 25th, 1895.
Canadian Pat. Dec. 13th, 1894.

Sold by Jobbers of - - -
HARDWARE
TINWARE
and STOVES,
for furnace pipe, to support the sheet steel blade.

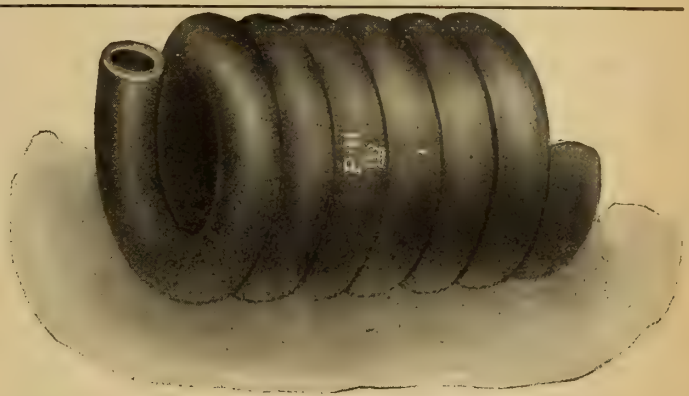


Manufactured by THE ADAMS COMPANY, Dubuque, Iowa, U.S.A.
TAYLOR-FORBES CO., Limited, Guelph, Ontario.

P-H

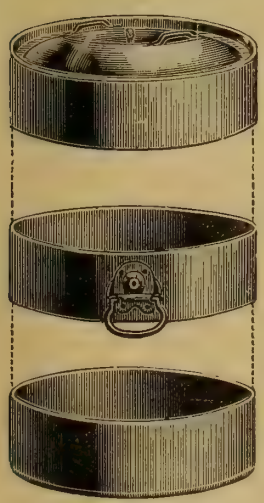
PIPE THAT IS PIPE.

Send for Prices
on the
Best Pipe
Made in Canada



Page-Hersey Iron & Tube Co., Limited, Guelph, Can.

Davidson's Milk Can Trimmings and Milk Cans with broad hoop patent bottoms



IN COMPLETE SETS.

"BROAD HOOP" Pattern—Composed of the following: 1 Broad Hoop Bottom, 1 Cover, 1 Centre Hoop 6 in. wide, 20 gauge, 1 Broad Top Hoop, 1 pair Cover Handles, 1 pair Side Handles.

give great satisfaction and are justly entitled to their popularity.

Our **BROAD-HOOP BOTTOM** has all the advantages of a Seamless Bottom without the strain that spinning entails.

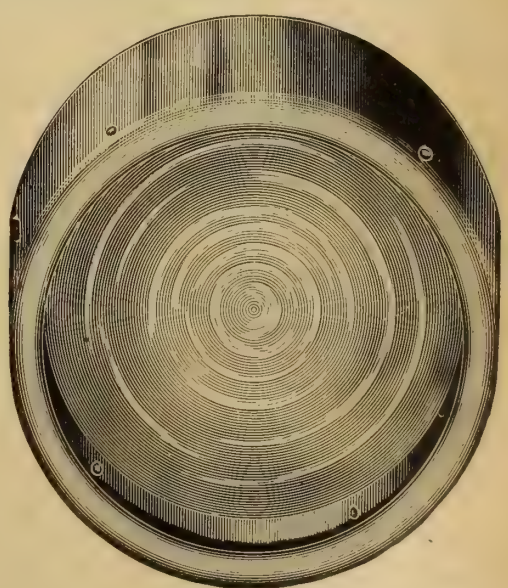
BOTTOMS can be sweated in with very little solder.

BOTTOMS are concave, draining to the centre, and are therefore easy to wash out and will not corrode.

Top bands are shouldered and all bands have retinned edges.

PATENT FLUSH SIDE HANDLES.

WE CAN SUPPLY BEST QUALITY TINNED IRON AT LOWEST MARKET PRICES.



Heavy Rolled Edges make our PATENT BOTTOMS doubly durable and waggon and factory floor protectors.

The THOS. DAVIDSON MFG. CO. Limited. ...MONTREAL.

HEATING AND PLUMBING

STRIKE SITUATION UNCHANGED.

WHILE the strike situation at Montreal remains unchanged, the master plumbers are becoming every day more and more confident of ultimate victory. The Journeymen Plumbers' Union are holding meetings continually in St. Joseph's Hall, which are well attended, and there seems to be little evidence of a desire to discontinue the struggle. They claim that a good many of the master plumbers have signed their "fair" list, agreeing to see that the workmen get fair play.

"We don't know that there is a strike," is what one of the prominent master plumbers said to a representative of Hardware and Metal, and that seems to be the general feeling amongst the members of the Master Plumbers' Association. Moreover, they hold that not a single member of their association who agreed to support the resolution drawn up by them to withstand the demands of the men has departed from his agreement. Any who have come to terms with the union are men who never joined in with the resolution made by the Master Plumbers' Association six months ago. They are holding meetings every morning at eleven o'clock in Contractors' Hall, to discuss matters. They all have all the men they want at present for regular work and some of them have more than they need.

In an interview the president said: "Public sentiment is with us, and people are willing to hold back work until matters are adjusted. We cannot think of giving the men an eight-hour day and at the same time raising their pay forty per cent., as they demand. It is impossible. As it is now with a nine-hour day, we count on the men losing a half hour in getting to work in the morning and the same amount of time in washing up before six in the evening, so that they are really only working eight hours as it is, and if they get their demands they would be working but seven. We are more determined than ever not to give in to the men, and as far as the strike is concerned we are not feeling it very much. If any of our men have rush work on the others are ready to help him out."

The master plumbers have received still more of the Old Country men to fill the places of the strikers, and from all present indications there seems to be no immediate chance of any settlement taking place.

——

Toronto Plumbers' Officers.

On Monday evening the Toronto Master Plumbers' Association held their annual meeting, which proved to be the most enthusiastic and encouraging meeting the association have held. The reports of all the officers showed a strong membership, and a flourishing treasury.

The feature of the meeting was the presentation to Robert Ross, who for the last two-and-a-half years has occupied the presidential chair, and under whose presidency the membership has twice doubled and the influence of the organization increased in like proportion. When Vice-President Cooper, after a brief speech, laid the offering of the members, a cabinet of sterling silver, on the president's table, as an expression of the good-will of the membership, the applause was tumultuous. It was needed, however, as the event was such a surprise to President Ross that he was unable to reply for several minutes. When he managed to utter his acknowledgments, however, he evoked another outburst of enthusiasm.

The officers were elected for the ensuing year as follows:

President—Robert Ross.
1st Vice-President—Geo. H. Cooper.
2nd Vice-President—R. T. Robinson.
Sergt. at Arms—W. J. Mason.
Executive Board—W. Mansell, F. Armstrong, J. J. McKittrick, R. Harrison, P. Hayes.
Secretary-Treasurer—W. H. Meredith.
Auditors—C. H. Beavis, W. G. D. Adams, C. Wallis.

——

The National Convention.

The Toronto Association has had under consideration this week the preliminary arrangements for the National Master Plumbers' Convention, to be held in Toronto on Wednesday, Thursday and Friday, July 20, 21 and 22. No details regarding the convention are yet arranged.

——

No Strike in Toronto.

At a conference between committees representing the Toronto Master Plumbers' Association and the Journeymen Plumbers' Union, an agreement was reached which will prevent the possibility of a strike in Toronto. A slight increase in wages will be made.

——

Owen Sound Plumbers.

A local association, to be affiliated with the Ontario Plumbers' Association, was organized on Saturday at Owen Sound, Ont., by Secretary Meredith and R. Harrison, representing the Provincial Association. The officers elected were:

President—D. M. Butchart.
Vice-President—Allan J. Ross.
Secretary-Treasurer—Hy. Christie.

——

Building Permits.

TORONTO.

J. T. Hudson, a residence on Ulster street, to cost $4,000.

H. Todd, a dwelling on Hamilton street, to cost $2,600.

Wm. Stollery, a dwelling on Tranby avenue, to cost $2,400.

S. P. Kent, a dwelling on Gladstone avenue, to cost $1,300.

Geo. Henry, two dwellings on Dovercourt road, to cost $7,000.

J. Powley, a dwelling on Wilson avenue, Parkdale, to cost $2,000.

J. P. Rogers, a pair of dwellings on Langley avenue, to cost $4,000.

Wellington Tucker, a dwelling on Burnfield avenue, to cost $1,500.

Pike & Elliott, two dwellings on Shaw street, to cost $3,600.

James Hardy, a residence on St. George street, to cost $16,000.

J. T. V. May, two dwellings on Concord avenue, to cost $6,000.

A. J. Doherty, two dwellings on Walmer road, to cost $6,400.

W. Scott, a dwelling on Pearson avenue, to cost $2,000.

Mr. Sharpe, a dwelling on Deleware avenue, to cost $4,500.

J. V. Hunter, two dwellings on Crawford street, to cost $3,800.

Mrs. Eliz. Bailey, four dwellings on Davenport road, to cost $4,400.

Geo. S. Lea, two dwellings on Lansdowne avenue, to cost $4,000.

C. Jolliffe, a two-storey brick-cased dwelling on Wells street, to cost $3,000.

P. Love, a pair of brick dwellings on First avenue, to cost $3,400.

Burford & Bland, three dwellings on Wells street, to cost $7,500.

RETURNED
SEP 15 1904

When you talk, you want it to go for some good once for all, don't you? You don't want to be obliged to talk, and argue, and force your goods continually, do you?

You want your goods to do some of the talking themselves, don't you?

RAMSAY'S PAINTS

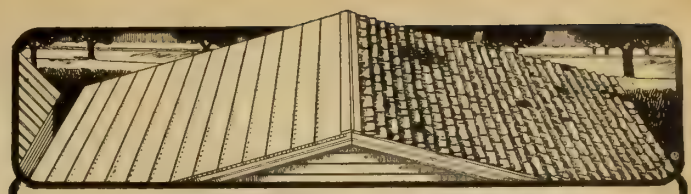
will do some of the talking themselves, and save you time and worry.

People will pay a fair price for a good thing, and a good thing talks always to the user and to his neighbors.

Ramsay's show cards, newspaper "ads." and posters talk also, because they are attractive, they impress. They don't bluster, they talk confidently.

That helps you!

A. RAMSAY & SON **EST'D** **THE PAINT**
MONTREAL **1842** **MAKERS**



CONSTRUCTION vs. DESTRUCTION.
CARE vs. CARELESSNESS.
BEST MATERIAL vs. POOR MATERIAL.
REX FLINTKOTE ROOFING vs. ALL OTHER ROOFING.

REX Flintkote Roofing

TRADE MARK

The above tells the whole story, and means to the dealer a quick-selling, business-bringing roofing *vs.* the ordinary kind that never sells, because people don't want it, and when they are persuaded to try it never come back again. If you want satisfied customers for roofing, you should write us to-day about **Rex Flintkote Roofing.**

J. A. & W. BIRD & CO., 49 India Street, Boston, Mass.

JACK SCREWS

We are being undersold by American machine-made goods which do not compare with our **Lathe-cut** Threads, Solid Heads and heavy Bell Bottoms.

Our screws will carry 50% heavier loads.

Do not go past us.

THE H. R. IVES CO., MONTREAL

LIMITED.

All our Imperial Oxford advertisements contain this sentence,

"If your dealer doesn't handle the

Imperial Oxford Range

write to us for particulars."

When they write to us we tell them where the nearest dealer is. From the number of enquiries we are getting, we know the advertising is selling quite a lot of ranges, but we don't believe it is selling as many as the kind words said by Imperial Oxford users.

Why don't you sell the Imperial Oxford Range?

The Gurney Foundry Co., Limited,
TORONTO WINNIPEG VANCOUVER

CORRESPONDENTS:
THE GURNEY-MASSEY CO., LIMITED,
MONTREAL, QUE.

THE GURNEY STANDARD METAL CO., LIMITED
CALGARY, ALTA.

NOT IN THE COMBINE

Ask for Prices of

Shovels, Spades, Scoops, Etc.

WE HAVE A LARGE STOCK.

CANADA HARDWARE CO., Limited, Montreal

J. J. Walsh, a dwelling on Walmer road, to cost $8,000.

Wm. Murray, a dwelling on Spadina road, to cost $5,600.

J. Stark, two dwellings on Roxborough avenue, east, to cost $4,500.

J. F. Brown, two dwellings on Powell street, to cost $8,000.

F. Terry, two dwellings on Beatrice street, to cost $4,400.

D. McDonald, a pair dwellings on Stafford street, to cost $2,700.

John Drummer, two dwellings on Withrow avenue, to cost $5,000.

S. J. Graydon, four dwellings on Huron street, to cost $13,000.

Joseph Henderson, a residence on Crescent road, to cost $11,000.

J. D. Farquhar, two dwellings on Bain avenue, to cost $3,600.

Rev. J. L. Hand, a Presbytery on Power street, near Queen street, to cost $25,000.

The Crown Cork and Seal Co., an addition to factory on Front street, to cost $7,500.

E. A. Drummer, two dwellings on Lansdowne avenue, to cost $4,000; also two dwellings on Dovercourt road, to cost $4,000.

—

MONTREAL.

F. Casey, to build on Bleury street, a three-storey house, to cost $9,000.

Joseph Dusseault, Charabard street, one three-storey house, to cost $2,250.

William Tatley, Oxenden avenue, one three-storey building, to cost $9,000.

J. Parier, Cuvillier street, to erect one two-storey building, to cost $1,500.

G. Quental, alteration to one house on Logan street, to cost $1,000.

D. Gordon, alteration on dwelling at 123 Mansfield street, to cost $2,000.

Thos. Robertson & Co., alteration on one building on Craig street, to cost $2,000.

T. Ladauceur, St. Joseph street, to erect one two-storey building, to cost $2,000.

M. Rochon, 1164 St. Hubert street, to erect two two-storey buildings, to cost $4,000.

N. Lisabelle, Iberville street, to erect one three-storey building, to cost $1,800.

J. E. Tremblay, 62 Joliette street, to erect two three-storey buildings to cost $5,000.

J. B. Sicotte, Ontario street, to erect one three-storey building, to cost $2,000.

E. Lesperance, Berri street, to erect two three-storey buildings, to cost $5,000.

Martineau & Co., Dorion street, to erect one building, two-storeys, to cost $1,500.

Brunet & Brunet, Hotel de Ville, to erect one two-storey building, to cost $2,500.

Adelard Bergeron, St. Catherine street, one one-storey building, to cost $1,000.

W. L. Maltley, Mansfield street, alteration on one four-storey dwelling, to cost $5,000.

E. C. P. Guy, 186 St. Lawrence street, alteration on one three-storey building, to cost $2,500.

Hon. R. Prefontaine, alteration on one two-storey building on Notre Dame street, to cost $1,200.

City and District Savings Bank, alteration on three stores, at 1536 St. Catherine street, to cost $7,000.

Rev. W. S. Barnes, of Lorne avenue, to erect on Park avenue, one two-storey dwelling, to cost $3,800.

O. A. Julien, to erect on corner of Cuvillier and Ontario streets, one two-storey building, to cost $1,000.

City and Districts Savings Bank, to erect on St. Catherine street, one three-storey building, to cost $55,000.

S. Carsley, alteration to building on corner of Notre Dame and St. Peter street, eleven-storey store, to cost $24,000.

London & Liverpool & Globe Insurance Co., alteration to nine-storey building on corner St. James and Place D'Armes, to cost $4,127.

—

OTTAWA.

A. F. Chapman, Somerset street south, solid brick dwelling, $2,800.

John Laidlaw, Arthur street east, brick veneered dwelling, $1,800.

J. B. Beauchamp, Bolton street south, brick veneered dwelling, $2,000.

Goodall Bros., Wellington street north, brick addition to storehouse, $3,000.

B. Slattery, Concession street east, alterations to shop, $1,000.

Building Notes.

A building for the Y.M.C.A. will be erected at Stellarton, N.S.

Four new blocks are to be built in Vancouver in the near future.

A large number of new residences are being erected at Toronto Junction this year.

A new hotel is to be erected at Lachine, Que., on the site of the present Lake View Hotel.

The John A. Lang Leather Co. intend erecting a new building and plant in Ottawa to cost $75,000.

Hotel Cecil is to be the name of a new public house to be built at Kamloops, B.C., this year.

Dr. C. L. M. Harris has purchased the Unity Church, Hamilton, and will enlarge it for a musical college.

Tenders for the new Euclid avenue Methodist church, Toronto, are invited before May 18, by G. M. Miller & Co., Toronto.

Wells & Emerson intend erecting a new block in Fort Francis, Man., to fill the needs of their increasing hardware business in that place.

Laurence Munro, architect, Hamilton, has received tenders for a brick or concrete school house at Van Wagner's Beach, near Hamilton.

Thos. C. Macnabb, Chatham, Ont., is asking tenders before May 30 for heating and ventilating by the blast system the Central school at Chatham.

D. Pottinger, general manager of the I. C. R., Moncton, N. B., is calling for tenders before May 18 for a dwelling at St. Leonard Junction, N. B.

The construction of a million dollar dry dock for Vancouver has been started at London, Eng., according to a cable message from Nicol Thompson.

Peter Lyall & Sons, Montreal, have been awarded the tender for the erection of the permanent freight sheds at Montreal, their tender being $2,305,000.

The Frost Wire Fence Co.'s new plant is to be located between Princess street and the main line of the G. T. R., Hamilton. Laurence Munro, architect, is preparing the plans.

Work on the new Bank of Montreal building has been suspended owing to the strike of the Marblecutters' Union. The contractors have ceased all operations for the present, but hope that a speedy adjustment may be arrived at and operations resumed.

Acetylene Gas Generators.

New principles embodied in our machines render them safe and economical. The prices are below those of others. Send for booklet, prices and terms.

Agents experienced in gas fitting wanted.

ST. THOMAS ACETYLENE MNFG. CO., Limited.

St. Thomas, Ont.

Dundas Axe Works

DUNDAS, CANADA.

Write for Prices

P. BERTRAM, - Manager.

R. E. THORNE, 768 Craig St., MONTREAL

Wholesale Agent and Importer

Dry Colors, Ochres, Bronze Powders, Aluminum Powder, Schlag Metal, Bronze Liquids and Varnishes.

Toronto Office—29 Melinda St.

Manufacturers and Handlers of **Oils, Paints, Varnish, Soap, Chemicals, Drysalteries, etc.,** throughout the Dominion, should see

THE OIL AND COLOURMAN'S JOURNAL

the bristling British weekly paper for these trades.

Subscription, $2.00 per year from date.
Sample for 10 cents.

SCOTT, GREENWOOD & CO.

19 LUDGATE HILL - - LONDON, ENG.

To Manufacturers' Agents

HARDWARE AND METAL has inquiries from time to time from manufacturers and others wanting representatives in the leading business centres here and abroad.

Firms or individuals open for agencies in Canada or abroad may have their names and addresses placed on a special list kept for the information of inquirers in our various offices throughout Canada and in Great Britain without charge.

Address
Business Manager
HARDWARE AND METAL
Montreal and Toronto

TRADE MARK J REGISTERED

Jardine Patent Pipe Die.

One man can easily thread a two-inch pipe at one cut. Write for circular.

A. B. JARDINE & CO.

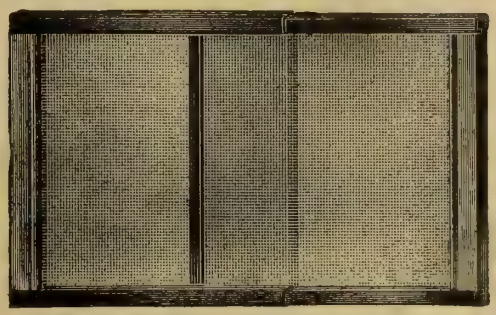
Mfrs. TAPS and DIES.

HESPELER, ONT.

PIG IRON FOR IMPORT.

Carnbroe, Summerlee, Gartsherrie and Middlesboro', Glengarnock.

Henry Rogers, Sons & Co., Montreal, P.Q.



Canadian Patent, March 17, 1903. U. S. Patent, January 26, 1904.

Metal or Wood

Metal is best; wears longest; is most readily worked.

Our Metal Screens cost no more than wood. How much better than wood they are is apparent to every practical man when he reads our circular.

C. M. Cutts & Co., Makers

Toronto Junction.

Pedlar's "Perfect" Metal Lath

CHEAP AS WOOD

Delivered to any railway station in Canada, for 10c. per square yard. Discount to dealers. Circulars and samples on request.

Pedlar People, Oshawa, Can., or 767 Craig St., Montreal, Que.

INDUSTRIAL GOSSIP

HARDWARE AND METAL would be pleased to receive from any authoritative source industrial news of any sort, the formation or incorporation of companies, establishment or enlargement of mills, factories foundries or other works, railway or mining news, etc. All such correspondence will be treated as confidential when desired.

THE old Workman mansion, standing on the McGill grounds, and which has been empty for several years, is about to be put to good use by the authorities of that university. They have decided to make it the home of the new Conservatory of Music, lately established at the college. Workmen are now engaged remodelling the interior and fitting it up in modern style.

Brantford, Ont., has denied to the Bell Telephone Co. a renewal of their five-year franchise.

Orillia, Ont., will restore its power plant at Ragged Falls, by boring a large tunnel in granite rock 1,500 feet long, and by extensions to the plant.

The S. & L. Railway is to be extended from Morief Junction to Glace Bay, N. S. The Dominion Coal Co.'s new mine at the latter place is being rapidly opened.

The Woodstock Automobile Co., who recently started operations, are now employing twenty-five hands, and have a modern plant. Their first "auto." was shipped to Hamilton last week.

The International Portland Co., Ottawa, have installed heavy rotaries, grinders and crushers, and have just awarded contracts for the lighter machinery, such as leather belting, rubber belt conveyers, trippers, electric fans and electric motors for the cable ways, the bulk of the orders going to Canadian firms.

COMPANIES INCORPORATED.

The Quebec Steam Whaling Co., Montreal; capital $295,000; purpose, to equip boats and carry on operations as whalers and sealers in Gulf and River St. Lawrence.

D. V. Ranger & Co., Limited, Ottawa; capital $40,000; purpose, to carry on a general merchandise business; directors: David Ranger, Marie E. A. Ranger and Hayter McKay, of Ottawa.

The G. A. Burgess Co., Ottawa; capital $20,000; purpose, to carry on business as news agents, restaurateurs, etc., throughout Canada. G. A. Burgess, Carleton Place, is at the head of this company.

The Canadian Gold Mining Concession Co., Ottawa; capital $300,000; purpose, to carry on mining and development operations; directors: J. A. Ritchie, J. N. Rattey, Mary I. Hickson, R. A. Sauriol and Eugene Naubert, Ottawa.

Young's Lake Mining Co.; capital to be used in Ontario, $50,000; purpose, to engage in and carry on all kinds of mining business and to manufacture, refine and smelt all kinds of ore; John Alexander McPhail to be its attorney.

The Brantford Produce and Cereal Co., Limited, Brantford; capital $40,000; purpose, to manufacture, buy, sell and deal in produce, cereals, etc.; directors: A. E. James, W. H. Hammond and H. V. Hutton, all of Brantford.

The St. Lawrence Waterproof Clothing Co., Montreal; capital $25,000; purpose, to manufacture ready-made clothing; directors: G. E. D., Pierre D., and Lorenzo La Riviere, A. M. Joncas and Philomene Roberge Joncas, all of Montreal.

The Oswego Coal Co., Montreal; capital $20,000; purpose, to mine, manufacture and deal in coal, charcoal and other fuel, also refrigerator systems and supplies; directors: C. A. Leveille, A. E. Brunet, W. H. Edge, R. J. Demers, A. S. Delisle and Alexander Duclos, Montreal.

The S. M. Knechtel Chair Co., Limited, Southampton; capital, $75,000; purpose, to manufacture and deal in furniture, mouldings, etc.; directors: Samuel M. Knechtel, Duncan McF. Ferguson and Elizabeth Knechtel, of Southampton; and John H. McKnight, of Toronto.

Warwick Bros. & Rutter, Limited, Toronto; capital $250,000; purpose, to manufacture and deal in stationery and carry on a general printing business; directors: George R. Warwick, Arthur F. Rutter, Charles E. Warwick, Ernest J. Hathaway and Norman A. Sinclair, of Toronto.

The East Grey Telephone Co., Limited, Markdale; capital $7,000; purpose, to carry on within the County of Grey the business of a telephone company; directors: Christopher Knott, James R. Fawcett, John Williams Ford, Walter Turner and William James Shorthill, all of the County of Grey.

O'Briens, Limited, Toronto; capital $60,000; purpose, to carry on the business of dry goods merchants and ladies' and gentlemen's tailors; directors: Daniel O'Brien, Gideon Grant, Stewart Gordon and Margaret O'Brien, all of Toronto; and Peter P. O'Brien and Marie E. O'Brien, of Ottawa.

Toronto Casket Co., Limited, Toronto; capital $100,000; purpose, to manufacture, buy, sell and deal in caskets, coffins, hearses, wagons, carriages, embalming instruments, fluids and disinfectants, etc.; directors; Joseph A. McCracken, Robert A. McCracken, Henry Cooper, Robert Cooper and Mabel G. McCracken, all of Toronto.

The Simco Tanning and Fur Dressing Co., Limited, Simcoe; capital $40,000; purpose, to manufacture, buy, sell, tan and deal in hides, skins, furs and all kinds of leather; directors: Albert Shaver, of Delhi; John Jago, David A. Bowlby and William P. Innes, of Simcoe, and William H. Brennan, of Gloversville, N. Y.

The Montreal and Boston Consolidated Mining and Smelting Co., Limited, Toronto; capital $7,500,000; purpose, to carry on a mining and smelting business and deal in lumber, stone, coal, coke, copper, oil, etc.; directors: Henry J. Wright, Joseph A. Thompson, John Payne, Richard Credicott and William J. Gilchrist, all of Toronto.

The British American Development Co., Limited, Toronto; capital $1,000,000; purpose, to carry on a mining, milling, reduction and development business; directors: Jas. E. Haines, of Brampton; Alfred T. Haines, of Cheltenham; Adam Lindsay, Jas. Carter and William J. Armstrong, of Guelph, and John W. Cheeseworth, of Toronto.

——

A BIG CONTRACT.

THE big contract for the erection of the proposed new steel sheds on the Montreal harbor front was awarded on Monday to Peter Lyall & Sons. Their tender of $2,305,000 for the shed contract was the lowest and, subject to the approval of the governor-general-in-council, the harbor commissioners have awarded the contract to this firm.

The contract was keenly competed for and much interest attached to the decision of the commissioners. In all eight tenders were received, the firms bidding for the work being as follows: Peter Lyall & Sons, general contractors, Montreal; Canada Foundry Co., Toronto; the Tidewater Bridge Co., New York; McClintic Marshall Construction Co., New York; J. Haney, general contractor, Toronto; Canadian Bridge Co., of Peterborough; W. Davis & Sons, general contractors, Ottawa; Milliken Bros., steel workers, of New York.

Twelve sheds each of two-storeys and built of steel throughout are to be erected, and if, as is expected, a good portion of the material is obtained from Canadian manufacturers, the contract is of great importance to several Canadian industries. The highest tender for the work was $2,694,000, the difference be-

"SHIELD BRAND" SHEATHING

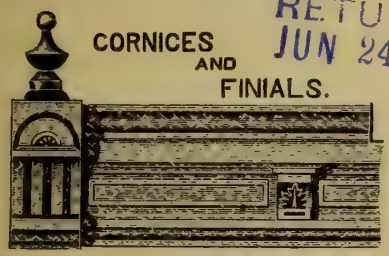
TARRED or DRY.

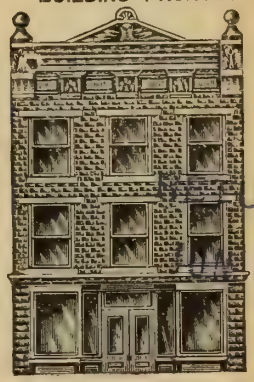
For Lining—Houses, Barns and Stables. Extra strong, full weight, best quality. When ordering from your dealer DEMAND the "Shield Brand." It's a quick seller.

MANUFACTURED ONLY BY—

Lockerby & McComb, 65 Shannon St., Montreal

Bell Telephone Main 1989.





Corrugated Sheets.

Get Busy

The Harvest Time is at hand for

Sheet Metal Building Goods.

We have a line that are trade builders. ¶ Their quality is high and price low. ¶ The kind of goods that make friends and keep them. ¶ We carry large stocks in the following lines and ship promptly :

"Safe Lock" Shingles—Ornamental Shingles—V Crimp and Standing Seam Roofing—Corrugated Sheets—Large and Small Sheet Sidings—Metal Ceilings and Side Walls, Etc., Etc.

THE METAL SHINGLE & SIDING CO., Limited, - Preston, Ont.

Representatives: CLARE & BROCKEST, Winnipeg. ELLIS & GROGAN, Calgary.

When your customers ask for pipe covering sell them

"REMANIT"

the greatest non-conductor of heat of any pipe covering made.

This is only one of the superior points about **"REMANIT"**—it's not only the best non-conductor of heat but it does not deteriorate in use, fits both pipe and fitting, is easy to put on and is moisture proof. We shall be glad to send you more specific details about **"REMANIT"** and have a very attractive proposition to make to hardware dealers handling this superior pipe covering exclusively.

"REMANIT" is but one of our specialties from which hardware dealers can make a fine profit.

THE JAMES MORRISON BRASS MANUFACTURING CO., LIMITED

TORONTO, ONT.

tween the highest and lowest tenders being, therefore, $389,000.

No award was made for the elevated roadways and approaches, the lowest tender being $259,000, and the highest $330,000. It was originally intended that the two contracts should not be separated and hence no action was taken as regards the smaller contract. The harbor commissioners are obliged to go back to the Government for the necessary authority to spend a large amount, as they had estimated that $2,368,000 would have been sufficient for both sheds and roadways. In the meantime the matter of the roadways is in abeyance.

MICA ROOFING.

THE Hamilton Mica Roofing Co., ers of a patent mica roofing Hamilton, Ont., are manufactur- which seems destined to attract much attention from the trade. They invite attention to this roofing for cheapness, durability and ease of application for dwellings, stores, factories, barns, stables, and outhouses—steep and flat roofs. "It is," they state, "waterproof and fire-proof. A heavy roof is not needed for the greater number of buildings, a light roof answers every purpose and offers many advantages. It does away with girders, braces and numerous other contrivances necessary to sustain a heavy one. These neither increase the looks or convenience of the building, but do increase the cost. This extra cost may be saved or used to more advantage in other parts of the building. The ease of laying is of advantage both to the builder and owner. To the builder, because he can quickly enclose the building, an advantage which is of the greatest importance in a variable climate. To the owner, because he will be certain to put a similar roof upon any of his other buildings that may need it, and so secure a desirable and economical roof.

"It is put up in rolls or squares of 108 feet, including nails, tin buttons and paint. Any person with ordinary intelligence can lay from five to ten squares per day. If treated with proper care, it will last as long as the building stands."

STEEL WORK ON G. N. R.

S. R. H. Robinson has received the contract for laying rails and building bridges for the Canadian Northern from its present terminus, at mile 308, to Edmonton, a total distance of 519 miles. The work is to be done as rapidly as the grading can be prepared. A. J. Keith has the sub-contract for the bridge work.

A NEW BUILDING PAPER FACTORY

The Paterson Manufacturing Co., of Toronto and Montreal, have recently purchased a desirable building site in the latter city upon which they will erect immediately a new factory for the manufacture of their building papers, roofing felts and "Wire Edged Ready Roofing." The above factory will, the company state, be the largest of its kind in Canada and, in addition to being equipped with the most modern machinery, will have a private railway siding for receiving and shipping goods.

STANLEY RULE & LEVEL CO.,

NEW BRITAIN, CONN., U.S.A.

IMPROVED CARPENTERS' TOOLS

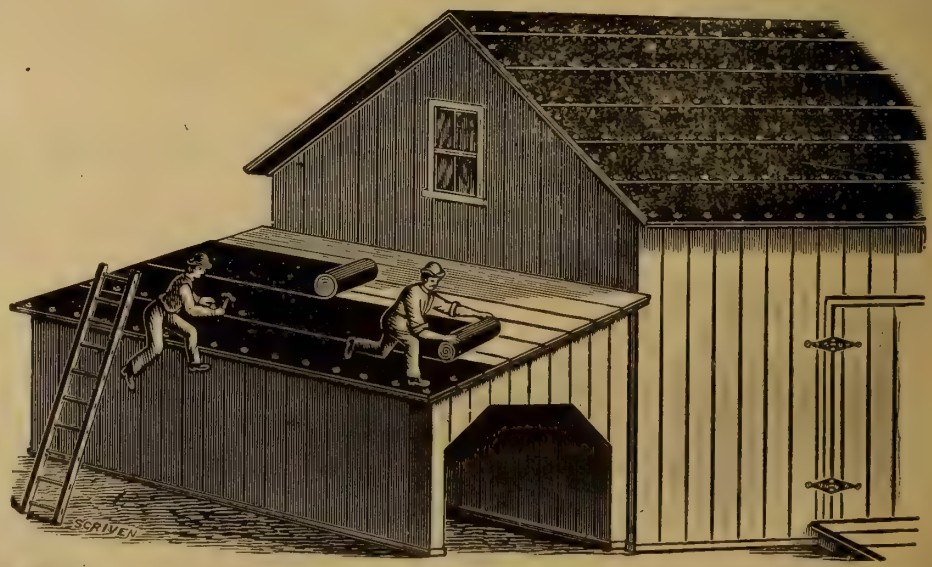
SOLD BY ALL HARDWARE DEALERS.

BICYCLES and BICYCLE SUPPLIES AUTOMOBILE MATERIAL

We have just opened the largest shipment of **Automobile Horns, Voltmeters, Ammeters** ever imported into Canada. This is a direct shipment from Paris and we are quoting interesting prices.

JOHN MILLEN & SONS

MONTREAL and TORONTO.



USE MICA ROOFING For Flat or Steep Roofs. It is Waterproof Fireproof, quickly and very easily laid, and cheaper than other roofing.

HAMILTON MICA ROOFING CO.,

60 Catherine Street North, - - - HAMILTON, CANADA.

. . FULL STOCK . .

Salt Glazed Vitrified

SEWER PIPE

Double Strength Culvert Pipe a Specialty.

THE CANADIAN SEWER PIPE CO.

HAMILTON, ONT. TORONTO, ONT.
ST. JOHNS, QUE.

OAKEY'S The original and only Genuine Preparation for Cleaning Cutlery. 6d. and 1s. Canisters

'WELLINGTON' KNIFE POLISH

JOHN OAKEY & SONS, LIMITED

MANUFACTURERS OF

Emery, Black Lead, Emery, Glass and Flint Cloths and Papers, etc.

Wellington Mills, London, England

Agent:
JOHN FORMAN, 644 Craig Street
MONTREAL.

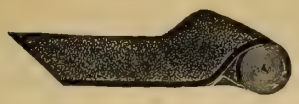
All progressive dealers now find it advantageous to stock

Gilbertson's "COMET" Galvanized Sheets and Galvanized Canada Plates. Quality and price right.

W. GILBERTSON & CO, Limited, near Swansea, Eng. Makers.

ALEXANDER GIBB, MONTREAL,
Canadian Representative.

Permanent, Economical, Handsome.

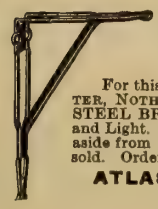


Arrow Brand Asphalt Ready Roofing.

Comes in rolls, ready to lay, with nails and cement.
All ready covered with white sea gravel. No further attention after laid.

A. C. JENKING, Sole Agent,
Room 215 Coristine Building, - MONTREAL.

Sun, Frost, Water, Fumes DO NOT affect it. Write to-day for agency.



Will Hold Up a Shelf!

That's what a shelf bracket is for.

For this purpose there can be NOTHING BETTER, NOTHING CHEAPER than the BRADLEY STEEL BRACKET. It is well Japanned, Strong and Light. The saving in freight is a good profit, aside from the lower price at which the goods are sold. Order direct or through your jobber.

ATLAS MFG. CO.,
New Haven, Conn., U.S.A.

CHARLES BAYNES, - England.
KNUZDEN BROOK,
MAKER OF THE BLACKBURN,

"CLICK-CLACK"
HACK SAW BLADES.

In Factory Solely Devoted to Making Hack Saw Blades. **NONE BETTER.** In All sizes of Best English Steel.

PORTLAND CEMENTS

Best German, Belgian and English Brands.

FIRE BRICKS
FIRE CLAY
FLUE LININGS
DRAIN PIPES
HARD WALL PLASTER
CALCINED PLASTER
WHEELBARROWS
MORTAR STAINS.

A Full Stock of Builders' and Contractors' Supplies.

W. McNALLY & CO.
40 to 52 McGill St (Cor. Wellington St.)
MONTREAL.
Write for our quotations.

The Hanover Portland Cement Co., Limited

HANOVER, ONTARIO.

Manufacturers of the Celebrated **"Saugeen Brand"** OF PORTLAND CEMENT.

Prices on application.

"THE EMLYN" SAW BENCH

Made in 6 sizes. Best value obtainable. Specially designed for export With or without "Emlyn" Patent Guard. Sole maker—

CHARLES D. PHILLIPS,

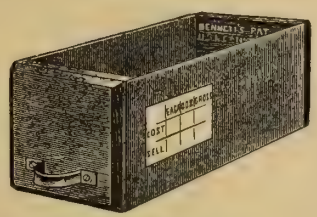
Cables—"Machinery," Newport.
Emlyn Engineering Works NEWPORT, MON., ENGLAND

...THE...

Bennett Manufacturing Co.

Bennett's Patent Shelf Box and Cabinets for Hardware, Grocery, Seed and Drug Trades, etc.

Owing to the steady and rapid growth of ourbusiness new quarters were needed.



Address all communications to our New Factory:

Pickering, Ontario

FACTORIES

are best lighted with skylights.

The Ormsby Skylight

is unqualifiedly the best and cheapest being made.

Wind, dust, and weather proof.

Correspond with us.

A. B. ORMSBY, LIMITED,
Cor. Queen and George Streets,
TORONTO, ONT.

The Saw That Sells Itself.

When placed in the hands of the intelligent mechanic the **ATKINS** High Grade Silver Steel Hand Saw sells itself. You simply show it and the saw does the rest.

ATKINS Silver Steel Hand Saws with Perfection Handles are warranted the FINEST Saws on earth in material, temper, grinding and finish.

Write for Catalogue and Prices.

E. C. ATKINS & CO.

C. D. TEN EYCK, Sales Agent for Canada.
Toronto Office: 30 Front St. East. Tel. Main 1896.

ATKINS
ALWAYS AHEAD

Leading Saw and Tool Manufacturers
Factories: INDIANAPOLIS, IND.
Northwestern Branch: Minneapolis, Minn.

Roofing Felt Factory
Harbor St.,
Montreal.

Paper Manufacturers

Paper Mills,
Joliette,
Quebec.

Building Papers
Ready Roofing
Pitch and Roofing Cement

Black Diamond Brand
TARRED FELT.

Brown and Manilla Wrapping
Hanging and Print,
Colored Papers

ALEX. McARTHUR & CO., LIMITED. Office 82 McGill St., Montreal

CURRENT MARKET QUOTATIONS.

May 14, 1904.

These prices are for such qualities and quantities as are usually ordered by retail dealers on the usual terms of credit, the lowest figures being for larger quantities and prompt pay. Large cash buyers can frequently make purchases at better prices. The Editor is anxious to be informed at once of any apparent errors in this list, as the desire is to make it perfectly accurate.

METALS.

TIN.

Lamb and Flag and Straits—
56 and 28-lb. ingots, 100 lb. $30 00 $31 00

TINPLATES.

Charcoal Plates—Bright.

		Per box.
M.L.S., equal to Bradley—		
I C, usual sizes	....	$6 50
I X "	....	8 00
I X X "	....	9 50
Famous, equal to Bradley—		
I C	....	6 75
I X	....	8 25
I X X	....	9 75
Raven and Vulture Grades—		
I C, usual sizes	....	4 25
I X "	....	5 00
I X X "	....	5 75
I X X X "	....	6 50

"Dominion Crown Best"—Double Coated, Tissued.

		Per box.
I C	....	5 50
I X	....	6 50
X X	....	7 50

Allaway's Best"—Standard Quality.

I C	....	4 50
I X	....	5 50
I X X	....	6 50

Coke Plates—Bright.

Bessemer Steel—		
I.C., usual size, 14x20	....	3 35
I.C., special sizes, base	....	3 60
20x28	....	7 10

Charcoal Plates—Terne

Dean or J. G. Grade—		
I.C., 20x28, 112 sheets	....	7 50
IX., Terne Tin	...	10 50

Charcoal Tin Boiler Plates.

Cookley Grade—
X X, 14x56, 50 sheet bxs. }
" 14x60, " } 7 00
" 14x65, " }

Tinned Sheets.

72x30 up to 24 gauge	7 25	7 50
" " 26 "	7 75	8 00

IRON AND STEEL.

Common bar, per 100 lb	....	1 80
Refined " "	....	2 20
Horseshoe Iron "	....	2 25
Hoop steel, 1½ to 3-in. base	....	2 75
Sleigh shoe steel, "	....	2 10
Tire steel	2 30	2 50
Reeled machinery	....	3 00
Toe calk steel	2 85	3 00
T. Firth&Co.'s tool steel, per lb	0 12½	0 13
Jessop's high speed steel	....	0 60
" standard tool steel	....	0 14
" crucible sheet steel	....	0 14
" Chas. Leonard's tool	0 08	0 09
Crucible Steel Co.		
" Black Diamond	0 10	0 11
" Silver steel	....	0 13
" Special	....	0 17
" Rex high speed steel	0 65	0 75
" Self Hardening	0 45	0 50
Sanderson's Crucible Tool	0 08	0 09
" Superior "	0 12	0 13
" Extra Anld	....	0 15
" Self Hardening	0 45	0 50
" Rex high speed	0 65	0 75
Jonas & Colver's tool steel	0 10	0 20
" "Air Hardening"	....	0 70
Drill steel, per lb	0 08	0 10
Russia Iron—		
Genuine	....	0 11

BABBIT METAL.

"Tandem," A per lb.	0 27
" B "	0 21
" C "	0 11½
Frictionless Metal "	0 23

Syracuse Smelting Works:

Aluminum, genuine	0 45
Government, "	0 44
Tough, "	0 40
Hard, "	0 40
Dynamo	0 30
Special	0 25
Harmony	0 22
Car Box	0 20
Extra	0 15

The Canada Metal Co.:

Imperial, genuine,	0 40
Metallic	0 30
Hercules	0 20
Star	0 15
No. 1	0 12
No. 2	0 10
No. 3	0 06
No. 4	0 05

Geo. Langwell & Son.

No. 1	0 08
No. 2	0 07
No. 3	0 05½
Extra	0 09½

BLACK SHEETS.

	Montreal.	Toronto
10 and 16 gauge	2 25	2 50
18 gauge	2 30	2 50
20 "	2 30	2 50
22 to 24 gauge	2 35	2 70
26 "	2 40	2 80
28	2 40	2 90

COPPER WIRE.

Discount, 50 per cent.

CANADA PLATES.

Ordinary	2 60
All bright	3 50

Galvanized Canada Plates—

	Ordinary.	Dom. Crown.
18x24x52	4 25	4 35
" 60	4 50	4 60
20x28x80	8 50	8 70
" 94	9 00	9 20

GALVANIZED SHEETS.

	Fleur-de-Lis. Gordon Crown.	Comet	Bell.	Queen's Head
16 gauge	3 65	....	....	....
18 to 24 gauge	3 75	3 75	3 75	3 75
26 "	4 00	4 00	3 90	4 00
28 "	4 25	4 25	4 05	4 25

American brands, $4.00 for 28 gauge.
Less than case lots 10 to 15c. extra.

CHAIN.

Proof coil, 3-16 in., per 100 lb.	7 00	10 00
" ¼ "	....	5 60
" 5-16 "	....	4 45
" ⅜ "	....	3 85
" 7-16 "	....	3 70
" ½ "	....	3 55
" 9-16 "	....	3 45
" ⅝ "	....	3 35
" ¾ "	....	3 25

Halter, kennel and post chains, 40 to 40 and 5 per cent.

Cow ties	40 p.c.
Tie out chains	65 p.c.
Stall fixtures	35 p.c.
Trace chain	45 p.c.

Jack chain, iron, single and double, discount 35 p.c.
Jack chain, brass, single and double, discount 40 p.c.

COPPER.

Ingot. Per 100 lb.
Casting, car lots 13 75

Bars.

Cut lengths, round, ½ to ¾ in.	21 00	23 00
" round and square, 1 to 2 inches	21 00	23 00

Sheet.

Plain, 16 oz., 14x48 and 14x60	....	20 00
Plain, 14 oz.,	....	21 00
Tinned copper sheet	....	24 00
Planished	....	32 00

Braziers' (in sheets).

4x6 ft., 25 to 30 lb. each, per lb.	....	0 22
" 35 to 45 " "	....	0 21
" 50-lb. and above "	....	0 20

BOILER AND T.K. PITTS.

Plain tinned, per lb	....	0 28
Spun, per lb	....	0 32

BRASS.

Rod and Sheet, 14 to 30 gauge, 15 per cent.

Sheets, hard-rolled, 2x4	0 23
Tubing, base, per lb	0 23½

ZINC SPELTER.

Foreign, per 100 lb	6 00	6 25
Domestic " "	....	....

ZINC SHEET.

5-cwt. casks	6 15	6 50
Part casks	6 50	7 00

LEAD.

Imported Pig, per 100 lb	3 20	3 30
Bar, per lb	....	0 05
Sheets, 2½ lb. sq. ft., by roll	....	0 06½
Sheets, 3 to 6 lb. "	....	0 06

NOTE.—Cut sheets ½c. per lb., extra. Pipe, by the roll, usual weights per yard, lists at 7c. per lb. and 35 p.c dis. f.o.b. Toronto.

NOTE.—Cut lengths, net price, waste pipe 8-ft. lengths, lists at 8c.

ANTIMONY.

Cookson's per lb. 7 50 8 00

SHOT.

Common, $6.50 per 100 lb.; chilled, $7.00 per 100 lb.; buck, seal and ball, $7.50. Discount, 17½ p.c. Prices are f.o.b. Toronto, Hamilton, Montreal, St. John and Halifax. Terms, 3 p.c. cash, freights equalized.

PLUMBING GOODS.

BATH TUBS.

Zinc 6 00
Copper, discount 20 per cent. off revised list.

BATHS.

Standard Enameled.

5½-ft. rolled rim, 1st quality	21 60
5½ " " " 2nd "	17 85

CLOSETS.

	Net.
Fittings	1 00
Plain Simplex Syphon Jet	9 00
Emb. " " "	9 50
Fittings	1 25
Low Down Elgin or Teutonic, plain	6 00
Low " " " emb.	6 50
Connection	1 25
Plain Richelieu	4 25
Emb. "	4 50
Connections	1 25
Basins, P.O., 14-in	0 63
Basins, oval, 17 x 14-in.	1 50
Basins, " 19 x 15-in.	2 00

IRON PIPE.

Black pipe—	Per 100 feet.
⅛ inch	3 05
¼ "	2 07
⅜ "	2 25
½ "	2 50
¾ "	3 22
1 "	4 58
1¼ "	6 47
1½ "	7 85
2 "	11 05
2½ "	19 25
3 "	22 75
3½ "	28 75
4 "	35 25
4½ "	41 00
5 "	44 00
"	57 50

Galvanized pipe—		
¼ inch	....	2 88
⅜ "	....	3 11
½ "	....	3 42
¾ "	....	4 40
1 "	....	6 35
1¼ "	....	8 80
1½ "	....	10 75
2 "	....	14 80

Malleable Fittings—Discount 20 p.c.
Cast Iron Fittings—
Standard, 57½ per cent.; unions, 55 per cent.; on nipples, headers and flanged unions, 60 per cent.

PLUMBERS' BRASS GOODS.

Standard Compression work, dis. 60 & 10 p.c.
Cushion work, discount 50 per cent.
Fuller work, discount 70 per cent.
6 dozen lots and over of the above, extra discount 10 per cent.
Lever handle Stops and Waste, discount 60 per cent. With, in lots of 2 dozen and over, an extra discount of 10 per cent.
J.M.T. Globe, Angle and Check Valves, discount 55 per cent.
Standard Globe, Angle and Check Valves, discount 60 per cent.
"Kerr" Globe, Angle and Check Valve, discount 60 per cent.
J. M. T. Radiator Valves discount 55 per cent.
Standard Radiator Valves, discount 60 per cent.
Patent Quick-Opening Valves, discount 65 per cent.

No. 1 compression bath cock net	1 75
No. 4 " " "	1 90
No. 7 Fuller's "	2 10
No. 4½, " "	2 25
Patent Compression Cushion, basin cock, hot and cold per doz.	15 00
Patent Compression Cushion, bath cock, No. 2208	2 25

Square head brass cocks, discount 55 per cent
" " iron " " 50 to 60 "
Thompson Smoke-test Machine $25.00

RANGE BOILERS.

Dominion, 30 gallon net	4 75
" 35 " "	5 75
" 40 " "	6 75
Copper, 30 gallon "	22 00
" 35 " "	24 00
" 40 " "	28 00

Discount off copper boilers 15 per cent.

SOIL PIPE AND FITTINGS.

Light soil pipe, discount, 50 per cent.
" " fittings, discount 50 and 10 p.c.
Med. and Extra heavy pipe and fittings, dis. 60 per cent.
7 and 8-in. pipe, discount 40 and 5 per cent.

SOLDER.

		Per lb
Bar, half-and-half, guaranteed	....	0 19
Bar, half-and-half, commercial	....	0 18
Refined	....	0 18

STEEL BOILER PLATE.

¼ in	2 50	2 60
3-16 in	2 60	2 70
⅜ in. and thicker	2 50	2 60

PAINTS AND OILS.

COLORS IN OIL.

1-lb. tins, pure.

Venetian red, per lb.	....	0 08
Chrome yellow	....	0 15
Golden ochre	....	0 08
French "	....	0 06
Marine black	....	0 04
Chrome green	....	0 10
French Permanent green	....	0 13
Signwriters' black	....	0 15
Umber	....	0 11
Sienna	.	0

WANTED—A SLEEPING PARTNER

We are ready to take into temporary partnership with us a local hardware dealer: His investment to consist of "tips" and influence. Any hardware dealer who can tell us of a job in his neighborhood in which Structural Steel will be used, is asked to correspond with us. We have a word to say to him.

THE HAMILTON BRIDGE WORKS CO., LIMITED

Use Long Distance 'Phone, Hamilton 630. **HAMILTON, CANADA.**

COLORS DRY.

Pure in bbls., per cwt. Less than this quantity ½c. extra.

Common ochre, bbls	....	2 50
Yellow ochre	....	1 12½
Brussels ochre	....	2 75
Venetian red	1 50	2 25
English oxides	3 00	3 25
American oxides	1 25	2 75
Canadian red oxides	....	1 50
Super magnetic oxides, 93 p.c.	....	2 00
Burnt sienna	....	9 00
" umber	6 00	7 00
Raw umber	6 00	7 00
Drop black	....	12 00
Chrome yellow	....	0 18
Chrome greens	....	5 50
French green	....	0 09
Golden ochre	....	2 75
Ultramarine blue, in 28-lb. bxs	7 00	10 00
Fire proof mineral	...	1 00
Genuine Eng. Litharge	....	4 50
Mortar color	....	1 00
Pure Indian red, lb	....	0 09
Whiting, bbl	....	0 65
English vermilion in 30-lb. bgs.	....	0 85

CASTOR OIL.

British, 1st. qual, in cases, per lb	0 08½	0 09½
" " small lots	0 10	0 10½

COD OIL, ETC.

Cod oil, per gal	0 50	0 55
Pure olive	....	1 40
" neatsfoot	....	0 90

WHITE LEAD. er 100 lb.

Pure	....	4 75
No. 1	....	4 50
No. 2	....	4 25
No. 3	....	3 87½
No. 4	....	3 50
Munro's Select Flake White	....	4 75
Elephant and Decorators' Pure	....	4 75
Monarch	....	5 00
Decorator's Pure	....	4 75
Essex Genuine	....	4 25
Sterling Pure	....	5 00
Island City Pure	....	5 00
Ramsay's Pure Lead	4 75	5 00
Ramsay's Exterior	4 50	4 75

RED LEAD.

Genuine, 560 lb. casks, per cwt	$4 25	$4 50
Genuine, 100 lb. kegs, "	....	4 75
No. 1, 560 lb. casks, per cwt	....	4 00
No. 1, 100 lb. kegs, per cwt	....	4 25

WHITE ZINC.

Extra Red Seal	0 06	0 08
French V. M.	0 06	0 06¼
Lehigh	0 06	0 06¼

DRY WHITE LEAD.

Pure, casks	4 50
Pure, kegs	4 75
No. 1, casks	4 25
No. 1, kegs	4 50

PREPARED PAINTS.

In ¼, ½ and 1-gallon tins.

Pure, per gallon	....	1 20
Second qualities, per gallon	....	1 00
Barn (in bbls.)	0 60	0 90
The Sherwin-Williams paints	1 30	1 40
Canada Paint Co.'s pure	....	1 25
Toronto Lead & Color Co's pure	....	1 25
Sanderson Pearcy's pure	....	1 20
Standard Co.'s "New Era."	....	1 30
"Globe" barn	60	70
Francis-Frost Co.'s "Ark" B'd	....	1 25
" British Navy deck	....	1 50
Henderson & Potts's "Anchor"	....	1 35
Globe Paint Co.'s mixed	....	1 30
" barn and bridge	....	0 75
Ramsay's paints, Pure, per gal.	....	1 20
" Thistle, "	....	1 00
" Outside, bbls	0 55	0 65
Island City House Paint	....	1 25
" Floor "	....	1 25
Sterling House Paint	....	1 20
" Floor "	....	1 10
National	....	1 05

PUTTY.

Bulk in bbls	1 50
Bulk in less quantity	1 75
Bladders in bbls	1 ’5
Bladders in kegs, boxes or loose	1 90
25-lb. tins	1 85
12½ lb. tins	2 10
Bladders in bulk or tins less than 100 lb.	1 90

VARNISHES.

In 5-gal. lots.	Per gal.	Net.
Carriage, No. 1	1 50	1 60
Pale durable body	4 10	4 25
" rubbing	2 85	3 20
Gold size, japan	1 50	1 60
No. 1 brown japan	0 85	0 90
Elastic oak	....	1 50
Furniture, extra	1 10	1 25
" No. 1	0 90	1 00
Hard oil finish	1 35	1 50
Light oil finish	1 60	1 70
Damar	1 75	2 00
Shellac, white	2 40	2 50
" orange	2 30	2 40
Turpentine, brown japan	1 10	1 20
" black japan	1 10	1 20
" " No. 1.	0 85	0 90
Elastilite varnish, 1 gal. can, each		2 00
Granitine floor finish, per gal		2 75

Maple Leaf coach enamels; size 1, $1.20; size 2, 70c.; size 3, 40c. each.
Sherwin-Williams' kopal varnish, assorted case, from to 1 gal., $2.50.

GLUE.

Common	0 08	0 08½
French medal	0 10	0 14
White, extra	0 18	0 22
Gelatine	....	....
Strip	0 18	0 20
Coopers	0 19	0 20
Huttner	....	....
Ground	0 12	0 16
Cologne, genuine	....	....

HARDWARE.

AMMUNITION.

Cartridges.

B. B. Caps Dominion, 50 and 5 and 25 per cent.
Rim Fire Pistol, discount 40 p.c., American.
Rim Fire Cartridges, Dominion, 50 and 5 p.c.
Central Fire, Military and Sporting, American, add 5 per cent. to list. B.B. Caps, discount 40 per cent., American.
Central Fire Pistol and Rifle, 10 p.c., Amer.
Central Fire Cartridges, pistol sizes, Dominion, 30 per cent.
Central Fire Cartridges, Sporting and Military, Dominion, 15 per cent.
Loaded and empty Shells, "Trap" and "Dominion" grades, 25 per cent. discount. Rival and Nitro, 10 per cent. advance on list.
Brass Shot Shells, 55 per cent.
Primers, Dom., 30 per cent.; American, $1.75

Wads.	per lb.
Best thick brown or grey felt wads, in ¼-lb. bags	$0 70
Best thick white card wads, in boxes of 500 each, 12 and smaller gauges	0 99
Best thick white card wads, in boxes of 500 each, 10 gauge	0 35
Thin card wads, in boxes of 1,000 each, 12 and smaller gauges	0 20
Thin card wads, in boxes of 1,000 each, 10 gauge	P 25

Chemically prepared black edge grey cloth wads, in boxes of 250 each—	Per M.
11 and smaller gauge	0 60
9 and 10 gauges	0 70
7 and 8 "	0 90
5 and 6 "	1 10

Superior chemically prepared pink edge, best white cloth wads, in boxes of 250 each—

11 and smaller gauge	1 15
9 and 10 gauges	1 40
7 and 8 "	1 65
5 and 6 "	1 90

ADZES.

Discount 20 per cent.

ANVILS.

Wright's, 80-lb. and over	0 10¾
Hay Budden, 80-lb. and over	0 09¼
Brook's, 80-lb. and over	0 11¼

AUGERS.

Gilmour's, discount 65 and 5 per cent. off list.

AXES.

Chopping Axes		
Single bit, per doz.	7 00	10 00
Double bit, "	10 00	18 00
Bench Axes, 40 per cent.		
Broad Axes, 25 per cent.		
Hunters' Axes	5 50	6 00
Boys' Axes	6 25	7 00
Splitting Axes	7 00	12 00
Handled Axes	....	10 00

AMERICAN AXE AND TOOL CO.

Red Ridge, boys', handled.	....	5 75
" hunters	....	5 25

AXLE GREASE

Ordinary, per gross	6 00	7 00
Best quality	10 00	12 00

BELLS.

Hand.

Brass, 60 per cent.
Nickel, 55 per cent.

Cow.

American make, discount 63¾ per cent.
Canadian, discount 45 and 50 per cent.

Door.

Gongs, Sargant's	5 50	8 00

" Peterboro', discount 50 and 10 per cent. off new list.

Farm.

American, each	1 25	3 00

House.

American, per lb.	0 35	0 40

BELLOWS.

Hand, per doz.	3 35	4 75
Moulders', per doz.	7 50	10 00

Blacksmiths', discount 40 per cent.

BELTING.

Extra, 60 per cent.
Standard, 60 and 10 per cent.
No. 1, not wider than 6 in., 60, 10 and 10 per cent.
Agricultural, not wider than 4 in., 75 per cent.

BITS.

Auger.

Gilmour's, discount 60 per cent.
Rockford, discount 50 and 10 per cent.
Jennings' Gen., net list.

Car.

Gilmour's, 47½ per cent.

Expansive.

Clark's, 40 per cent.

Gimlet.

Clark's, per doz	0 65	0 90
Diamond, Shell, per doz.	1 00	1 50
Nail and Spike, per gross	2 25	5 20

BLIND AND BED STAPLES.

All sizes, per lb.	0 07¾	0 12

BOLTS AND NUTS

	Per cent.
Carriage Bolts, common ($1 list)	
" " 3-16 and ¼	60
" " 3-16 and ⅜	55 and 5
" " 7-16 and up	55
" " full sq. ($2.40 list)	60
" " Norway Iron ($3 list)	60
Machine Bolts, all sizes, ⅜ and less	60
Machine Bolts, 7-16 and up	55 and 5
Plough Bolts	55 and 5
Blank Bolts	55 and 5
Bolt Ends	55 and 5
Sleigh Shoe Bolts	70
Coach Screws, cone point	70

Nuts, square, all sizes, 4c. per lb. off.
Nuts, hexagon, all sizes, 4¼c. per lb. off.
Stove Rods, per lb., 5½ to 6c.

BOOT CALKS.

Small and medium, ball ....per M.	4 25
Small heel "	4 50

BRIGHT WIRE GOODS.

Discount 62½ per cent.

BUTCHERS' CLEAVERS.

German ....per doz.	6 00	9 00
American "	12 00	18 00

BUTCHER KNIVES.

Bailey's ....per doz.	0 60	6 30

BUILDING PAPER, ETC

Tarred Felt, per 100 lb.	85
Ready roofing, 2-ply, not under 45 lb. per roll	0 90
Ready roofing, 3-ply, not under 65 lb., per roll	1 15
Carpet Felt ....per ton	45 00
Heavy Straw Sheathing ....per ton	35 00
Dry Sheathing ....per roll, 400 sq. ft.	0 40
Tar " " 400 "	0 50
Dry Fibre " 400 "	0 55
Tarred Fibre " 400 "	0 65
O. K. & I. X. L. " 400 "	0 70
Resin-sized " 400 "	0 45
Oiled Sheathing " 600 "	1 00
Oiled " " 400 "	0 70
Roof Coating, in barrels ....per gal.	0 17
Roof " small packages "	0 25
Refined Tar ....per barrel	5 00
Coal Tar "	4 00
Coal Tar, less than barrels ....per gal.	0 15
Roofing Pitch ....per 100 lb.	1 10

BULL RINGS.

Copper, $2.00 for 2½-inch, and $1.9 or 2-inch.

BUTTS.

Wrought Brass, net revised list.

Cast Iron.

Loose Pin, discount 60 per cent

Wrought Steel.

Fast Joint, discount 65, 10 and 2½ per cent.
Loose Pin, discount 65, 10 and 2½ per cent.
Berlin Bronzed, discount 70, 70 and 5 per cent

Gen. Bronzed ....per pair	0 40	0 65

CARPET STRETCHERS.

American ....per doz.	1 00	1 50
Bullard's "	....	6 50

CASTORS.

Bed, new list, discount 55 to 57½ per cent.
Plate, discount 52½ to 57½ per cent.

CATTLE LEADERS.

Nos. 32 and 33 ....per gross	7 50	8 50

CHALK.

Carpenters' Colored, per gross	0 45	0 75
White lump ....per cwt.	0 60	0 65
Red	0 05	0 06
Crayon ....per gross	0 14	0 18

CHISELS.

Socket, Framing and Firmer.

Broad's, discount 60 and 10 per cent.
Warnock's, discount 50 and 10 per cent.
P. S. & W. Extra, discount 60 and 10 per cen

FOODS—STOCK.

Colonial Stock Foods, 10c. packages, per doz	$4 (0
" " " 25c. pkgs., "	2 (0
" " " 10c. " "	75
" " " 25-lb. pail, each	1 30
Poultry Foods, 25c. packages	1 25
Cough Powders, per doz	1 2¦
Worm " "	1 25
International Stock Foods, $1 packages, per doz.	8 00
International Stock Foods, per pail	2 75
" " " per bbl	10 50
" Poultry " $1 pkgs., per dz.	8 00
" Worm Powders, 50c. pkgs. "	4 00
" Pine Healing Oil, per doz	8 00
" Pheno-Chloro, $1 pkgs., per doz	8 00
" Hoof Ointment	8 00
" Compound Absorbent	16 00

Also 25c. pkgs. at $2 per doz. 50c. pkgs. at 4 per doz.

CLIPS.

Axle, discount 65 per cent.

Two Paper Mills and Three Factories Busy

making Paterson's Wire-Edged Ready Roofing, Building Papers and Roofing Felts.

Our success is due to the fact that we make the goods the people want, and our customers know their orders will be promptly and carefully filled.

The Paterson Mfg. Co., Limited

Toronto and Montreal.

COMPASSES, DIVIDERS, ETC.

American, discount 62½ to 65 per cent.

CONDUCTOR PIPE.

Plain or Corrugated.

2-inch	per 100 feet	3 00
3 "	" "	4 00
4 "	" "	5 25
5 "	" "	6 75
6 "	" "	9 00

CRADLES, GRAIN.

Canadian, discount 20 to 25 per cent.

CROSSCUT SAW HANDLES.

S. & D., No. 3	per pair	0 17½
S. & D., " 5	"	0 22½
S. & D., " 6	"	0 15
Boynton pattern	"	0 20

DOOR SPRINGS.

Torrey's Rod	per doz.	1 75
Coil, 9 to 11 in	"	0 95 1 65
English	"	2 00 4 00

DRAW KNIVES.

Coach and Wagon, discount 50 per cent.

Carpenters' discount 60 and 10 per cent.

DRILLS.

Hand and Breast.

Millar's Falls, per doz., net list.

DRILL BITS.

Morse, discount 37½ to 40 per cent.
Standard, discount 50 and 5 to 55 per cent.

FAUCETS.

Common, cork-lined, discount 35 per cent.

EAVETROUGHS.

10-inch | per 100 ft. 10 00

ELBOWS (stovepipe.)

5 and 6-inch, common	per doz.	1 20
7-inch	"	1 35

Polished, 15c. per dozen extra.

ESCUTCHEONS.

Discount 50 and 10 per cent., new list

ESCUTCHEON PINS.

Iron, discount 40 per cent.

FACTORY MILK CANS.

Discount off revised list, 40 per cent.

FILES AND RASPS.

Great Western	70 and 10	per cent.
Arcade	70 " 10	"
Kearney & Foot	70 " 10	"
Disston's	70 " 10	"
American	70 " 10	"
J. Barton Smith	70 " 10	"
McClellan	70 " 10	"
Eagle	70 " 10	"
Nicholson, 60 and 10 to 60, 10 and 5		"
Royal	80	"
Globe	70 to 75	"

Black Diamond, 60 and 10 to 60, 10 and 5 per cent.
Jowitt's, English list, 25 to 27½ per cent.
Nicholson File Co.'s "Simplicity" file handle, per gross 85c. to $1.50

GLASS.

Window. Box Price.

Size United Inches.	Star Per 50 ft.	Star Per 100 ft.	D. Diamond Per 50 ft.	D. Diamond Per 100 ft.
Under 26	....	3 80	....	5 06
26 to 40	....	4 00	....	5 44
41 to 50	....	4 50	....	6 56
51 to 60	....	4 75	....	7 50
61 to 70	....	5 00	....	8 62
71 to 80	....	5 30	....	9 38
81 to 85	....	....	....	10 75
86 to 90	....	....	....	12 30
91 to 95	....	....	....	15 00
96 to 100	....	....	..	18 00

Discount, 15 per cent.

GAUGES.

Marking, Mortise, Etc.

Stanley's discount 50 to 55 per cent.

Wire Gauges.

Winn's, Nos. 26 to 33 ....each 1 65 2 40

GILLETT'S POWDERED LYE.

1-case, $3.60; 3-case, $3.50; 5-case and over, $3.40.

HALTERS.

Rope, ⅜-inch	per gross	12 00
Rope, ½ "	"	9 00
Rope, ⅝ to ¾-inch	"	14 00
Leather, 1-inch	per doz.	4 00
Leather, 1¼ "	"	5 20
Web	"	2 45

HAMMERS.

Nail.

Maydole's, discount 5 to 10 per cent. Canadian discount 25 to 27½ per cent.

Tack.

Magnetic | per doz. 1 10 1 20

Sledge.

Canadian | per lb. 0 07½ 0 08½

Ball Pean.

English and Canadian, per lb. 0 22 0 25

HANDLES.

Axe, 2nd growth, per doz. net	3 00	4 00
Store door	per doz. 1 00	1 50

Fork.

C. & B., discount 40 per cent., revised list.

Hoe.

C. & B., discount 40 per cent., revised list.

Saw.

American | per doz. 1 00 1 25

Plane.

American | per gross 3 15 3 75

Hammer and Hatchet.

Canadian, discount 40 per cent.

HANGERS.

	doz.	pairs.
Steel barn door	8 00	10 00
Stearns, 4-inch	....	4 50
" 5-inch	....	6 00
Zenith	....	9 00
Lane's covered—		
No. 11, 5-foot run	....	8 40
No. 11½, 10-foot run	....	10 80
No. 12, 10-foot run	....	12 60
No. 14, 15-foot run	....	21 00
Steel, covered	4 00	11 00
" track, 1 x 3-16 in (100 ft)	....	3 75
" " 1½ x 3-16 in (100 ft)	....	4 75

HARVEST TOOLS.

Discount 60 per cent.

HATCHETS.

Canadian, discount 40 to 42½ per cent.

HAT ENAMEL.

Henderson & Potts' "Anchor Bran

HINGES.

Blind, Parker's, discount 60 per cent.

Heavy T and strap, 4-in., per lb.	0 06½
" 5-in., "	0 06½
" " 6-in., "	0 06
" " 8-in., "	0 05½
" " 10-in., "	0 05½

Light T and strap, discount 65 and 5 per cent

Screw hook and hinge—		
6 to 10 in.	per 100 lb.	4 50
12 in. up	"	3 25
Spring, No. 20, per gro. pairs		10 50

HOES.

Garden, Mortar, etc., discount 60 per cent.
Planter | per doz. 4 00 4 50

HOLLOW WARE.

Tinned cast, 35 per cent.

HOOKS.

Cast Iron.

Bird cage | per doz. 0 50 1 10

Clothes line, No. 61	"	0 00 0 70
Harness	"	0 60 12 00
Hat and coat	per gro.	1 10 10 00
Chandelier	per doz.	0 50 1 00

Wrought Iron.

Wrought hooks and staples Canadian discount 60 per cent.

Wire.

Hat and coat, discount 60 per cent.
Belt | per 1,000 .... 0 60
Screw, bright, discount 60 per cent.

HORSE NAILS.

"C" brand, 40, 10 and 7½ per cent. off list { Oval
"M" brand, 55, per cent. { Head
Countersunk, 57½ per cent.
"Monarch," 50 and 7½ per cent.
"Peerless" 50 per cent. dis.

HORSESHOES.

Iron Shoes.	F.O.B. Montreal No. 2 and larger.	No. 1 and smaller.
Light, medium and heavy	3 65	3 90
Snow shoes	3 90	4 15

Steel Shoes.

XL, sizes 1 to 5	....	5 35
Light, No. 2 and larger	....	3 80
No. 1 and smaller	....	4 05
Featherweight, all sizes 0 to 4	....	5 35
Toeweight, all sizes 1 to 4	....	6 60

JAPANNED WARE.

Discount 50 per cent.

ICE PICKS.

Star | per doz. 00 3 25

KETTLES.

Brass spun 7½ per cent. discount off new list.
Copper | per lb. 0 30 0 50
American, 60 and 10 to 65 and 5 per cent.

KEYS.

Lock, Canadian dis. 40 to 40 and 10 per cent.
Cabinet, trunk and padlock, American | per gross 0 60

KNOBS.

Door, japanned and N.P., per doz.	1 50	2 50
Bronze, Berlin	per doz. 2 75	3 25
Bronze, Genuine	" 6 00	9 00
Shutter, porcelain, F. & L. screw	per gross 1 30	00
White door knobs	per doz.	00

HAY KNIVES.

Net prices.

LAMP WICKS.

Discount, 60 per cent.

LANTERNS.

Cold Blast	per doz.	7 00
No. 3, "Wright's"	"	8 50
Ordinary, with O burner	"	4 00
Dashboard, cold blast	"	9 00
No. 0	"	5 75

Japanning, 50c. per doz. extra.

LEMON SQUEEZERS.

Porcelain lined	per doz.	2 20	5 60
Galvanized	"	1 87	3 85
King, wood	"	2 75	2 90
King, glass	"	4 00	4 50
All glass	"	0 50	0 90

LINES.

Fish	per gross	1 05 2 50
Chalk	"	1 90 7 40

LAWN MOWERS.

Woodyatt, 10½-in. wheel, 14-in. cut		8 50
Star, 9 -in.	" "	7 00
Daisy, 8 -in.	" " (net)	2 87½
Philadelphia, 7½-in.	" "	7 00
Ontario, 7½ in.	" "	15 80
King Edw'd, 12-in.	" "	9 50

Discount, 50 per cent., with freight concessions in quantity shipments.

Maxwell & Sons:

10½-in. high wheel	7 50	10 00
9-in.	5 50	6 25
8-in.	4 90	5 50

Discount 50 per cent.

LOCKS.

Canadian, 50 to 50 and 10 per cent.
Russell & Erwin ...per doz.

Cabinet.

Eagle, discount 30 per cent.

Padlocks.

English and Am. | per doz. 0 50 6 00
Eagle, discount 20 to 25 per cent.

MACHINE SCREWS.

Iron and Brass.

Flat head, discount 25 per cent.
Round head, discount 20 per cent.

MALLETS.

Tinsmiths'	per doz.	1 25 1 50
Carpenters', hickory,	"	1 25 3 75
Lignum Vitae	"	3 85 5 00
Caulking, each		0 60 2 00

MATTOCKS.

Canadian | per doz. 5 50 6 50

MEAT CUTTERS.

American, discoun 3½ per cent.
German, 15 per cen
Gem | each 1 15

MILK CAN TRIMMINGS.

Discount 25 per cent.

NAILS.

	Cut.	Wire.
2d and 3d	3 30	3 45
3d	2 95	3 12
4 and 5d	2 70	2 95
6 and 7d	2 60	2 80
8 and 9d	2 45	2 60
10 and 12d	2 40	2 55
16 and 20d	2 35	2 50
30, 40, 50 and 60d (base)	2 30	2 45

Cut nails in carlots 5c. less.
Wire nails in carlots are $2.40.
Steel cut nails 10c. extra.
Miscellaneous wire nails, discount 75 per cent.
Coopers' nails, discount 30 per cent.

NAIL PULLERS.

German and American | 1 75 50

NAIL SETS.

Square, round and octagon, per gross	3 38
Diamond	1 00

POULTRY NETTING.

2-in. Mesh, 19 w.g., dis. 60 per cent.
2-in. Mesh, 16 w.g. and heavier, 50 p.c.

OAKUM.

U. S. Navy	per 100 lb.	6 75
Plumbers	"	3 00

OILERS.

McClary's Model galvanized oil can, with pump, 5 gallon, per dozen	10 00

Davidson oilers, discount 40 per cent.
Zinc and tin, discount 50, 50 and 10 per cent.

Copper	per doz.	1 25 3 50
Brass	"	1 50 3 50

Malleable, discount 25 per cent

GALVANIZED PAILS.

Dufferin pattern pails, discount 45 per cent
Flaring pattern, discount 45 per cent.
Galvanized washtubs, discount 45 per cent

PIECED WARE.

Discount 40 per cent off list, June, 1899.
10-qt. flaring sap buckets, discount 40 per cent
6, 10 and 14-qt. flaring pails dis. 40 per cent.
Creamer cans, discount 40 per cent.

PICKS.

Per dozen | 6 00 9 00

PICTURE NAILS.

Porcelain head	per gross	1 35 1 50
Brass head	"	0 40 1 00

PICTURE WIRE.

Tin and gilt, discount 75 per cent.

PINE TAR.

½ pint in tins	per gross	7 80
1 " "	"	9 60

PLANES.

Wood bench, Canadian discount 40 per cent., American discount 50 per cent.
Wood, fancy Canadian or American, 37½ to 40 per cent

U. M. C. NEW PRODUCTS.

The .32 Automatic Colt Pistol Cartridge is loaded with a special high power smokeless powder, giving high velocity and operating free hrough the mechanism of the Automatic Colt Pistol (pocket model). Those with the soft point bullet will be found desirable for sporting pur poses, and those with metal case for military and target use.

RIM FIRE CARTRIDGES

The U. M. C. .22 automatic rifle (Winchester model 1903) cartridge is now ready for the market. New .22 short ungreased, 22 long ungreased, and .22 Winchester inside lubricated are inexpensive rim fire cartridges loaded with the best grade of smokeless powder. Boys a r calling for these cartridges, as they can be carried loose in the pocket without the old inconvenience of the greased cartridge. They will not lead he gun. "U. M. C. Ammunition shoots well in any gun."

THE UNION METALLIC CARTRIDGE CO.,

BRIDGEPORT, CONN.

Agency—313-15 Broadway, New York City, N.Y. **Depot—86-88 First St., San Francisco, Cl.**

PLANE IRONS.

English .....per doz. 2 00 5 00

PLIERS AND NIPPERS.

Button's genuine, per doz. pairs, discount 37½ to 40 per cent.
Button's imitation....per doz. 5 00 9 00
German ..... " 0 60 60

PRESSED SPIKES.

Discount 20 per cent.

PULLEYS.

Hothouse .....per doz. 0 55 1 00
Axle ..... " 0 22 0 33
Screw ..... " 0 27 1 00
Awning ..... " 0 35 2 50

PUMPS.

Canadian cistern 1 80 3 60
Canadian pitcher spout 1 40 2 10

PUNCHES.

Saddler's .....per doz. 1 00 1 85
Conductor's..... " 3 00 15 00
Tinners', solid.....per set 0 72
" hollow.....per inch 1 00

RAKES.

Wood.....per doz. net 1 20 up

RAZORS. per doz.

Elliot's 4 00 18 00
Geo. Butler's & Co.'s..... 4 00 18 00
Boker's 7 50 11 00
" King Cutter 12 50 15 00
Wade & Butcher's..... 3 60 10 00
Theile & Quack's 7 00 12 00
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Discount 40 per cent.

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Iron Rivets, black and tinned, discount 60 and 10 per cent.
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Extras on Iron Rivets in 1-lb. cartons, ½c. per lb.
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Copper Rivets, with usual proportion burrs, 45 per cent. discount. Cartons, 1c. per lb. extra, net.
Copper Burrs only, discount 30 and 10 per cent.
Extras on Tinned or Coppered Rivets, ½-lb. cartons, 1c. per lb.

RIVET SETS.

Canadian, discount 35 to 37½ per cent.

ROPE, ETC.

Sisal..... 0 11½
Pure Manilla 0 14½
"British" Manilla..... 0 12
Cotton, 3-16 inch and larger 0 21
" 5-32 inch 0 25
" ¼ inch 0 25
Russia Deep Sea 0 15
Jute..... 0 08
Lath Yarn, single 0 10½
" double 0 11
Sisal bed cord, 48 feet.....per doz. 0 65
" " 60 feet..... " 0 80
" " 72 feet..... " 0 95

RULES.

Boxwood, discount 55 per cent.
Ivory, discount 37½ to 40 per cent.

SAD IRONS.

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" No. 50, nickle-plated, " 0 90
Common, plain..... 4 50
" plated 5 50

SAND AND EMERY PAPER.

B. & A. sand, discount, 40 and 5 per cent
Emery, discount 40 per cent.
Garnet (Rurton's). 5 to 10 per cent. advance on list.

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Bronzed iron with hooks ....per 1,000 7 50
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S. & D., discount 40 per cent.
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S. & D., discount 35 per cent. on Nos. 2 and 3.
Hack, complete.....each 0 75 2 75
" frame only.....each 0 50 1 25

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Sectional.....per 100 lb. 2 00 2 25
Solid ..... " 1 50 1 75

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Per lb..... 0 28 0 30

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argent's .....per doz. 0 65 1 00

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3-in. style 20c. per dozen less.

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" R. H., " dis. 75 per cent.
" F. H., bronze, dis. 75 per cent.
" R. H., " dis. 70 per cent.
Drive Screws, dis. 87½ per cent.
Bench, wood .....per doz. 3 25 4 00
" iron ..... " 4 25 5 00
Set, case hardened, dis. 60 per cent.
Square Cap, dis. 50 and 5 per cent.
Hexagon Cap, dis. 45 per cent.

SCYTHES.

Per doz. net..... 6 00 9 00

SCYTHE SNATHS.

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Seymour's, discount 50 and 10 per cent.

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Canadian, discount 45 per cent.

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" 18 x 30..... .... 1 00
" 18 x 36..... .... 1 40

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Lock, Andrews'..... 4 50 11 50

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2-lb. or over ..... " 0 34

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Try and Bevel, discount 50 to 52½ per cent.

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Retinned, discount 75 per cent off revised list.

STAPLES.

Galvanized 3 00
Plain 2 80
Coopers', discount 45 per cent.
Poultry netting staples, discount 40 per cent.

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American discount 25 per cent.

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Hindostan ..... " 0 06 0 07
" slip ..... " 0 09 0 09
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Turkey ..... " 0 50
Arkansas..... " 1 50
Water-of-Ayr ..... " 0 10
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Grind, 2-in., 40 to 200 lb., per ton 25 00
" " under 40 lb., " 28 00
" under 2 in. thick, " 29 00

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5 and 6 inch, per 100 lengths 7 00
7 inch..... " 7 50

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No. 4, 3 doz. in case..net cash 4 80
No. 6, 3 doz. in case.. " 8 40

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" ½ weights 60
Swedes cut tacks, blued and tinned—
In bulk..... 80 and 10
In dozens 75
Swedes, upholsterers', bulk....85, 12½ and 12½
" brush, blued and tinned bulk 70
Swedes, gimp, blued, tinned and japanned..... 75 and 12½
Zinc tacks 35
Leather carpet tacks..... 55
Copper tacks..... 50
Copper nails 52½
Trunk nails, black ..... 65 and 5
Trunk nails, tinned..... 65 and 10
Clout nails, blued ..... 65 and 5
Chair nails..... 35
Patent brads..... 40
Fine finishing..... 40
Lining tacks, in papers..... 10
" " in bulk..... 15
" " solid heads, in bulk 75
Saddle nails, in papers..... 10
" " in bulk..... 15
Tufting buttons, 22 line, in dozens only 60
Zinc glaziers' points 5
Double pointed tacks, papers.. 90 and 10
" " bulk.... 40
Clinch and duck rivets..... 45

TAPE LINES.

English, ass skin .....per doz. 2 75 5 00
English, Patent Leather 5 50 9 75
Chesterman's .....each 0 90 2 85
" steel.....each 0 80 8 00

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Per doz..... 3 00 15 00

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Tin case and dairy, discount 75 to 75 and 10 per cent.

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Game, Newhouse, discount 25 per cent.
Game, H. & N., P. S. & W., 65 per cent.
Game, steel, 72½, 75 per cent.

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Disston's, discount 10 per cent.
German.....per doz. 4 75 6 00
S. & D., discount 35 per cent.

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Wrapping, cotton, 3-ply 0 24
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Staging..... " 0 27 0 35

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Brook's..... .... 0 12½
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Premier steel ware, 40 per cent.
"Star" decorated steel and decorated white, 25 per cent.

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Smooth Steel Wire.

No. 0-9 gauge..... $2 50
10 " ..... 6c. extra.
11 " ..... 12c. "
12 " ..... 20c. "
13 " ..... 30c. "
14 " ..... 40c. "
15 " ..... 55c. "
16 " ..... 70c. "

Add 60c. for coppering and $2 for tinning.
Extra net per 100 lb.—Oiled wire 10c., spring wire $1.25, special hay baling wire 30c., best steel wire 75c., bright soft drawn 15c., charcoal (extra quality) $1.25, packed in casks or cases 15c., bagging and papering 10c., 50 and 100-lb. bundles 10c., in 25-lb. bundles 15c., in 5 and 10-lb. bundles 25c., in 1-lb. hanks, 50c., in ½-lb. hanks 75c., in ¼-lb. hanks $1.
Fine Steel Wire, discount 25 per cent.
List of extras: In 100-lb. lots: No. 17, $5—No. 18, $5.50—No. 19, $6—No. 20, $6.65—No. 21, $7—No. 22, $7.30—No. 23, $7,65—No. 24, $8—No. 25, $9—No. 26, $9.50—No. 27, $10—No. 28, $11—No. 29, $12—No. 30, $13—No. 31, $14—No. 32, $15—No. 33, $16—No. 34, $17. Extras net—tinned wire, Nos. 17-25, $2—Nos. 26-31, $4—Nos. 32-34, $6. Coppered, 5c.—oiling, 10c.—in 25-lb. bundles, 15c.—in 5 and 10-lb. bundles, 25c.—in 1-lb. hanks, 25c. —in ½-lb. hanks, 38c.—in ¼-lb. hanks, 50c.—packed in casks or cases, 15c.—bagging or papering, 10c.
Brass wire, discount 60 per cent. off the list.
Copper wire, discount 60 per cent. net cash 30 days, f.o.b factory.
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Galvanized barb, f.o.b. Cleveland, $2 55½ in less than carlots, and $2 45 in carlots.

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Painted Screen, per 100 sq. ft., net.. 1 50
Terms, 2 per cent. off 30 days.

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Stephenson Washer, per doz..... 45 00

WRENCHES.

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Coe's Genuine, discount 20 to 25 per cent.
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Burrell's Pipe.....each 3 00
Pocket .....per doz. 0 25 2 90

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Royal American..... " 24 00
Sampson..... " 24 00
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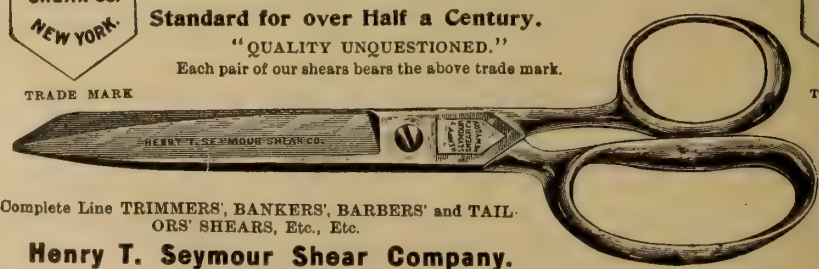

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Grove Chemical Co., Lancashire, Eng.

Gold Enamel.
Ridout, Geo., & Co., Toronto.

Hardware Specialties.
Erie Specialty Co., Erie, Pa.

Horse Blankets and Carriage Rugs.
Guelph Waterproof Clothing Co., Guelph.

Horseshoe Pads.
Canadian Rubber Co., Montreal.

Horseshoes and Nails.
Canada Horse Nail Co., Montreal.
Peck Rolling Mills, Montreal.

Ice Cream Freezers.
White Mountain Freezer Co., Nashua, N. H.

Ice Cutting Tools.
Erie Specialty Co., Erie, Pa.
North Bay Mfg. Co., Philadelphia, Pa.
North Bros. Mfg. Co., Philadelphia, Pa.

Injectors—Automatic.
Penberthy Injector Co., Windsor, Ont.

Iron Pipe.
Page-Hersey Iron and Tube Co., Guelph.

Iron Pumps.
McDougall, R., Co., Galt, Ont.

Keys.
Millen, John & Son, Montreal.

Lanterns.
Ontario Lantern Co., Hamilton, Ont.
Wright, E. T., & Co., Hamilton.

Lawn Mowers.
Maxwell, David, & Sons, St. Marys Ont.
Taylor-Forbes Co., Guelph, Ont.

Ledgers and Office Stationery.
Briggs Ledger System Co., Toronto.
Hart & Riddell, Toronto.
Weese, G. A. & Son, Toronto.

Lumbermen's Supplies.
Birkett, Thos., & Son Co., Ottawa.
Warnock, Jas., & Co., Galt.

Lye.
Gillett, E. W., Co., Toronto.

Machinery.
Canada Foundry Co., Toronto.
Crosby, G. A., & Co., Sarnia, Ont.
Fairbanks Co., Montreal and Toronto.
Globe Brass Works, Detroit.
Jardine, A. B., & Co., Hespeler, Ont.
Kerr Engine Co., Walkerville, Ont.
Morrow MachineScrew Co., Ingersoll, Ont.
Ontario Wind Engine and Pump Co., Toronto.
Penberthy Injector Co., Windsor.

Mantels.
Batty Stove and Hardware Co., Toronto.

Manufacturers' Agents.
Gibb, Alexander, Montreal.
Philip, David, Winnipeg.

Metals.
Booth Copper Co., Toronto.
Canada Iron Furnace Co., Midland, Ont.
Canada Metal Co., Toronto.
Deseronto Iron Co., Deseronto, Ont.
Gibb, Alexander, Montreal.
Ironside, Son & Co., London, Eng.
Jackson, C. F., & Co., Vancouver, B.C.
Kemp Mfg. Co., Toronto.
Leslie, A. C., & Co., Montreal.
London Rolling Mills Co., London, Ont.
Lysaght, John, Bristol, Eng.
Morton, B. K., & Co., Sheffield, Eng.
Nova Scotia Steel and Coal Co., New Glasgow, N.S.
Peck Rolling Mills, Montreal.
Rogers, Henry, Sons & Co., Montreal.
Samuel, Benjamin & Co., Toronto.
Thompson, B. & S. H. & Co., Montreal.

Metal Lath.
Metallic Roofing Co., Toronto.
Pedlar People, Oshawa, Ont.

Metal Polish, Emery Cloth, etc.
Falkiner, H. F. Toronto.
Oakey, John, & Sons, London, Eng.

Metallic Window Screens.
Cutts, C. M., & Co., Toronto Junction.

Milk Cans and Trimmings.
Davidson, Thos., Mfg. Co., Montreal.
Kemp Mfg. Co., Toronto.
McClary Mfg. Co., London, Ont.

Paints, Oils and Glass.
Berry Bros., Detroit and Wallaceburg.
Canada Linseed Oil Mills, Montreal.
Canada Paint Co., Montreal.
Consolidated Plate Glass Co., Toronto.
Dods, P. D., & Co., Montreal.
Francis-Frost Co., Toronto.
Grant-Hamilton Oil Co., Toronto.
Henderson & Potts, Montreal and Halifax.
Imperial Varnish and Color Co., Toronto.
Jamieson, R. C., & Co., Montreal.
Lucas, John, & Co., Philadelphia, Pa.
Luxfer Prism Co., Toronto.
McArthur, Corneille & Co., Montreal.
McCaskill, Dougall & Co., Montreal.
Merrick, Anderson & Co., Winnipeg.
Nobles & Hoare, London, Eng.
Queen City Oil Co., Toronto.
Ramsay & Son, Montreal.
Ridout, Geo., & Co., Toronto.
Sherwin-Williams Co., Montreal.
Standard Paint and Varnish Works, Windsor, Ont.
Stephens, G. F., & Co., Winnipeg.
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Patent Solicitor.
Cullen, Orlan Clyde, Washington, D.C.

Perforated Sheet Metals.
Greening, B., Wire Co., Hamilton.

Plumbers' Supplies.
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Morrison, Jas., Brass Mfg. Co., Toronto.

Portland Cement.
Grey and Bruce Portland Cement Co., Owen Sound.
Hanover Portland Cement Co., Hanover, Ont.
Hyde, F., & Co., Montreal.
McNally, W., & Co., Montreal.
Thompson, B. & S. H. & Co., Montreal.

Radiators, Furnaces, Stoves, Tinware, etc.
Adams Co., Dubuque, Iowa.
Davidson, Thos., Mfg. Co., Montreal.
Dominion Radiator Co., Toronto, Ont.
Gurney Foundry Co., Toronto.
Kemp Mnfg. Co., Toronto.
Merrick, Anderson & Co., Winnipeg.
Western Foundry Co., Wingham.
Wright, E. T., & Co., Hamilton.

Refrigerators.
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Roofing Supplies
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Hamilton Mica Roofing Co., Hamilton.
Jenking, A. C., Montreal.
Lockerby & McComb, Montreal.
McArthur, Alex., & Co., Montreal
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Metallic Roofing Co., Toronto.
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Paterson Mfg. Co., Toronto & Montreal.
Taylor-Forbes Co., Guelph, Ont.

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Taylor, J. & J., Toronto.

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Davidson, Thos., Mfg. Co., Montreal.
Kemp Mfg. Co., Toronto.
McClary Mfg. Co., London, Ont.
Taylor-Forbes Co., Guelph, Ont.

Saws
Atkins, E. C., & Co., Indianapolis, Ind.

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Fairbanks Co., Montreal and Toronto.
Gurney Scale Co., Hamilton, Ont.
Merrick, Anderson & Co., Winnipeg.

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United Factories, Toronto.

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Sewer Pipes.
Canadian Sewer Pipe Co., Hamilton
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McNally & Co., Montreal.

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Bennett Mfg. Co., Pickering, Ont.

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Hamilton Steel and Iron Co., Hamilton.
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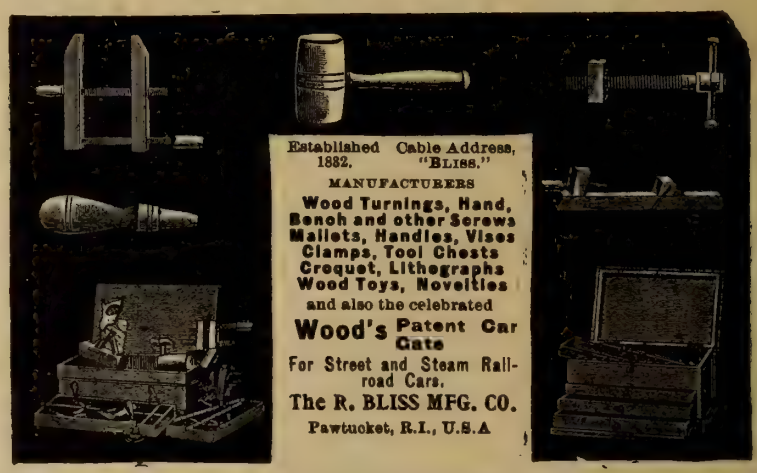

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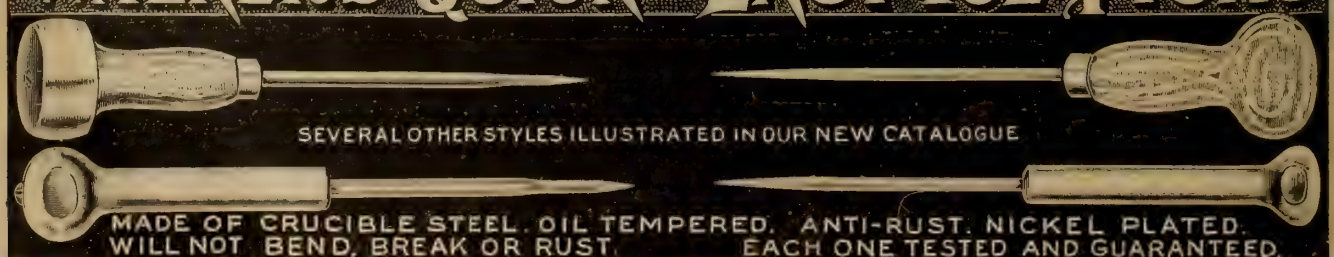

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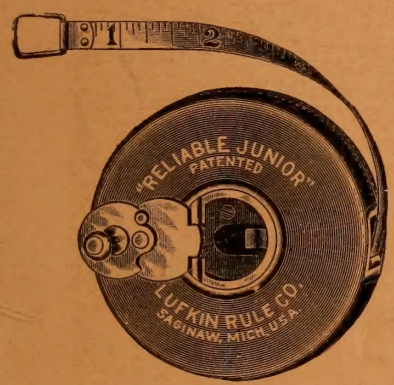

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